

# cds review

DECEMBER 2016 [WWW.CDS.ORG](http://WWW.CDS.ORG)



## What's next?

Part 2 of our series on practice transitions

When a firehouse is your home

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Members help children displaced by war in Syria

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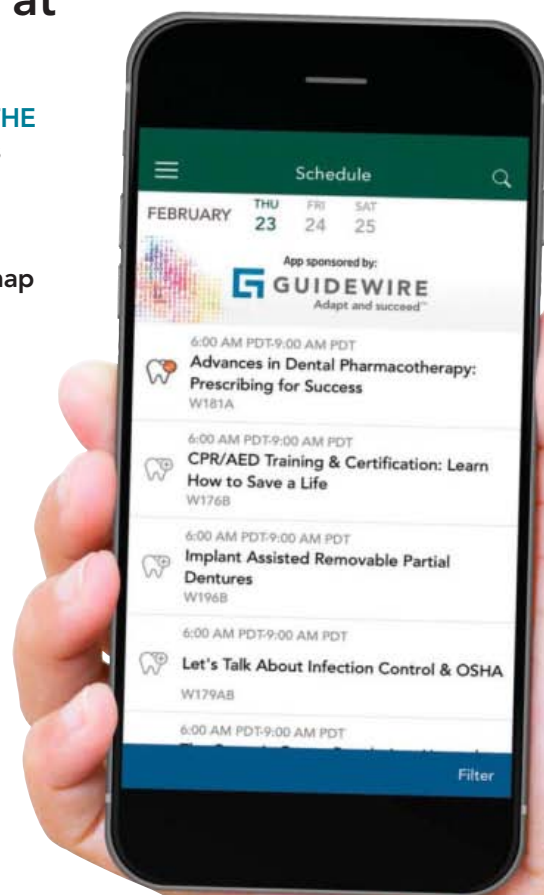
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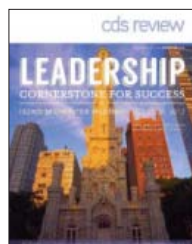


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# page one

## We've made it easier for you to come to Chicago

**W**E HAVE GREAT INCENTIVES FOR YOU TO COME TO THE CDS MIDWINTER MEETING IN 2017. We've made it easier for you to bring your whole dental team to the meeting through our 3=1 FREE program. When you register three paying members of your dental team, the registration fee for a fourth member is complimentary.



We are also encouraging members to invite their non-member colleagues to attend the meeting and show them what CDS has to offer by providing free registration to non-members for one time only when a CDS member signs them up to attend the Midwinter Meeting. We are the respected leader in scientific dental meetings, and we hope that our

members will show their non-member colleagues why that is.

We have also rolled back course fees for paid courses to encourage early registration. The earlier you register for the course you want, the more you save – AND guarantee a seat. Don't forget, more than half the courses we offer are free of charge. But you still need to register for those to guarantee your seat.

In addition to our 3=1 FREE and Member Bring a Non-Member promotional campaigns, we are presenting a new specialized track of courses for each day of the meeting. For the first time, each day of the meeting will feature an all-day track devoted to one topic.

### Feb. 23: The Business of Dentistry

This track will feature six speakers who will demonstrate how everything from

how you look to how you communicate affects your ability to be successful in the business of dentistry.

### Feb. 24: The Basics Express: Things They Didn't Teach You in Dental School

This track will give you seven rapid fire glimpses into what you really face on the job after you've graduated and passed the boards.

### Feb. 25: A Day in the Life of the Female Dental Professional

All dentists are equal and equally educated in the art and science of dentistry. But career expectations and goals can be very different for men and women. Four speakers will examine some of those differences and how they can affect your professional life.

## Find your voice

The Chicago Dental Society has built an online community to help serve those at the beginning of their careers. New dentists and dental students now have a place they can go to find out and to speak out. *CDS Online Voice* is a growing resource that lets you do both.

Submit content to CDS to share on the blog. Start discussions about your profession and your interests on the forum page where users create the content. It is your place to have a voice.

Come take a look today. Share with your peers and be a part of your growing dental community. Check it out at [www.cdsonlinevoice.com](http://www.cdsonlinevoice.com). CDS members were emailed the PIN number to access the forum. If you did not receive the email, please email [cdsvoice@cds.org](mailto:cdsvoice@cds.org) for your PIN number.



## Watch the Blackhawks with your colleagues

JOIN YOUR CDS COLLEAGUES FOR AN EVENING WATCHING THE CHICAGO BLACKHAWKS TAKE ON THE COLORADO AVALANCHE Sunday, March 19, at the United Center. Opening faceoff is scheduled for 6 p.m.

CDS has reserved two suites with a capacity of 80 attendees per suite. Members are limited to purchasing a maximum of two tickets at the discounted price of \$136 each. Your ticket includes food and refreshments. Parking is not included.

Tickets go on sale Wednesday, Jan. 4. Sales start at 9 a.m. Tickets will be available for sale exclusively online at [www.cds.org](http://www.cds.org), on a first-come, first-served basis. This is a CDS member social activity. CDS encourages members who purchase tickets to use this opportunity to interact with fellow members. Seating is extremely limited in each suite.

The United Center is located at 1901 W. Madison St., Chicago. ■





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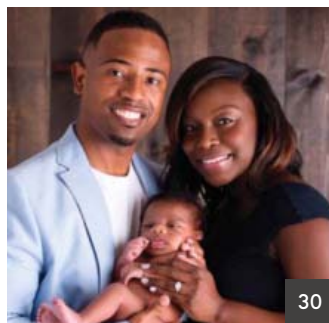
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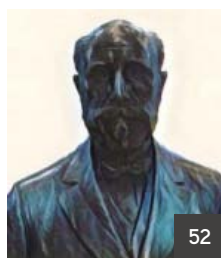
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# VOX pop

Comments from our readers

## CODA cannot impose its directives at will upon states

*States do not “have to” do anything with CODA’s recommendations unless they desire to add a new level of practitioner to their acts.*

I READ EDITOR WALTER LAMACKI’S COLUMN, “A rose by any other name,” (September/October 2016) and thought it was, as usual, very good.



I think American Dental Association members largely don’t understand the full issue behind the Council on Dental Accreditation’s actions regarding therapists and may

feel they were betrayed.

However, I need to take exception with one sentence in the opinion piece: “Ultimately, state legislatures

will have to amend their state’s dental practice act to reflect CODA’s recommendations.”

States do not “have to” do anything with CODA’s rec-

ommendations unless they desire to add a new level of practitioner to their acts. I’m afraid the statement in Dr. Lamacki’s column will mislead members into thinking that CODA can impose its directives upon the states.

– Timm Schwartz, DDS  
Pekin

## Good bye and thank you, Uncle Fred

MY ESTEEMED COLLEAGUE, PEDIATRIC DENTIST FRED MARGOLIS, PASSED AWAY RECENTLY. He leaves behind a legacy of excellence and true professional spirit. His extensive curriculum vitae reflects the education, preparation and accomplishments of a gifted professional.

As a mentor, Fred was demanding as well as generous. I am grateful for the knowledge that he shared and for his friendship.

Earlier this year, Fred approached me for help to try to find a home for his patients. I am honored that he entrusted me and his associate, Gail Czarnecki – two fellow pediatric dentists – to oversee the transition and find dental homes for his patients.

Both Gail and I were students of his, particularly in

the area of laser dentistry.

We were able to help those parents and their children who contacted us. We continue to have access to the records of those patients

desiring to seek dental care.

Fred provided care for many infants, children, adolescents and special needs patients. Many of his infant patients were referred out for



frenectomies, lip-tie and lingual frenum releases through pediatricians, lactation specialists, fellow dentists and of course, parents of very satisfied patients.

Our dental community and our general population will feel his absence. He leaves with us a legacy of excellence, compassion and devotion to a profession that serves us well. Goodbye and thank you, Uncle Fred.

– Caroline Scholtz, DDS, MS  
Lincolnshire

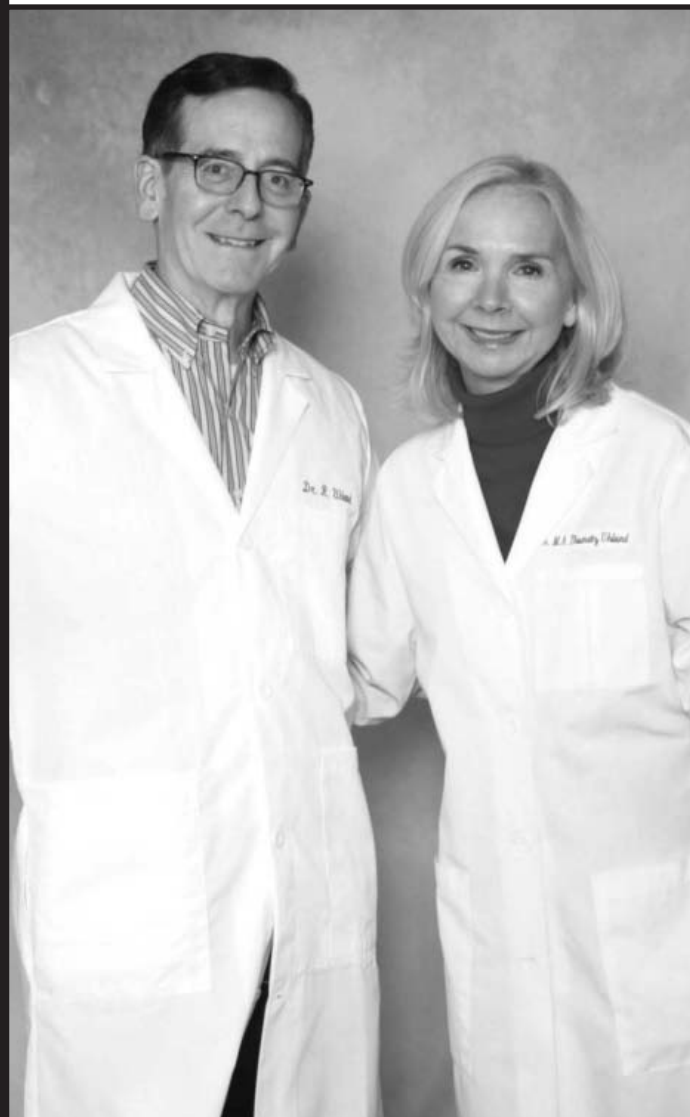
File photo of Fred Margolis at the Special Olympics / Special Smiles event in 2007 by John McNulty.



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## PRESIDENT'S PERSPECTIVE by George Zehak, DDS

Write to Dr. Zehak at [grzenterprises@comcast.net](mailto:grzenterprises@comcast.net).



# Keep the fire burning

IN PAST COLUMNS, I HAVE DISCUSSED VOLUNTEERISM AS IMPORTANT – EVEN ESSENTIAL – TO THE DENTAL PROFESSION, THE CHICAGO DENTAL SOCIETY, and all of humanity. I have tried to paint a picture to help ignite your inner greatness. All of us have that giving passion, but we need to “keep the fire burning.” In my final article as CDS president, I would like to touch on a fine way to put your giving passion into effect: leading, and doing it with love.

Each of us is in one or more ways a leader. Being a leader doesn't necessarily mean taking on a role with CDS, in another organization, or in our various units of government. We are sometimes de facto leaders in our families, communities, offices and many other places.

So what does the word leadership mean in our lives and profession? Leadership is a day-to-day thing. Humans are a vast group of individuals doing so many things every day in the communities that they study, live and work in. Inspiring, teaching and encouraging others, as well as setting good examples, are ways that leadership operates in our daily lives.

Wherever we are and whatever we do, we are more successful as leaders when we lead with love. We are more likely to succeed when we are truly motivated – driven by our cause. But, how can we do that?

One key step is to find out what it is that drives us – in this sense, our various passions – and then act on those passions so that we can do the best to lead in our everyday journeys. While I cannot speak for the more than 7 billion people on earth, I will share a little insight into how this has helped me.

I will expand on passion a little later and how it relates to leadership, but first, I wish to address two other key facets of leading with love. They are listening to and thanking those we lead – our colleagues, patients, family and friends.

To be good leaders, we must listen even better. It has been said that we as humans like to hear ourselves speak. Have you ever had the experience where you could not wait to enter into

a conversation to tell your thoughts on a subject, but instead you first listened to others?

Sometimes it is very hard to bite your tongue and not jump into the conversation immediately. However, after you have sat back a little and listened, you realize there is another side to the story that you possibly hadn't even considered. Listening may have completely changed your views or at the least modified them. Interestingly, studies have shown that good listeners are more likely to be perceived as good leaders and are often better followed.

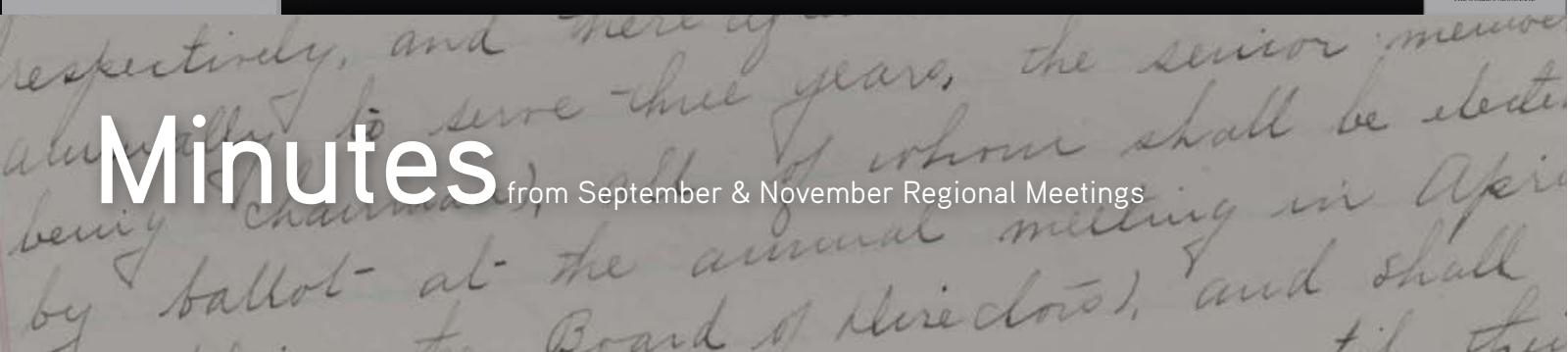
The second key to leading with love is thanking those around us. Often, we are quick to tell people when we think they are wrong or haven't done something to our expectations, rather than thank them for when they have done something right or for having taken their time to do anything at all. There is a saying that “it takes months or years to find a volunteer, but only minutes to lose one.” Try thanking people more often. It works well when you are in any leadership role.

Finally, I'll return to what may be the most important key to leading with love: passion. While dictionaries have many definitions of passion, I am only writing about the one that pertains to this article. [Dictionary.com](http://Dictionary.com) defines passion as a strong or extravagant fondness, enthusiasm or desire for anything.

Your passion will give you purpose and will improve your performance. Passion will keep you going when the going gets tough, and will keep you from losing sight of your goals. Passion will give you energy, desire, confidence and the belief that you can overcome obstacles. Passion is genuine and will keep you going in whatever leadership roles you seek or accept.

In short, you lead with love by truly listening to and fully thanking those you are leading, and by pursuing your goals with passion. I conclude my final column with a reminder that time is a precious commodity for leaders and all of humanity. Use time wisely, lead with love and do so with a thankful and sincere passion. ■

Photo: Marian Weyo / shutterstock.com



# Minutes

from September & November Regional Meetings

## Minutes from the Sept. 21 Regional Meeting

The Regional Meeting of the Chicago Dental Society convened Sept, 21, 2016, at 9:12 a.m. at the Drury Lane Oak Brook in Oakbrook Terrace with CDS President George Zehak presiding.

Dr. Zehak called the meeting to order at 9:12 a.m.

Inasmuch as the official minutes of the meeting of April 13 were published in the May/June 2016 issue of the CDS Review, a motion

was entertained to dispense with reading them.

**MOVED** by Thomas Salmon, seconded by Robert Matthews, and carried to dispense with reading the April 13 minutes at this time.

**MOVED** by Peter Hasiakos, seconded by Thomas Salmon, and carried to accept the minutes of the meeting of the April 13.

There were no reports of the Board, Special or Stand-

ing Committees.

There was no Unfinished Business or New Business to report.

Dr. Zehak encouraged the attendees to visit the exhibitors during the breaks to see what each had to offer. He expressed appreciation to the exhibitors for their continued support.

Dr. Zehak then asked that everyone silence their cell phones, saying \$100 would

be payable to the CDS Foundation if the phone rang.

With no further business, Dr. Zehak called upon the Regional Meeting Program Chair, Seymour Wachtenheim, to introduce Marshall Fagin, DDS, who presented the program, "Tips and Tricks for Excellence in Esthetic Dentistry: Pearls to use on Monday."

The meeting adjourned at approximately 2 p.m.

## Minutes from the Nov. 2 Regional Meeting

The Regional Meeting of the Chicago Dental Society convened Nov. 2, 2016, at 9:07 a.m. at the Drury Lane Oak Brook in Oakbrook Terrace with CDS President George Zehak presiding.

Attention was directed to the minutes of the meeting of Sept. 21. Inasmuch as the official minutes of the meeting of Sept. 21 had not yet been published, Dr. Zehak said he would forgo the reading and approving of the minutes at this time until everyone had an opportunity to review them.

**MOVED** by Thomas Salmon, seconded by Phillip Fijal, and carried to forgo the reading and approving of the minutes of the Sept. 21 Regional Meeting at this time, as they had not yet been published.

There were no reports of the Board, Special or Stand-

ing committees.

There was no Unfinished Business to report.

Dr. Zehak reported that nominating petitions for the 2017 officers have been duly filed in the CDS central office, and their names duly published in previous issues of the CDS Review in both print and digital formats, in accordance with the bylaws.

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

**MOVED** by Thomas Salmon, seconded by Michael Durbin, and carried that a single unanimous ballot be cast on behalf of all the respective candidates for office.

Dr. Zehak then congratu-

lated Dean Nicholas, treasurer-elect; Terri Tiersky, vice president-elect; Cheryl Watson-Lowry, secretary-elect; and Louis Imburgia, who will become president-elect. He noted that these officers would be installed Nov. 6 along with Phillip Fijal, who will assume the office of the president. These officers will assume their respective duties on Jan. 1, 2017, and will continue through Dec. 31, in accordance with the fiscal year. Dr. Zehak noted that CDS's 50-year graduates would also be recognized at that time.

Dr. Zehak extended an open invitation to all CDS members, their families and friends to join them on this occasion at The Ritz Carlton Hotel, to personally congratulate them and wish them well while enjoying refreshments.

Dr. Zehak encouraged the attendees to visit the ex-

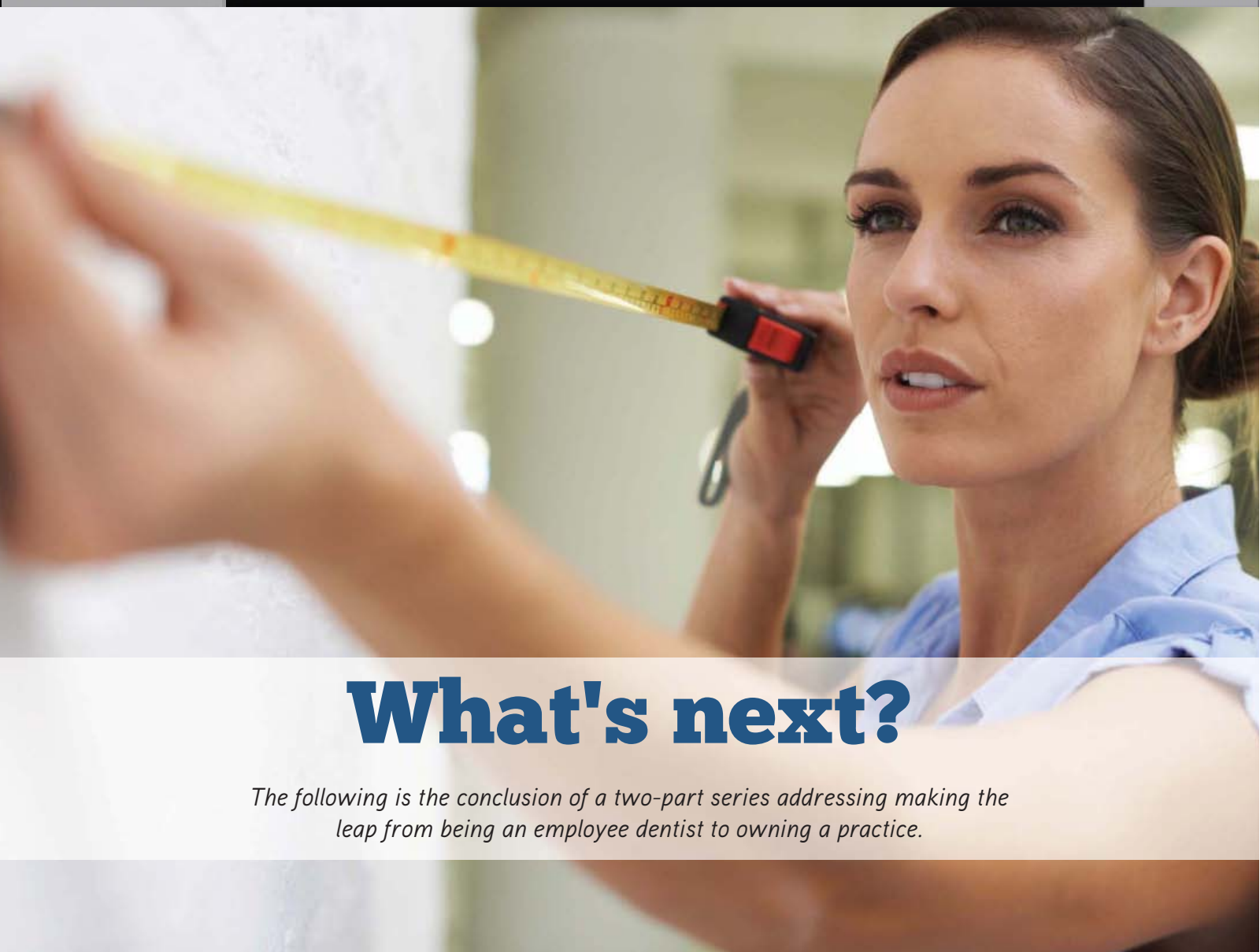
hibitors during the breaks to see what each had to offer. He expressed appreciation to the exhibitors for their continued support.

Dr. Zehak announced that if anyone is interested in signing up to be a Presiding Chair during the 2017 Mid-winter Meeting to see CDS Director of Scientific Programs, Theodore Borris, for information. He also commented that Dent-IL-PAC had a booth in the foyer area and to see Denise Hale to contribute and to get involved.

Dr. Zehak then asked that everyone silence their cell phones. With no further business, Dr. Zehak introduced Ron Kaminer, DDS, who presented the program "Current Concepts in Minimally Invasive Dentistry."

The meeting adjourned at approximately 2 p.m. ■





# What's next?

*The following is the conclusion of a two-part series addressing making the leap from being an employee dentist to owning a practice.*

by Joseph DeRosier

You've gone through the pros and cons of striking out on your own. You have the financial means to do so, and possess the passion required for such a leap. For most dentists in this position, it means finding a practice to purchase and take over.

It's that second part, taking over, that can be much more complicated than simply swapping out the name on the business sign and changing the outgoing voicemail message. Keeping a successful practice successful after it has changed hands is one of the challenges for young dentists who have taken control of an existing operation.

It helps if they do their homework and buy a practice that fits their skills, said Robert Uhland, a CDS member and Chicago-based broker and consultant.

"I need to ask myself, 'can I do everything you do,'" he said of the purchaser's thought process. "If I can't do everything you do, then my revenue may go down accordingly."

Dr. Uhland said it is necessary to go through the accounts receivables of a potential purchase.

"You have to do some detective work to see the whole picture," he said.

Location is also a consideration. "It's hard to grow practices now because the methods to do so in the past are no longer available," he said.

Becoming active by volunteering or serving in a public office was once a well-trav-

eled path for a dentist looking to raise visibility and standing in a community. Gaining that stature might involve hiring someone to do social media outreach, Dr. Uhland said.

One of the advantages of purchasing a practice rather than starting fresh is the ready-made components such as a list of satisfied patients, a staff that is already doing the job, and the related patient and staff goodwill that the selling dentist has built up over the years.

But keeping that practice train on the right track can be tricky, experts advise.

Tapping into the experience of the outgoing dentist is an option, but one that has some pitfalls.

Practice consultants agreed there is no hard-and-fast rule on whether to keep the selling dentist involved or how long that transition period should be.

That transition should be cut short if the relationship starts to have a negative impact on the new dentist's ability to take control, they said.

Peter Ackerman, a certified public accountant and a certified valuation analyst at ADS Dental Practice Transi-

**Practice consultants say to resist the temptation to treat the purchase as someone who buys a new home and puts their own stamp on it by redecorating or remodeling.**

tions, said having the former owner stick around is OK but not for more than a few weeks.

"You want to transfer patient and staff loyalty (to you) and keeping them any longer can be an impediment to that goal," said Mr. Ackerman.

If the former practice owner is avail-

able patients might want to see them for care, he said. In addition, staff might be too comfortable going to the former owner looking for answers to problems rather than to the new owner.

Dr. Uhland echoed that sentiment with respect to staff.

"You didn't hire them, so they may not be allegiant to you," said Dr. Uhland. "You have to be patient, sometimes you have to win the staff over – they will look at you with a weary eye."

Keeping things stable is important to soothe the fears of

both patients and staff, Mr. Ackerman stressed.

"The goal for the next 12 months (after buying a practice) is not to mess it up," he said.

That includes resisting the urge to put your imprint on the practice in a visible and tangible way. Practice con-

## Learn more at the 2017 Midwinter Meeting

This year's Midwinter Meeting, with its theme of *Leadership: Cornerstone for Success*, offers attendees plenty of opportunities to brush up on their practice management skills with two special tracks of special interest.

- **Thursday, Feb. 23:** The track **"The Business of Dentistry"** will feature six speakers dealing with various aspects of being successful in the business of the dental profession. The courses, C100A-F, start at 9 a.m. and end at 4 p.m. The \$150 fee for the track includes all six courses. No individual sessions are available.

- **Friday, Feb. 24:** The track **"The Basics Express: Things They Didn't Teach You in Dental School"** is free and offers seven rapid-fire glimpses into what you will face on the job, including choosing materials and buying and setting up your first office. Courses F200A-G are each one-hour long and start at 9 a.m. and end at 4 p.m.

The following is a list of courses that might be of interest to transitioning dentists. It is by no means comprehensive.

**Leadership & Decision-Making: Business Perspective**  
Ashleigh Rossette, PhD  
Course F118, Thursday, Feb. 23  
8:30 - 11:30 a.m.

**What New Dentists Want to Know**  
William Simon, DMD  
Course F120, Thursday, Feb. 23  
8:30 - 11:30 a.m.

**What New Dentists Want to Know About Leadership**  
William Simon, DMD  
Course F146, Thursday, Feb. 23  
1 - 4 p.m.

**I Am Ready to Start My Own Practice; Where Do I Begin?**  
Benjamin Stone and  
Ross Niekamp  
Course C141, Thursday, Feb. 23  
12:30 - 3:30 p.m.

**Building a Booming Business**  
Wayne Kerr, DDS  
Course F222, Friday, Feb. 24  
8:30 - 11:30 a.m.

**Preparing for Private Practice: Own Your Practice, Own Your Future**  
Peter Ackerman, CPA, CVA  
Course F200E, Friday, Feb. 24  
1 - 2 p.m.

**Practice Transitions That Work**  
Peter Ackerman, CPA, CVA  
Course F212, Friday, Feb. 24  
8 - 11 a.m.

**Caution & Control: Reducing Employment Liability**  
Carol McCutcheon, DDS;  
Linda Hay, JD; and  
Anne Oldenburg, JD  
Course C307, Saturday, Feb. 25  
8 - 11 a.m.

**The Strategic Leader: Nuts & Bolts of Managing Continuous Growth**  
Amy Morgan  
Course F341, Saturday, Feb. 25  
12:30 - 3:30 p.m.

sultants say to resist the temptation to treat the purchase as someone who buys a new home and puts their own stamp on it by redecorating or remodeling.

Mr. Ackerman advises no immediate change to the office's décor, staff, practice hours or office procedures. After about 12 to 18 months, as patients and staff become comfortable with the new practice owner, the dentist can start making changes, he said.

Wendy Pesavento, managing partner of consultancy firm CuttingEdge Practice, agreed with that advice.

"If it ain't broke, don't fix it until you know what's working," she said.

Likewise, Ms. Pesavento's business partner, Sharon Kantor Bogetz, said if the selling dentist doesn't transfer good will to the buyer or if staff is not motivated to support them it could disrupt a successful transition.

"Continually having the patients' best interest in mind will minimize any attrition in the practice," Ms. Kantor Bogetz said. Communication is also important, she said. Besides the normal announcements sent by email or regular mail, she said staff needs to be given specific verbal skills "to know the right words to use so patients will have confidence in the new buyer doctor and know it (service) will be as well as before if not better."

According to one dentist who made the transition recently, support of family and staff is key to starting off on a positive track.

Deval Shah, who was an associate for 10 years before taking over a solo practice in LaGrange Park in 2013, said her former employer was supportive of her move and worked with her so she could finish treatments she had started while also getting her practice up and running.

"I had six months where I was burning the candle from both ends working at my associateship office while working at my own office and getting things set," Dr. Shah explained. "It takes supportive staff and family to help get through that period. It is never an independent

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

endeavor, even in a solo practice."

Her enthusiasm of running her own practice soon changed from excitement to reality, she said.

"I expected to be working hard and being busy," Dr. Shah said. "But as a practice owner, there are a lot of different hats you will wear from one minute to the next. You have to be able to switch roles quickly, whatever the situation requires, especially in the early days as people are fitting into their roles."

For instance, Dr. Shah said at any given moment the owner must be a dentist clinician, a job they trained for, but also must be the marketing person, the

IT expert, the HR manager, mediator and even the trash collector picking up stray garbage off the floor.

"It can be an overwhelming few months as things fall into place, but knowing that going in is half the battle," she said.

As part of the transition she held an open house as a way to greet patients and let them say farewell to the outgoing dentist.

"The turnout was way beyond what I could have anticipated," she said. "I think it speaks to the relationships that people develop over time and how people who are a part of a 20-year-old practice become your friends."

Having gone through a transition, she said there are some tips she would give to others who follow her lead.

She said new owners should invest in the latest in technology, join a study club to expand their network and take time for continuing education.

And, maybe the most important tip is to have patience.

"Building relationships with your staff and patients takes time," Dr. Shah stressed. "Start with a vision, but give yourself and everyone else time to get there." ■

Mr. DeRosier is the CDS staff writer.

Photo: PeopleImages / iStockphoto.com

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Together we'll go far



# ADA House meets in Denver

## Approves three-year marketing effort to drive patients to members' chairs

Exterior shot of the big Blue Bear at the Colorado Convention Center. Copyright VISIT DENVER.

by Will Conkis

**M**ARKETING THE SERVICES OF AMERICAN DENTAL ASSOCIATION MEMBERS TO THE PUBLIC WAS A MAJOR TOPIC OF THE ANNUAL SESSION of the House of Delegates, held in Denver in October. To drive more patients into the chairs of members, the House approved a three-year marketing effort that will cost \$18.3 million.

*“The ultimate success is that ADA members report that they have welcomed more patients into their practices and they are busier.”*

After an eight-month research initiative, the Council on Communications sent a resolution to the House to establish the marketing effort. It passed with overwhelming support of the delegates. The proposal drew no negative comments during hearings by the Legislative, Health, and Governance Reference Committee, which recommended approval of the program. The ADA Board of Trustees also recommended the House approve the marketing plan and its budget.

The ADA market share dropping another percentage point in 2016, from 64 to 63 percent, may have smoothed the

path for approval of the program. It was noted in the House that the market share drop is likely the result of the continuing baby boomer effect, a large number of dentists reaching retirement age at the same time. Eight years ago the market share was 71 percent.

Additionally, during discussions in the House, it was pointed out that providing more services designed for new dentists can grow membership.

The marketing effort will cost \$6.3 million in 2017. That cost will be paid from the ADA reserve funds.

In 2018 and 2019, the cost will be \$6 million each year, according to the council's figures.

The costs for 2018 and 2019 will likely be covered by a \$60 per member special assessment per year.



Last year, the House referred a resolution supporting the marketing of the ADA member brand to the communications council.

According to the council, the marketing research says there is an opportunity to reach 40 million potential patients. The council pointed out that trend information shows dental visits have been on the decline.

“The Council supported the spirit of the (2015) resolution to encourage more people to see an ADA dentist, and wanted to have appropriate audience research in hand before recommending a program to make the most effective use of ADA resources. Audience research has been completed, and the council believes it is time to recommend a program to increase utilization of dental services, in essence to drive Americans to see their ADA dentist.

To identify the best opportunity to drive patients to ADA member chairs, the Division of Integrated Marketing and Communications and the Health Policy Institute entered into a comprehensive consumer research initiative with CSpace Health, a noted research company.

With this estimated budget and an opportunity of 40 million potential patients, ADA members will benefit if each gains only one new patient by supporting this initiative to get people with benefits and financial resources to visit an ADA dentist,” council stated in the resolution it sent to this year’s House.

The council is to report on the progress of the initiative to the House annually.

“The ultimate success is that ADA members report that they have welcomed more patients into their practices and they are busier,” the council stated in the resolution.

## ADA Marketing Campaign

<b>FIND-A-DENTIST</b> Replace ADA Find-a-dentist tool with new technology vendor to increase user friendliness and measurement. Includes integrating with state Find-a-Dentist tools.	(2017 only) <b>\$300,000</b>
<b>PAID SEARCH</b> This element will ensure that when our target consumers search for a dentist on Google and other search engines that the ADA Find-a-Dentist tool comes up first.	<b>\$2,500,000</b>
<b>NATIONAL DIGITAL ADVERTISING AND CONTENT MARKETING</b> Because these audiences are younger and more accustomed to sourcing information on digital devices, such as phones, tablets and computers, our media buy will be 100 percent digital. This national overlay also includes ad placements on Facebook in addition to websites and apps.	<b>\$2,950,000</b>
<b>STATE AND LOCAL SUPPORT</b> Matching funds to state and local societies who would like to amplify results in their respective areas. The ADA’s agency can conduct the media buying for societies that do not have that resource, which will also enable savings and a more efficient media buy.	<b>\$500,000</b>
<b>MEMBER RESOURCES</b> Tools for ADA members to use in marketing their practices and talking to their patients. These will include customizable digital and social assets, print materials and other resources specifically developed for member use.	<b>\$50,000</b>
<b>ANNUAL BUDGET</b>	(2017) <b>\$6,300,000</b> (2018) <b>\$6,000,000</b> (2019) <b>\$6,000,000</b>
<b>TOTAL BUDGET</b>	<b>\$18,300,000</b>



## House votes to fund Membership Program for Growth

The ADA House of Delegates, during its annual session, overwhelmingly supported a resolution adding \$250,000 to the 2017 budget to assist constituents and components for outreach to dental students and new dentists.

Following hearings of the House reference committee on membership regarding the resolution, it recommended delegates approve the funding despite the Board of Trustees recommendation that the funding be denied.

The committee heard extensive testimony at the hearing. The majority of the testimony supported the engagement program.

The committee, in its recommendation, pointed out it shared the Council on Membership's "concerns that an ADA program supporting member engagement at the national level is critical, especially with an audience of students, residents and new dentists" who must be engaged before they join a constituent or component.

"While the Membership Program for Growth was admirable in its ambition and scope, it proved difficult to demonstrate a link between dental societies that received a grant and increased recruitment or retention.

"At one time a fresh idea, the lack of metrics to demonstrate effectiveness led to the conclusion that MPG should not be funded.

It is of concern to the board that this proposal does not incorporate the lessons learned from MPG," the board stated in its recommendation to the House to reject the funding request.

## Ohio dentist chosen to be next ADA president-elect



Joseph Crowley

Joseph Crowley of Ohio became the 2016 American Dental Association president-elect after a second runoff vote Oct. 24 during the third session of the House of Delegates.

The other two candidates for the office were Terry Buckenheimer of Florida and Julian Hal Fair III of South Carolina. All served on the Board of Trustees.

The ADA does not release vote totals.

House Speaker Glen Hall called the runoff on Oct. 24, following a vote by paper ballot Oct. 23 after districts caucused. He said the runoff was necessary because the intention of one voter was not clear on a paper ballot, which was used because electronic balloting was not available. Paper ballots were used because the number of House sessions was reduced from four to three by the 2015 House, which required holding the elections after the district meetings.

The result of the first runoff led to Drs. Crowley and Buckenheimer facing off in a second runoff. Electronic balloting was used for the runoffs.

*Photo by EZ Event Photography, courtesy ADA News. © 2016 American Dental Association*

## House approves 2017 budget with dues increase

The 2016 House of Delegates concluded business approving a balanced 2017 budget and a dues increase of \$10. Annual dues increased from \$522 to \$532.

When the House began its session, the 2017 budget showed revenue totaling \$133.6 million, prior to the transfer of approximately \$7 million in insurance royalty income to the insurance royalty reserve. It is a longstanding mandate of the House that royalty income be moved into the special reserve account. With the insurance royalty income transfer, projected revenue for 2017 fell to \$126.6 million.

Before actions by the House, projected 2017 expenditures totaled \$126.9 million. When the House adjourned, its actions raised spending to \$127.3 million, which created a very temporary deficit of approximately \$700,000 that was wiped out by a revised budget forecasted for 2016.

An early financial projection anticipated 2016 ending with a budget deficit. However, the updated financial projection forecasted a budget surplus instead of a deficit.

"The ADA expects a 2016 operating surplus of \$1.7 million compared to the original budgeted deficit of \$1.2 million. . . . The 2016 budget anticipated an expense increase of 5.7 percent versus 2015 actual results, but expenses are now projected to grow at less than half of that rate. Expenses have not grown as fast as anticipated due to: lower than expected sales volumes, new initiatives not fully executed, and some items included in the budget as concepts that were never translated into concrete spending plans," a report to the House from the Board of Trustees stated.

Ronald Lemmo, ADA treasurer, pointed out in his report to the House that dues have not been raised since 2013. That fact coupled with the House mandate to place the insurance royalty income in reserves led the board to recommend the dues increase, according to Dr. Lemmo.

The increase allows ADA to operate with a surplus for a few years while it undertakes and completes a comprehensive study of the ADA business model and to develop proposals to assure long-term stability of the association, the treasurer stated.

No delegates spoke against the dues increase in the House or at the budget reference committee hearings. ■



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# Organize a charitable project for this season of giving

**L**EADING UP TO THIS HOLIDAY SEASON, MY MAILBOX WAS FILLED WITH CHARITABLE OPPORTUNITIES FOR MY FAMILY. Our local library forgave overdue fines in exchange for a donation of canned goods for the local food pantry. My dry cleaner collected winter coats for veterans in need. And my favorite salon was collecting personal care items for a battered women’s shelter.

The list grows daily, and I do my best to participate in as many projects as my budget allows. I’m not alone. The Giving Institute and Giving USA reported that 2015 was America’s most generous year ever, with a reported \$373.25 billion in charitable donations from individuals, foundations, bequests and corporations.

The lion’s share, of course, came from individuals: a whopping \$264 billion, which represented a 3 percent increase over 2014. Said Patrick Rooney, associate dean for Academic Affairs and Research at the Indiana University Lilly Family School of Philanthropy, in a prepared release, “Philanthropy is quite democratic and always has been – more people give than vote in the U.S. – and \$20, \$10 and \$1 gifts do make a cumulative difference.”

Local business owners – like a trusted dentist – are undoubtedly tapped to participate in innumerable charitable causes at this time of year. Consider saying yes, or organizing your own charitable project sometime in 2017. The benefits to

your business are myriad, and (beyond the warm fuzzy feeling in your chest) range from increased patient loyalty to strengthened professional relationships.

“Charity is good for business. The data shows us that time and time again,” said Ken Grunke, executive director of the West Suburban Chamber of Commerce and Industry. “When a business is connected to a charitable component people will come to you. And for a lot of businesses this is a different kind of customer; these are people who are into the cause you are supporting, not just your regular customer base. Linking up with a charitable partner shows that a business and its leaders care about the community, and that they are contributing in the best way they know how.”

Often, Mr. Grunke explained, these partnerships involve in-kind donations of skills and business expertise as part of a charitable board or advisory council, business coaching as a not-for-profit staff grows its organization, and volunteer manpower during special events.

If you decide instead that a charitable project is right for your practice, get staff involved. Ask the team to select a charity they’d like to support, and make sure everyone is prepared to talk about it with patients who ask. Set aside space for the items you’ll be collecting, and be prepared to report your successes back to your patients at the end of the project. Social media is a



great outlet for this good news.

Charitable projects are most popular at this time of year, but there is need year-round and a June effort is as appreciated as those that come in December. February is National Children's Dental Health Month, April is National Facial Protection Month and Oral Cancer Awareness Month, and October is National Dental Hygiene Month – all great times to see if a local charity needs your help. Collecting patients' donations of pennies on Mondays, nickels on Tuesdays, dimes on Wednesdays, and quarters on Thursdays could buy a lot of toothbrushes for a local shelter next fall.

Civic groups like Kiwanis and Rotary clubs are another great way to get started, and a staff member who participates in your community's chapter can be a rich resource. No matter how you contribute, joining forces with others in your community makes for a much larger return.

“Everyone knows the challenges that small business is facing; resources are scarce and quickly redirected back into the business,” Mr. Grunke said. “The question is to figure out how we can work together to make our community stronger, and the reality is that charitable work brings communities together. For the first time, there is a dialogue out there among for-profit businesses and not-for-profit businesses about how to create a healthy community, and that is so powerful.” ■

**Editor's note:** 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](mailto:joanna@tjbrown.com).

Photo: Steve Debenport / istockphoto.com



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## Are you a problem solver?

**D**ENTAL SCHOOL APPLICANTS ARE REQUIRED TO SUBMIT A PERSONAL STATEMENT WITH THEIR APPLICATIONS, I learned when I recently delivered a lecture at the National Leadership Conference of American Student Dental Association. One of the most frequent attributes that applicants use to describe themselves is “problem solver.” This term aptly describes what a dental professional must be on a daily basis, not only in making sure the practice runs smoothly but also in reducing risk of a claim or lawsuit.

In running a practice, the dental professional must be a problem solver in many arenas that range from dealing with a post-operative infection following a lower third molar extraction to handling employee matters such as a dispute between the dental hygienist and the front desk receptionist over scheduling patients.

So, are you a problem solver in your practice? Are you the type who jumps into a thorny issue or are you the type who transfers the problem to another person? For instance, rather than directly dealing with an unhappy employee, the dentist may turn such matters over to the office manager, which may only escalate the problem.

Moreover, do you exacerbate the problem by ignoring it? Think of the dentist who avoids calling a disgruntled patient rather than simply redoing the crown.

Problem solving requires having a plan to deal with difficult situations – whether they are the mundane aspects of running a practice or the more serious matters concerning complications from dental procedures.

Problem solving also requires leadership. Staffs look to dentists as those who demonstrate compassion but firmness when dealing with office politics.

Furthermore, strong problem-solving skills reduce the chances of litigation. The dentist who takes on a problem with a compassionate plan to address a patient’s concern over a disagreement with a fee may also head off a potential complaint to the dental board.

Additionally, the dentist who seeks a reasonable resolution to a staff member’s complaint about vacation time not only reduces the chance of the employee filing a claim, but also makes for a happier, more productive work environment.

Therefore, being a good dental professional requires more than just great manual dexterity or exceptional dental knowledge. It also requires problem-solving skills that diffuse problems in order to provide optimal patient care and to make a dental office run better. ■

**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](http://www.greenlawoffice.net).





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

For more information about the CDS Foundation, visit [www.cdsfound.org](http://www.cdsfound.org).

# Your generosity makes a difference to many

IT IS HARD FOR ME TO BELIEVE; I HAVE ALMOST COMPLETED THE FIRST YEAR OF MY TWO-YEAR TERM AS CHAIR OF THE CHICAGO DENTAL SOCIETY FOUNDATION.

I am proud to say that the CDS Foundation continues its role as both a provider of dental services to the underserved at our CDS Foundation Clinic in Wheaton, as well as a supporter of other clinics and CDS member dentists doing this same good work in their own communities. We are fortunate to have so many generous and kindhearted professionals volunteering their time, talent and treasure throughout the Chicago area and the world, for that matter.

In October, I had the privilege to see and hear Malala Yousafzai as she spoke to a sold-out crowd at the American Dental Association Annual Session in Denver. Her passionate words of dedication – to a cause that is considered so dangerous in her country that it almost cost her her life – were inspiring and pointed to the differences that all of us can make in our own communities.

Malala's efforts on behalf of education for girls throughout the world led her in 2014 to become the youngest person ever to receive the Nobel Peace Prize. While I am sure none of us expect to win the Nobel Peace Prize for our volunteer efforts, or that these efforts might cause us to lose our lives, we can all follow the example of Malala in approaching our volunteer activities. Dentists have proven to be some of the more proactive and generous professionals and our efforts make the difference in so many lives.

### A SUCCESSFUL WINE AND ROSES EVENT

I am happy to report that we had another excellent Wine and Roses Fundraiser in October. We were again fortunate to have a beautiful space donated for our event on the 19th floor of the building where CDS is headquartered. Brian Hamer, chief of staff for Cook County Board President Toni Preckwinkle, spoke to the gathering and gave very positive feedback about the work

Photo by Tricia Keening



Michelle Springer and Tina Smith-Arpino at the Wine and Roses fundraiser.

of the CDS Foundation, especially our clinic in Wheaton. Many items were donated for our raffle and silent auction from generous partners in the dental community. I would especially like to thank CDS Foundation Executive Director Kristen Weber and our event co-chairs Jim Frett and Dave Lang, as well as the CDS Foundation Events Committee for all its hard work in planning and conducting this important fundraiser. The committee members' efforts in combination with the support of all our attendees and donors are vital to the continued growth of the CDS Foundation. We hope to build on our success next year as well.

### OPPORTUNITIES FOR SUPPORT

I am excited to announce that giving to the CDS Foundation has just become much easier with two recent developments. First, when you pay your dues this year, you will notice a line item for a donation to the CDS Foundation right on the dues statement. Please consider donating to the CDS Foundation when you pay your dues. As always, contributions to the CDS Foundation are tax deductible to the extent of the law.

Second, the CDS recently revamped its website, as well as the portal to the CDS Foundation. This will make it easier to donate, as well as purchase tickets for foundation events. Please check the website at [www.cdsfound.org](http://www.cdsfound.org) and donate. ■





# access to care

A look at the challenges facing our profession

## CDS dentists show compassion for children displaced by Syrian war



by Joseph DeRosier

IT IS A TESTAMENT TO FLAVIA LAMBERGHINI'S REPUTATION AS A CARING AND GIVING PERSON that the mother of one of her patients thought of her when looking to help out a group of Syrian refugees.

The mother, a journalist for a Chicago television station, asked the Chicago pediatric dentist if she would be able to help out a group of Syrian child refugees who had recently arrived in Chicago. The refugees came to the United States only a few weeks before and needed medical care.

"I said, let's open our doors to them," Dr. Lamberghini said of her practice, Apple Dental Care, which serves Chicago's Logan Square and Bucktown neighborhoods.

So, Dr. Lamberghini and Noor Obaisi, an orthodontist of Syrian descent, organized a free clinic event on a Saturday morning in early October. CDS members Amy Martin, Wendy Yang and Brian Burseth also helped in providing dental care to 32 children between the ages of 2 and 16.

"Because of the war or for other reasons, many of these children had never been to a dentist," Dr. Lamberghini said.

The five dentists worked from 7:30 a.m. to 4:30 p.m. and did everything from filling cavities to extractions.

"Some of the children had abscesses so we had to do extractions," she said. Normally some of the more complex treatments are put off for another time, but, she

said, with five dentists working at the same time, the group was able to do many of the treatments on the same day.

Dr. Lamberghini said there was a language barrier because none of the children spoke English, but the Syrian Community Network, which is based in Chicago, provided translators.

“Every time we have an opportunity to raise awareness of dental health needs, we do it,” she said of her practice.

“This was one of the best days of my professional life, it was very rewarding,” said Dr. Lamberghini, who is also a clinical assistant professor in the Department of Pediatric Dentistry at the University of Illinois at Chicago College of Dentistry. “The people were so appreciative and gave us warm respect.”

Usually organizing an event on this scale would take more than a month, she said. But this effort came together quickly and “we were blessed with this opportunity.”

The Syrian families told the dentists



that they fled Syria, leaving with only the clothes they were wearing and what they could carry in their hands.

“It was a rush to survive,” Dr. Lamberghini said of the refugees’ experience.

“We came together for this,” she said of the volunteers. “No matter what reli-

gion or background, you have to come together to help these kids.” ■

Mr. DeRosier is the CDS staff writer.

Black and white photography by Jodi Swanson. Color photo by Apple Dental Care.

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# going local

News from the dental community



## CDS members give treats and hugs at annual Spooky Zoo Spectacular



Communications Committee members Rick Bona, Victoria Ursitti, Frank Orland and Ingrid Schroetter.

**A** SUNNY, WARM AUTUMN DAY BROUGHT OUT THE CHILDREN TO LINCOLN PARK ZOO Oct. 29 for the Spooky Zoo Spectacular event, which celebrated its 30th year. The Chicago Dental Society and Crest+ Oral-B had a booth near the corn maze with more than 5,000 toothbrushes and tubes of toothpaste to hand out to the children attending the event. Members from the CDS Communications Committee

and pre-dental students from Benedictine University in Lisle passed out the dental supplies to the thousands of children and families decked out in Halloween costumes. Spooky Zoo is an annual event known for giving children in Chicago a safe and fun place to trick-or-treat. CDS mascot, Hadley the Hound, was on hand to give out dental treats, hugs and high-fives to the children and to anyone young at heart.

### MOBILE DENTAL CLINIC VAN HONORS THE LATE MICHAEL SCHROEDER

NORTHWEST COMMUNITY HOSPITAL DEDICATED A new Mobile Dental Clinic van on Aug. 25. The van replaces one that was 13 years old.

The dedication took place at Northwest Community Hospital. A plaque inside the van was commemorated in honor of CDS member Michael Schroeder, who was very involved with the dental advisory committee until he died in May.

The Mobile Dental Clinic is open five days a week and serves the townships of Elk Grove, Palatine, Schaumburg and Wheeling. Patients have to apply at their township office to qualify for treatment. ■



Phil Fijal, Jim Frett, Renee Pappas and Mike Durbin at the Mobile Dental Clinic dedication ceremony.



# *Don't forget*



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

Visit [www.cdsfound.org](http://www.cdsfound.org) and make a donation by Dec. 31.

*There are other ways you can help*



CHICAGO DENTAL SOCIETY  
FOUNDATION



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

Or, help us out without having to think about it when you shop at [Amazon.com](https://www.amazon.com). Sign up to use [Amazon Smile](https://www.amazon.com) and select Chicago Dental Society Foundation. [Amazon.com](https://www.amazon.com) will donate 0.5% of the price of your eligible Amazon Smile purchases to the CDS Foundation when you shop at [smile.amazon.com](https://smile.amazon.com). Amazon Smile orders feature:

- Same prices and selection as [Amazon.com](https://www.amazon.com)
- No cost to you
- Use your current [Amazon.com](https://www.amazon.com) account OR create a free account
- Amazon Smile eligible purchases will be noted on the product detail page
- Amazon Smile purchases provide needed funds for CDS Foundation programs.

Help support the CDS Foundation by sharing the word about Amazon Smile with your friends and colleagues. For more information, visit [smile.amazon.com/about](https://smile.amazon.com/about).

# snap shots

Profiles of people in our profession



Pre-rehab photo by Eric Holubow

## Irene Renieris calls former firehouse her home

by Joseph DeRosier

IRENE RENIERIS AND HER FAMILY WERE LOOKING FOR A UNIQUE SPACE THAT THEY COULD CALL HOME. The general practice dentist and her husband, Eric Arvin, an interior designer, started searching for that special place they could call their own. They hit pay dirt a few years ago after a family member drove by an empty firehouse in the Lincoln Square neighborhood of Chicago and alerted Dr. Renieris and her family about its availability.

It turned out that the City of Chicago was starting to sell off former firehouses around the city, and such a structure was just the kind of situation the couple was looking for.

There were a number of old fire stations available in various neighborhoods, some in better shape and in better neighborhoods than others, Dr. Renieris said.

When she and her family found the two-story brick building with an arched

double door opening and a massive flagpole jutting out from the front, they knew that “this was the one in the area that made the most sense for our family,” she said. Not to mention, it was about a block walk to her dental office in neighboring Ravenswood.

“We entered the bidding process,” Dr. Renieris said, at the time not realizing all of the hoops they would have to jump through and all of the complications they would encounter to bring the

building up to code and make it the home they really wanted.

The firehouse was first built in the 1880s as a wooden frame structure. It was later destroyed – reportedly by a fire – but rebuilt using masonry in 1936. The rebuild was part of a series of federal Works Progress Administration construction projects involving public buildings. In all, 11 Chicago firehouses were built, all using the same basic blueprint.

The Chicago Fire Department decommissioned the building in 1972, after which it was used as the headquarters of the Northside Fire Prevention Bureau, according to a website that focuses on the history of Chicago firehouses.

The CTA’s Brown Line “L” tracks run along the rear of the building, close





Post-rehab photos by Tricia Koening

enough that two parking spaces are allowed for the structure under the tracks.

“We were very conscious of that (the tracks being so close) but being a solid brick building it’s not too bad,” she said of the noise. “We don’t mind it, especially since we have triple-pane windows.”

Dealing with a structure that was not made to be a residence has had its challenges, she admitted.

“As they say, rehabbing is more difficult than new construction, but rehabbing a firehouse. . . that is true even more so,” Dr. Renieris said.

The upstairs living quarters is where the home’s four bedrooms are located. The family wanted to keep the look of a firehouse to some extent, she said, so they didn’t change the layout of the kids’ rooms, including a bathroom that has two toilet stalls and two sinks.

What used to be the truck bay became the living room, which means it has a wide open feel to it.

“The kids (sons Apollo, 4, and Atlas, 2) can ride their tricycles (on the home’s

polished concrete floor) and we don’t care, she said. “Other kids come here and go home and ask their parents, ‘why can’t we have a cool house like that!’”

The couple did, however, close off the three openings where fire poles used to be located, leaving one available for

*“Other kids come here and go home and ask their parents, ‘why can’t we have a cool house like that!’”*

installation down the road. They also left the two-story space and all the hardware that was used to hang fire hoses to dry out after firefighters returned from a fire.

Construction also included an expansion that added a mudroom, which took even more of the lot’s footprint. The idea was to use it as a garage but the configuration did not work out.

In addition the couple took out part of the west brick wall and put in a 19-foot sliding glass door. With more than 4,300 square feet of living space, the home offers plenty of room to accommodate guests.

“It’s an amazing space for entertain-

ing,” she said. “I love hosting dinner parties and brunches. People know our home is where they can gather and catch up.”

To help in that endeavor, she uses what she calls her own “fire engine,” a large, red-colored Viking professional-style stove that is the focal point of the kitchen.

Although the rehab took longer than expected and there were some setbacks, the Detroit native who came to Chicago after graduating from the University of Indiana School of Dentistry, said the effort has “all been positive.”

“We love the hustle and bustle of the city,” said Dr. Renieris. “[Lincoln Square] is a great neighborhood.”

When asked if she thinks the novelty of living in a firehouse would ever wear off, Dr. Renieris replied, “I don’t think that would ever happen. This, is a forever home.” ■

Mr. DeRosier is the CDS staff writer.

View additional photos at [on.cds.org/firehouse](http://on.cds.org/firehouse).



# meeting place

Dental meetings and CE opportunities

## December

### 13: West Side Branch

Satish Alapati, DDS, PhD: Bioactive Root Canal Sealers – A Review. Barclay’s American Grille at the Carleton of Oak Park, 1120 Pleasant St., Oak Park. Cocktails: 6 p.m.; Dinner and Program: 7 p.m. Contact: George Barsa, 845.664.2256 or [confidentmiles3190@gmail.com](mailto:confidentmiles3190@gmail.com).

## January

### 10: Englewood Branch

Jill Andreae: The #2 Fear of Dentists: HIPAA – Is Your Staff Prepared if You Are Audited? Louie’s Chophouse, 4642 W. 103rd St., Oak Lawn. Cocktails: 6 p.m.; Dinner and Program: 7 p.m. Contact: Ammar Adam, 708.799.2550 or [ammar\\_adam@hotmail.com](mailto:ammar_adam@hotmail.com).

### 10: North Suburban Branch

Lori Goldstein, JD: Workplace Law with Teeth: 10 Essential Rules for Running Your Practice Lawfully. Exmoor Country Club, 700 Vine Ave., Highland Park. Cocktails: 6 p.m.; Dinner: 6:45 p.m.; Program: 7:45 p.m. Contact: Yendis Gibson, 847.971.8836 or [gibsonyl@sbcbglobal.net](mailto:gibsonyl@sbcbglobal.net).

### 10: Northwest Suburban Branch

New Dentist Night. John M. Green, DDS, JD: Dental/Legal Issues Involving Restorative Care, Implant Care and Dental Record Keeping. Meridian Banquets, 1701 Algonquin Rd., Rolling Meadows. Cocktails: 6 p.m.; Dinner: 7 p.m.; Program: 8 p.m. Contact: Joseph Baldassano, 847.359.6979 or [baldassano-endo@att.net](mailto:baldassano-endo@att.net).

### 10: South Suburban Branch

Clark Stanford, DDS: Evolution of Dental Implant Therapy in Complex Patient Care Planning. Olympia Fields Country Club, 2800 Country Club Dr., Olympia Fields. Cocktails: 6 p.m.; Dinner: 7 p.m.; Program: 8 p.m. Contact: William Earley, 708.301.2220 or [wtearley@att.net](mailto:wtearley@att.net).

## Study clubs

### Central Lake County Dental Study Club

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

### Chicago Aesthetic Masters, a Hornbrook Group Study Club

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

### Chicago Dental Study Club

Information: [www.chicagodontalstudyclub.com](http://www.chicagodontalstudyclub.com) or call Forrest Tower at 708.423.0610. Newcomers are free. Please RSVP.

### Greater Evanston Dentists Association

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

### Hellenic American Dental Society

The Hellenic American Dental Society (HADS) holds several dinner CE seminars throughout the year. Visit [www.hads.com](http://www.hads.com) for more info.

### Uptown Dental Forum

Meets every Friday, 12:30–2 p.m., Whistlers Restaurant, 3420 W. Devon Ave., Lincolnwood. Academy of General Dentistry sponsorship-approved. For information, contact Steven Pearl, 773.262.4544.

### Waukegan Dental Study Group

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

**STUDY CLUBS AND NON-PROFITS:** Submit your meeting information online at [on.cds.org/MyEvent](http://on.cds.org/MyEvent)

### 10: West Side Branch

Mohammed Qaisi, DMD, MD: Jaw in a Day: The State of the Art in Maxillofacial Reconstruction. Barclay’s American Grille at the Carleton of Oak Park, 1120 Pleasant St., Oak Park. Cocktails: 6 p.m.; Dinner and Program: 7 p.m. Contact: George Barsa, 845.664.2256 or [confidentmiles3190@gmail.com](mailto:confidentmiles3190@gmail.com).

### 10: West Suburban Branch

Marmar Modarressi, DDS, MS: Making Your Patients Smile from the Foundation Up. Maggiano’s Little Italy, 1847 Freedom Dr., Naperville. Cocktails: 6 p.m.; Dinner: 7 p.m.; Program: 7:30 p.m. Contact: Alex Figueroa, 847.922.7239 or [alexfigueroadmd@gmail.com](mailto:alexfigueroadmd@gmail.com).

### 24: North Side Branch

Hussein Ads, DDS: Slide It Forward: Indications and Treatment Planning for Orthognathic Surgery. Erie Cafe, 536 W. Erie St., Chicago. Cocktails: 6 p.m.; Dinner: 7 p.m.; Program: 8 p.m. Contact: Joshua Ries, 773.244.1933 or [joshua.ries@gmail.com](mailto:joshua.ries@gmail.com).



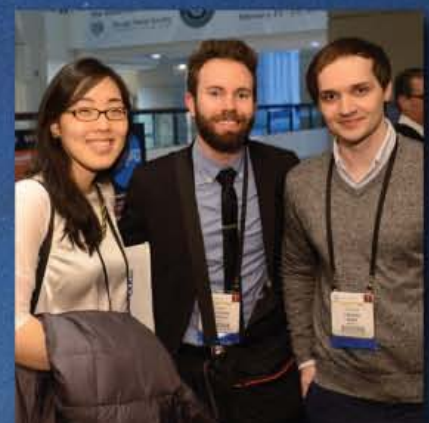
# NEW DENTIST RECEPTION MEET GREET & EAT

New dentists (those who have been a dentist for 10 years or less) are invited to enjoy cocktails and conversation with your contemporaries during the Midwinter Meeting at the annual New Dentist Reception. Food will also be served.

**FRIDAY, FEB. 24**

- 5 – 6:30 p.m.
- Level 2, 270 Restaurant, McCormick Place West
- \$15 per ticket on line prior to February, \$25 online in February or on site in the General Registration area
- Tickets required for entry
- Event number: SE5

Purchase tickets online at [www.cds.org](http://www.cds.org) until Feb. 17. Tickets may also be available Thursday morning at McCormick Place at the Special Events ticket counter in the General Registration Area, Level 3, Concourse, subject to availability.





# branch news

Reports from our nine branches

## Englewood Branch

by Denise Hale, DDS

First off, it's my pleasure to welcome **Karen Kowalski**, a new member who attended our Nov. 8 branch meeting. Karen is a recent graduate of the Midwestern University College of Dental Medicine – Illinois. She worked for Kathy Bielik as an assistant during her high school and college years. Karen is splitting her time between the offices of **Don Provenzale Jr.** and **Richard Marshall**. We hope to see a lot more of Karen at the branch meetings!

Several retirees attended our meeting as well. **Jim McCormick** is on his way to Costa Rica for a two-week vacation followed by a winter spent in Hawaii. To quote Jim, "life is good!"

**Bernie Muzynski** is spending his time teaching at Midwestern University.

**Dennis Nowak** returned recently from two weeks in Italy followed by a 3,000-mile road trip upstate to New York, Pennsylvania, West Virginia, Kentucky and Ohio. Sounds like a presidential campaign trail!

**Don Doyle** has a seventh grandchild, Audrey Grace Ricks. I'll assume he will be babysitting into his golden years.

Congratulations to new branch director **Peggy Richardson**. We know she'll keep us well informed on CDS activities.

**Pete Toussaint** has a new grandson, John Peter Jr.

**John Kozal** bought **John Fredricksen's** office in Oak Lawn. Running two offices



ENGLEWOOD:  
(Top) Dennis Nowak, Bernard Muzynski, Warren Fatland, Carl Laudando and Jim McCormick.

(Far left) Branch director Peggy Richardson.

(Left) Karen Kowalski and Kathy Bielik.

should keep John busy and out of trouble!

**Mike Sheehan** informed me that the plantation shutters my husband, Rob Sorpassa, installed are "beautiful and work perfectly." Glad to please a fellow Englewoodarian!

**Andy Moormann** passed his Commercial FAA drone license. I thought I saw something hovering outside my window!

I hope everyone enjoys the beautiful autumn weather and the fast approaching holidays. My best to all!

CDS Online Voice
THIS IS YOUR SPACE
A NEW FORUM FOR MEMBERS

Start a conversation today! [cdsonlinevoice.com](http://cdsonlinevoice.com)



## Kenwood/Hyde Park Branch

by Sherece Thompson, DDS

In October, **Yetta McCullom** and her family hosted a meet-and-greet event for University of Illinois at Chicago College of Dentistry students and local dentists.

**Melvin Dillard** and **Jazmine Dillard** welcomed the birth of their son July 15.



The Southern Illinois University School of Dental Medicine inducted **Darryl Pendleton** (center) into its Alumni Hall of Fame. He is pictured with dean of the dental school, **Bruce Rotter**, and **Keith Dickey**, director for Continuing Education Services and Alumni Services.

## President Profile

**Ammar Adam, DMD** • ENGLEWOOD BRANCH

**Education:** Ammar Adam earned his dental degree in 2000 from the Case Western School of Dental Medicine. He completed his general practice residency at the University of Illinois at Chicago College of Dentistry in 2001 and continued on to earn his periodontal certificate in 2004.

**Family and Practice:** Dr. Adam is married to Juany Rios-Adam. Their family includes two sons, Kian and Zayd, and daughter, Amina. He practices dentistry at Endodontic and Periodontic Associates, Ltd. in Homewood.

**Outside of dentistry, my interests include:** Spending as much time with the family as possible, working out, walking on my treadmill while watching Netflix and daydreaming about retirement.

**When I proudly talk about our branch with new members, I tell them:** how important it is to be involved with organized dentistry to help keep our profession strong and thriving. I remind members about the great speakers we have at our meetings and the wealth of knowledge, as well as CE, that they can attain by being an active member. Finally, I like to tell them about the social aspect of being a member and how great the camaraderie is with all the social events we have including staff/vendor night, Christmas brunch and golf outing at the end of the year.



The Adam family: Zayd, Ammar, Juany and Amina. Not pictured: Kian.

**North Side Branch**  
by Ashley Kauffman, DDS

**Jason Jamali** is the proud father of a brand new baby girl. In addition to being a busy dad, he has also joined as an attending dentist at Advocate Illinois Masonic Medical Center.

Congratulations to **Mariah Boyd (Zach)**! She was married in April in Atlantic Beach, NC, and honeymooned in Hawaii.

This year's ADA Annual Session featured our own **Elliot Abt** presenting the lecture *Identifying Truth vs. Fiction: What is the Strongest Evidence We Have in Clinical Practice and How Do You Apply It?* He also spoke at the Evidence-based Dentistry Champions conference, presenting the lecture *Why bother with EBD?*

**Harvey Jay Mahler** visited Glacier National Park with his wife, Jude, this summer and hiked trails, overlooks and waterfalls. They also went to Whitefish, MT and Watertown Lakes, Canada. Spectacular scenery! Pictured is the Lake McDonald Montana sunrise and Hidden Lake Overlook at Glacier National Park.

**Jordan Ledger** opened Chicago Oral Surgery & Implant Center in the West Loop this October. The practice, which has on-site parking for patients and accepts most major insurance plans, will provide the full scope of oral and maxillofacial surgery to patients.

Jordan completed his undergraduate and dental education at the University of Iowa. He subsequently completed his post-graduate residency training in oral and maxillofacial surgery at Loyola University Medical Center and the Hines Veterans Administration Hospital.

Jordan practices full scope oral and maxillofacial surgery with primary interests in dental implant surgery, bone grafting, and corrective jaw surgery (orthognathic surgery). He also holds staff appointments at several area hospitals, including Loyola University Medical Center, where he is a clinical assistant professor of surgery.



Photo: EZ Event Photography, courtesy ADA News. © 2016 American Dental Association.



**NORTH SIDE:**  
(Top) Elliot Abt presented lectures at the ADA Annual Session in Denver.  
(Left) Jordan Ledger opened a practice in Chicago's West Loop.  
(Right) Harvey Jay Mahler visited Glacier National Park and sent back scenic snap shots.

Arlene and **Dan Uditsky** celebrated their 50th wedding anniversary in August. Their oldest granddaughter, Isabel Nakisher, started her freshman year at the University of Michigan.

Armitage Oral Surgery is happy to officially announce that **Emily Smythe** has joined the practice with **Firas Katabi**. Emily lives in Lincoln Park and is happy

to be back in the city. She loves living in the city with her husband, two young boys and dog. Now she is now excited to work in the city too!

On Nov. 6, our very own **Terri Tiersky** was installed as CDS vice president for the 2017 calendar year.

**Chuck Shulruff** and his wife, Audrey,





**North Suburban Branch**  
by Karen Kasinski, DDS

Congratulations to **Ryan Skale**, who has earned diplomate status becoming board-certified by the American Board of Craniofacial Dental Sleep Medicine. Ryan has completed 200 hours of continuing education specific to sleep medicine – treating adult patients with oral appliance therapy for obstructive sleep apnea and helping identify high risk sleep disordered breathing in pediatric patients. To celebrate, he and his wife Laura traveled to Peru and hiked the Inca Trail to Machu Picchu (pictured above).

North Suburban Branch Director-elect **David Lewis** was inducted as a Fellow of the American College of Dentists Oct. 20 at its convocation in Denver. Dave attended with his wife, **Christine Culp**.

To honor Veterans Day, the Great Lakes Color Guard, was invited to perform at our Nov. 1 branch meeting. **Yendis Gibson**, our branch president, works at Great Lakes Naval Base.



are proud to announce the high school graduation of their daughter Lily. Lily will be attending esthetician school. Also, their daughter Molly is now attending Eastern Illinois University in Charleston.

We congratulate our very own **Alice Boghosian**, who was installed as the Illinois State Dental Society secretary.

**Leonard Klayman** is happy to announce that he has sold his private practice to **Steven Kacel** and he is now working out of his Northbrook office.

**Susan Mayer** (NUDS '84) is serving as the 2016 president of the Illinois Academy of General Dentistry.

**Northwest Side Branch**  
by Paul DiFranco, DDS, MS

We've had a great start to the year of branch meetings with excellent lectures from **John Sisto** (Oct. 4) and **Larry Williams** (Nov. 1).

Our branch was well represented at the ADA Annual Meeting in Denver. **Chuck DiFranco Sr.** and **John Sisto** were inducted into the American College of Dentists at the meeting. **Sal Storniolo** and **Cissy Furusho** sponsored both of them. Chuck also represented the branch on the New Dentist Committee.

**Mary Starsiak** served in the House of Delegates with fellow branch members **Sal Storniolo**, **Tom Schneider**, **Lou Imburgia**, **Barb Mousel** and **Dave Kumamoto**. Thank you to all of our branch leaders.

Our members also had some great experiences traveling. Our branch president **Gordon Ziols** and his three sons enjoyed a fishing trip in Venice, LA. They caught many redfish and were able to enjoy the wonderful food that New Orleans has to offer.

**George Frayn** and his wife Colleen enjoyed the beautiful scenery while backpacking in the Sierra Nevada high



country in the fall.

**John Kaminski** spent time abroad with former branch member Pete Happers in a non-dental setting on a different continent. They enjoyed some good French wine in Paris this past spring.

Jani and **Michael Connolly** celebrated his 60th birthday by sailing around the British Virgin Islands with Capt. Dan and Sharon Connolly. The weather was perfect and it was an experience they will never forget.

A few proud fathers wanted to mention

some great achievements and experiences of their children. **Rick Stiles's** boys Evan (5) and Kendall (3) passed their tae kwon do tests to each earn yellow belts and are enjoying the responsibilities and privileges thereto appertaining.

**Russell Cecala** wants to recognize his son Dante for an outstanding four years of high school football at Prospect High School. Dante played free safety, running back and returned kickoffs and punts for the Knights. He started all four years and played both offense and

defense on the varsity team. His leadership and dedication to his team was recognized by his teammates and coaches and he was chosen to be captain of the team in his senior year. Dante is also an academic all-star. He has been an honors student since freshman year and continues to maintain a high GPA even with his busy athletic schedule. He is in the process of applying to college at this time and intends on majoring in business. Some day he would like to open his own Italian restaurant. On Oct. 28, this year, Dante played in his final high



NORTHWEST SIDE (clockwise): George Frayn and his wife, Colleen, backpacked the Sierra Nevadas. Spencer Bloom and his wife, Kimbra, volunteered at the annual Dental Access Days in Evanston. Rick Stiles's sons Kendall (left) and Evan (right) Stiles earned yellow belts in tae kwon do. Mike Connolly sailed around the British Virgin Islands. John Kaminski met up with former member Pete Happers in Paris.

school football game. Dante was nothing less than spectacular on the football field all four years. His family and friends enjoyed the many incredible kick returns, pass interceptions and touchdowns. They are very proud of Dante as an athlete, student and a kind and caring brother and son!

**Larry Kolar's** children, Steffi and Brad, were excited to meet Paul Hewitt in his office. Professor Hewitt is considered the premier educator and author in physics education, both at the high school and college levels. His textbook, *Conceptual Physics*, has been used since the early 1970s and is used in roughly 70 percent of U.S. high schools (and some colleges). Professor Hewitt wanted to speak to Larry's kids when he found out that Steffi just finished her high school course that used his textbook, and that she would be taking advanced physics this year. Both kids received a lot of advice about school and life in general from their new friend!

As dentists and lifelong learners, we can all aspire to have the same thirst for knowledge that our most experienced member has. **Sam Cascio**, 92, attended a presentation on regenerative medicine given by Mayo Clinic with his friend, Char. The very next day, he attended a symposium on oral cancer and smoking given by DuPage County Health Department. One of the speakers was **Mark Lingen**, who is the son of a fellow past president of the Illinois State Dental Society, **George Lingen**.

Our members also continue to give back to their communities. Kimbra and **Spencer Bloom** volunteered in September at the annual two-day Dental Access Days at the Evanston Levy Senior Center. We thank them for donating their time to help those in need.

**Ray Sanai**, a board-certified periodontist in Gurnee has joined the University of Illinois at Chicago College of Dentistry to teach part-time in the department of periodontics. We thank Ray for helping to shape the future doctors coming out of UIC.

## Northwest Suburban Branch by Sylvia Deek, DDS

Congratulations to **Dave Schumer's** son, **Stefan Schumer** (pictured right), who graduated from Midwestern University College of Dental Medicine – Illinois in the spring and then joined his father's practice in Elk Grove Village. Stefan is the third generation Schumer in the practice that was started in 1959. Dave was very proud to be able to hood his son at the graduation ceremony.



**James Frett**, his wife, and two sons enjoyed a visit to Germany earlier this year. They visited the Frett farm, brewery and house that his relatives had sold back in 1841 before coming to the United States. Closer to home, James helped organize the 175th Frett family reunion that took place this summer in McHenry. A newspaper article was published regarding the reunion as well as a letter from Nicholas Frett, which was written Aug. 30, 1841 by James's great-great-great-grandfather upon settling in Johnsburg in upstate McHenry County.

## President Profile

**Joseph Baldassano, DDS, MSD • NORTHWEST SUBURBAN BRANCH**



The Baldassanos: Ariana, Lea, Joe and George.

**Education:** Joseph Baldassano earned his dental degree in 1988 from the Loyola University School of Dentistry. He continued on to the Indiana University School of Dentistry, where he earned his master's degree and endodontics certificate in 1992.

**Family and Practice:** Dr. Baldassano is married to his wife, Lea. They have two children, Ariana and George. He currently practices in Inverness.

**Outside of dentistry, my interests include:** traveling and snow skiing with my family. I am also an avid fan of the Blackhawks and Cubs.

**When I proudly talk about our branch with new members, I tell them:** how great it is to

be part of such a well-organized and dedicated branch. I stress the importance that each of us has by participating in organized dentistry. I truly believe that every member matters and has so much to offer. The camaraderie of my colleagues has created life-long friendships maintained my interest and fostered my involvement within organized dentistry.



**South Suburban Branch**

by W. Brent Stanford, DDS

**Anil Agarwal** tells me that he has been practicing transcendental meditation for years, which was made famous by The Beatles. They were trained in Rishikesh, India. The Beatles stayed in a small cave (really a hut), where they wrote 40 of their songs. Recently, Anil had the chance to visit Cave #9, also know as Beatles Cave. There, he practiced meditation at the exact spot where George Harrison and John Lennon stayed and practiced. Anil says it was an amazing and very peaceful experience.

In September, Anil attended a cere-

mony to honor Gerald Ziebert, the chair of the prosthodontics department at the Marquette University School of Dentistry. Dr. Ziebert was honored for his 46 years in teaching. Anil says it was an humble experience to witness a life of a true professional.

**Rick Bona** is proud of his daughter Anna, who graduated from the University of Miami, Miller School of Medicine in May. She is now in Brooklyn doing a three-year residency in emergency medicine; she is also engaged to U.S. Army Capt. David Banas, who is stationed at Fort Bragg in North Carolina. Rick lectured on denture repairs for the New

Orleans Dental Conference in April.

**Rich Mantoan** and his wife Karen are grandparents. Their first grandchild, a baby boy named Thomas Richard LaMear, arrived in March of this year!

**Michael Mintz** was installed as president of the Illinois Association of Endodontists at its annual meeting on Nov. 3. Congratulations, Mike. Thanks for supporting organized dentistry.

Brianna Exorphe, daughter of **Natacha Herard-Exorphe**, graduated from Marian Catholic High School in May and is attending the University of Illinois.



SOUTH SUBURBAN (clockwise): Anil Agarwal at the famous Beatles Cave in India. David Banas and Anna Bona. Gary Jagmin and his wife Maureen are first-time grandparents. Macy Lyne Jagmin was born to Zec and Kelli Jagmin on Sept. 27. She weighed 7 pounds, 5 ounces and measured 20.5 inches. Brianna Exorphe with her twin brothers Sidney and Quency.



### West Side Branch

by Richard Kohn, DDS, and Michael Santucci, DDS

**Kamal Vibhakar** tells us that his daughter Bindi started a one-year fellowship in pediatric dentistry in NY in July. He thanks all our branch members for the support they gave to Bindi when she was a member of West Side Branch.

Kamal has also stayed busy golfing buddies at Arrowhead Country Club in Wheaton.

**Gary Alder** went to California to learn John Chao's Pinhole Surgical Technique for tissue regeneration and recession.

**Michelle Jennings** and **Richard Kohn** visited Michelle's son, Mike, in Minneapolis over Labor Day. They shopped at The Mall of America, took in a White Sox/Twins baseball game and participated in a 10-km run. That's a lot to do over a three-day weekend.

**Ashok Kothari** is proud to announce that his daughter, Anuja, earned her master's degree and certificate in orthodontics and dentofacial orthopedics in 2015 from Nova Southeastern University (Fort Lauderdale, FL). Anuja served as the chief resident at NSU. She is a proud 2013 graduate of the University of Illinois at Chicago College of Dentistry. Ashok and Anuja practice together in their new Naperville office!



WEST SIDE:  
(Top) Kamal Vibhakar (pictured in green) has been staying busy golfing with his friends at Arrowhead Country Club in Wheaton. (Left) Gary Alder practices John Chao's Pinhole Surgical Technique using a pig jaw. Cadavers were used the next day.

### West Suburban Branch

by Matt Drescher, DDS

**Laurence Golden** has been teaching orthodontic residents at UIC since 2005. He and UIC orthodontic resident, Rory Chong, recently placed third in the 2016 Invisalign Gallery University Challenge. This treatment was showcased at the Invisalign Ortho Summit in November, and later published.

Laurence was presented with an honorary plaque and a monetary award of \$1,000 in recognition of his achievement.



WEST SUBURBAN:  
Laurence Golden and Rory Chong.

## President Profile

### Alyssa Brown, DDS • WEST SUBURBAN BRANCH

**Education:** Alyssa Brown earned her dental degree in 2007 from the University of Illinois at Chicago College of Dentistry.

**Family and Practice:** Dr. Brown is married to John O’Toole. They have three children, Jack, Madeline and Teddy. She practices dentistry at Hinsdale Dental in Hinsdale.

**Outside of dentistry, my interests include:** spending time with my kids, traveling (with my husband, without the kids), reading, jogging and renovating our house.

**When I proudly talk about our branch with new members, I tell them:**

we are continually the largest CDS branch, with an average of 160 season ticketholders and 130 dentists at each meeting. Our large group size allows us to draw some very interesting speakers and sponsors. The demographics of our members is also very diverse, with many new dentists joining our branch every year, as well as the many more experienced dentists who have been branch members for years.



Clockwise: John O’Toole, Alyssa Brown and children Teddy, Madeline and Jack



Acting as Odontographic Society program chair, **Marmar Modarressi** invited **Clark Stanford**, dean of the University of Illinois at Chicago College of Dentistry (UIC) to present a program on the complex challenge of oral health management of patients presenting with various forms of craniofacial anomalies.

Twice a year, **Bob Pick** and his dental team take a very important two-day retreat away from the office. It is appropriately called a *PBR!* – for the Pick Business Retreat!

They take this time to review their systems, goals, patient experience, specialist communication and teamwork with their referring teams. Each retreat has its own theme. Each department creates a presentation, and various assignments are given from reading motivational articles to scientific research.

Bob says it is a great team-building event and everyone comes away highly motivated. Plus, the patients and referring teams are the benefactors!

Finally, **Dean Nicholas** was elected as 2017 CDS treasurer. He has been involved in all aspects of organized dentistry since graduating from Loyola University Dental School in 1986.

Dean has worked with the ADA, ISDS, CDS, WSDS, Independent Dental Organization and Hellenic Dental Societies. He also teaches as an adjunct instructor at Midwestern University College of Dental Medicine – Illinois and has recently served as a liaison to the dental students at both UIC and Midwestern. With the help of Celeste, his wife and office manager, he is looking forward to serving CDS over the next five years. ■

# new members

CDS welcomes you

**Ahmed, Sadia**

University at Buffalo, 2015  
2000 W. Warren Blvd., Chicago  
West Side Branch

**Batsaikhan, Tsermaa**

University of California – Los Angeles, 2016  
2537 W. North Ave., Melrose Park  
West Side Branch

**Blair, Susan**

University of Oklahoma, 2011  
80 W. Hillcrest Ave., Schaumburg  
Northwest Suburban Branch

**Brady, Patrick**

University of Iowa, 2016  
585 Lincoln Ave., Winnetka  
North Suburban Branch

**Choi, Hoyoung**

Case Western University, 2011  
501 W. Golf Rd., Schaumburg  
Northwest Suburban Branch

**Corden, Alayna**

Tufts University, 2014  
15300 West Ave., Orland Park  
South Suburban Branch

**Crutcher, Vladik**

Tufts University, 2016  
1457 N. Halsted St., Chicago  
Northwest Side Branch

**Erickson, Molly**

Arizona School of Dentistry and Oral Health, 2014  
1350 E. Chicago St., Elgin  
Northwest Suburban Branch

**Gorski, Christopher**

Marquette University, 2015  
9601 W. 165th St., Orland Park  
South Suburban Branch

**Harvey, Alan**

University of Connecticut, 2005  
2500 Ridge Ave., Evanston  
North Side Branch

**McCormick, Michael**

University of Iowa, 2016  
101 S. Garfield St., Hinsdale  
West Suburban Branch

**Najafi-Abbrandabadi, Siamak**

Shaid Beheshti University, 2009  
501 W. Golf Rd., Schaumburg  
Northwest Suburban Branch

**Nimsuwan, Alissara**

Tufts University, 2016  
3057 W. Cermak Rd., Chicago  
West Side Branch

**Sadove, Julia**

Indiana University, 2014  
2930 N. Sheridan Rd., Chicago  
North Side Branch

**Wahi, Richa**

Boston University, 2016  
6560 W. Fullerton Ave., Chicago  
West Side Branch

**Deceased members**

**Margolis, Fred**

The Ohio State University, 1973  
365 Moraine Rd., Highland Park  
North Side Branch  
Died Oct. 26.

**Okamoto, Tadashi**

Northwestern University, 1958  
1603 E. Avon Ct., Arlington Heights  
South Suburban  
Died November 2016.

**Walzak, Walter**

Loyola University, 1959  
23 N. Ashland Ave., Sturgeon, WI  
West Suburban Branch  
Died April 4.



## Tell us your story

*Do you have an unusual hobby or avocation?  
Do you enjoy a creative outlet away from dentistry?  
Do you have an interesting tale to share?*

## WE WANT TO HEAR FROM CDS MEMBERS

who are actors and artists, daredevils and speed demons, songwriters and storytellers, ANYONE WITH AN INTERESTING TALE TO TELL.

The CDS Review is looking for members to feature in our SNAP SHOTS section.  
Contact Joseph DeRosier at [jderosier@cds.org](mailto:jderosier@cds.org) or call 312.836.7324.



# classifieds

Place your ad online at [CDS.org](http://CDS.org)

## DEADLINES

January/February .....	December 14, 2016
March/April .....	February 15, 2017
May/June .....	April 11, 2017
July/August .....	June 13, 2017
September/October .....	August 10, 2017
November .....	September 21, 2017
December .....	November 9, 2017

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.

### EQUIPPED DENTAL OFFICE FOR RENT

Equipped Chicago dental office for rent (space share or complete rental). Two chairs with delivery and one for consults. Digital ready (Sensor and Pan/Ceph). \$2,000 a month for space share; \$3,400 a month for complete rental utilities included. Email [danwebdds@gmail.com](mailto:danwebdds@gmail.com).

## For Rent

FOR LEASE, CHICAGO: 2,200 square feet of space in a corner building in Ravenswood area. Two fully equipped operatories. Three more rooms can be fitted for treatment. Good transportation. Low rent. Email [tmjlam1@gmail.com](mailto:tmjlam1@gmail.com).

DENTAL OFFICE FOR RENT – CHICAGO: 55th and Narragansett. Three ops, sterilization area, business office, reception, small lab, two additional rooms. 1,150 square feet. Shared parking lot. \$2,300 per month that includes all utilities except telephone and cable. Can be viewed now, but occupancy in October. Email Jim at [swi6508@aatt.net](mailto:swi6508@aatt.net) with your name, phone number and convenient call time.

ARLINGTON HEIGHTS FOR RENT: Free-standing professional building on a main avenue opposite year-round swimming pools and school. Walking distance to the post office, library, racetrack, courthouse, and Metra to Chicago with on and off-street parking. Equipment available. Contact: [ahpodiatrycenter@comcast.net](mailto:ahpodiatrycenter@comcast.net) or 847.392.1213.

MOVE-IN READY DENTAL SPACE in Naperville for lease. Move-in ready dental suite with four treatment chairs, lab, office and reception/waiting area. Great demographics at south Naperville location. Please email [ajohnson@hiffman.com](mailto:ajohnson@hiffman.com) for more details.

## Space Sharing

SPACE SHARING OPPORTUNITY: Two operatories available for rent two to three days per week at intersection at Wabash and Washington. Office is very clean and modern, and has views of Millennium Park. Great opportunity for start-up or satellite practice. Please text 312.505.2918 for information.

SPACE SHARING: Operatories available for rent in John Hancock with beautiful views of downtown, and our Park Ridge office located right off the highway. Any days/times considered. Please call 847.220.3034.

SPACE SHARING/SATELLITE OFFICE: Beautiful downtown GP office with ideal location, five state-of-the-art operatories, 2,000+ square feet. Perfect opportunity for suburban practice needing downtown presence, downtown practice wanting to decrease overhead, or specialist/GP starting their own practice. Inquiries [drbahu@drbahu.com](mailto:drbahu@drbahu.com) or 312.848.7770.

GENERAL DENTIST/SPECIALIST: Our nine operatory, multi-specialty and general dental group practice, located in downtown Chicago's Loop, is seeking a general dentist/specialist to join and merge their practice with our group or stay independent and space share within our office. Retirees outside their covenant not to compete boundary are welcome as well. Cross referrals within our practice are available and standard. One of our senior dentists has retired and we now have chair-time and space to accommodate another dentist. Our practice was initially started in 1911 and is well-established. State-of-the-art equipment. Computers and monitors throughout the office. Please call our office manager, Shanta, at 312.922.9595.

# NPT NATIONAL PRACTICE TRANSITIONS<sup>SM</sup>



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**SPACE SHARING - SCHAUMBURG:** Beautifully renovated and fully equipped group practice. Three ops available to share. Convenient access and parking. Perfect for part-time practice with low overhead. Email [schaumburghdds2016@gmail.com](mailto:schaumburghdds2016@gmail.com).

## Miscellaneous

**ORDER SCHOOL EXCUSAL FORMS** for your student-age patients. CDS sells packages of 250 blue forms at a cost of \$15.95 per package (includes shipping). Order online with American Express, Mastercard or Visa at [www.cds.org](http://www.cds.org).

## Looking to Purchase

**DENTAL OFFICE:** Looking to purchase dental office preferably with real estate from owner. If you need to sell email [hermannndental@gmail.com](mailto:hermannndental@gmail.com).

**GENERAL DENTIST INTERESTED IN PRACTICE purchase:** Open to all suburbs (except South) 20+ miles outside Chicago. Five+ ops (four ops if expandable). Real estate preferred, not required. Contact [dds44759@gmail.com](mailto:dds44759@gmail.com).

**NORTH SHORE WANTED:** Seeking to purchase a healthy fee-for-service or mixed fee-for-service/PPO general dental practice on the North Shore that has focus on crown and bridge dentistry. Ready to purchase now. Open to different transition options. If interested, please email to [artofhappysmile@gmail.com](mailto:artofhappysmile@gmail.com).

## For Sale by Owner

**DOWNTOWN CHICAGO, SOUTH LOOP:** Great opportunity. Mature 100 percent fee-for-service GP practice with three ops on busy street. Tremendous location in vibrant South Loop. Loyal patient base. Grossing \$400,000 on three day work week. Low overhead, high net. Doctor retiring or will help with transition as needed. Growth potential to \$750,000 for doctor expanding to four or five days a week. Fully staffed. Seller owns building. Email [southloop987@gmail.com](mailto:southloop987@gmail.com).

**ESTABLISHED, NEAR SOUTH SUBURB practice for sale:** Five ops fully digital, Schick 33, Pan. Remodeled and new equipment in 2012. 2015 collection \$660,000 on three days per week. Asking price \$470,000. Must sell- dentist relocating. [practiceforsaleillinois@gmail.com](mailto:practiceforsaleillinois@gmail.com).

**SELLING ROUND LAKE OFFICE:** Selling Round Lake office because dentist cannot split his time. Email serious offers to [drkorovilas@gmail.com](mailto:drkorovilas@gmail.com).

**DENTAL OFFICE FOR SALE:** Dental office in Lake in the Hills for sale. PPO, fee-for-service with three chairs, all digital and Dentrix software. Last year's collections \$630,000. Please contact [dentalhealth@yahoo.com](mailto:dentalhealth@yahoo.com).

**WEST SUBURBAN PRACTICE:** Practice and four operatory office condominium for sale. \$675,000.00 collection, 100% fee-for-service, superb, modern build-out located on major street with high visibility. Contact: [kkc1653@comcast.net](mailto:kkc1653@comcast.net).

**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](mailto:dentalreddy@gmail.com).

OFFICE FOR SALE – WAUKEGAN: Two ops and third plumbed. Computerized. Digital Pano/Ceph. Two days per week office. Great opportunity for a new graduate or second office. Email [jooplant@gmail.com](mailto:jooplant@gmail.com).

PRACTICE FOR SALE: Near the intersection of I-90/94 in Chicago North. A well-maintained beautiful office with heavy traffic and high street visibility right on Lawrence Avenue. All digital office with panoramic and X-ray sensors, 1,400 square feet, four equipped operatories, and low overhead. Lease is transferable and rent is only \$975/month. With or without patients' records. Please email serious inquiries to [janeta@att.net](mailto:janeta@att.net).

DENTAL OFFICE FOR SALE IN ELGIN: General well established (20 years+) private dental practice for sale in Elgin. Four operatories plus plumbed doctor's office. Annual collections \$ 570,000 on two days per week. Fee-for-service and PPOs only. Step right into existing, loyal, great patient base. Enormous potential for growth if expended to five days a week. The owner is relocating out of state. Please contact us at [smilesbythemile77@gmail.com](mailto:smilesbythemile77@gmail.com).

### For Sale by Broker

HENRY SCHEIN PROFESSIONAL PRACTICE Transitions: Contact Al Brown, 630.781.2176, [al.brown@henryschein.com](mailto:al.brown@henryschein.com).

NORTH SUBURB – CHICAGO: Practice with building for sale on major street in highly sought after suburb. Good upside potential for this \$416,000 four-op practice. #IL112

ESTABLISHED TWO-OP PRACTICE on high-traffic major street. Excellent starter or second office with good net income. #IL113

NORTHWEST SUBURB: Established five-op practice and consistent \$900,000+ net revenues with newer equipment and technology. Condo also for sale with excellent visibility on high-traffic four lane street. #IL115

SOUTH SUBURB OF CHICAGO: Doctor retiring from established three- to five-op \$450,000 practice with stand-alone building on corner lot. Rent from three tenants would pay for mortgage. Doctor taking off 90 working days a year, no evenings. #IL116

CHICAGO (BEVERLY): Doctor retiring from established four-op practice on very busy Western Avenue with building in desired Beverly neighborhood. Doctor producing \$560,000+ annually on 30 hours in typical week. #117.

**BELMONT/LARAMIE IN CHICAGO:** Fully equipped dental office with three ops at street level in busy, visible location. Move-in ready. Currently rented for \$3,400 and second floor unit for \$1,500. Email [beatakapelski@yahoo.com](mailto:beatakapelski@yahoo.com).

JOLIET PRACTICE FOR SALE: Well-established dental practice for sale. Four ops in a strip mall. \$478,000 average collections. PPO/fee-for-service. Contact: Jim Plescia, [jplescia@e-ppc.com](mailto:jplescia@e-ppc.com), 630.890.6074. [www.e-ppc.com](http://www.e-ppc.com).

ADS MIDWEST – Endorsed by Illinois and Missouri State Dental Societies. Stop by and see us at Midwinter Booth #2605 or one of several Midwinter CE programs. Contact Peter J. Ackerman, CPA, CVA, at 312.240.9595, [peter@adsmidwest.com](mailto:peter@adsmidwest.com) or [adsmidwest.com](http://adsmidwest.com).

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

ENDO: Desirable western suburb, \$1.3 million, five ops room to grow. Priced to sell.

ORTHO: Western suburbs, \$600,000, two locations. CHICAGO LOOP: \$1.2 million, four ops with room. Seller would stay.

OAK LAWN: Six-op, FFS, condo. Sold!

ORLAND PARK: Two ops with room to expand, \$335,000. Building available.

FAR SOUTHWEST SUBURB: \$1 million. Sold!

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

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

WESTERN SUBURB: \$2 million collections, \$1 million net, FFS. Six ops, paperless, cone beam.

WESTERN SUBURB: Pending!

NORTHWESTERN SUBURB: \$1.6 million+, FFS; \$800,000+ net. Beautiful condo for sale.

NORTHWESTERN SUBURB: \$400,000+ FFS, beautiful office. Free standing building for sale with practice.

BUFFALO GROVE: Sold!

PROSPECT HEIGHTS: \$250,000, four ops, 2,000 square feet in a busy strip center. Must sell now!

CHICAGO DENTAL BROKER: Call now for details. Many new and also private sales. Dr. Rob Uhland 847.814.4149. The only dental brokerage locally owned and operated by a dentist and CDS member. [www.chicagodentalbroker.net](http://www.chicagodentalbroker.net).

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

NORTHWEST SUBURBAN PRACTICES:

- Three-op powerhouse doing \$625,000! Transition available.
- New five-op practice, \$20,000 on 3.5 days/week. Huge upside.
- Two-op starter. Low overhead. Grossing \$250,000. Make an offer!

• Beautiful three-op, all-FFS practice in wealthy area. High-end cosmetics and C&B here! Also selling magnificent office. This is a must-see!

ORTHO PRACTICE: Call me!

ROCKFORD JEWEL: Grossing nearly \$3 million. One-of-a-kind. Call for more amazing details!

SOUTHWEST SUBURBAN PRACTICE: Three-op money maker! New! Overhead only 50 percent.

Hygiene produces over 40 percent of revenues. Grossing \$550,000. Do the math and call now!

WEST SUBURBAN PRACTICES:

- Beautiful three-op starter with real estate. Great price!
- NEW four-op beauty! Truly one of a kind! More than half of revenues come from hygiene. Overhead is around 50 percent. Make \$\$ and take it easy!

COMING SOON: South suburb, western suburb, downtown, private sales and more! Call now for details.

CHICAGO BELMONT/LARAMIE: Fully equipped dental office with three ops at street level in busy, visible location. Move-in ready. Currently rented for \$3,400 and second floor unit for \$1,500. Email [beatakapelski@yahoo.com](mailto:beatakapelski@yahoo.com).

FIVE-STORY BUILDING, SOUTHPORT/DIVERSEY: Ideal for live-in dentist. Office/duplex and penthouse, with two decks. Panoramic skyline view. 1412 W. Diversey. Newer building- 6,000 square feet. Easy parking, no meters. Like having your own parking lot. Your patient can have their teeth cleaned in the office while having their car washed at Tuffy. LP High School District. Neighbors need a dentist. Call/text seller/broker 773.441.3057 with your email for pictures.



CHICAGO PRACTICE SALES: 773.502.6000 or [www.chicagopracticesale.com](http://www.chicagopracticesale.com). Found a practice to buy through a broker or for sale by owner? Need help evaluating the opportunity? Learn more at [www.dentalduediligence.com](http://www.dentalduediligence.com). Visit us at the Mid-winter Dental Meeting in Booths 1714 and 1715!

NEW: Chicago Midway, Naperville build-out, Naperville practice, Westmont.

COMING: Deerfield, Chicago

ILLINOIS PRACTICES FOR SALE:

CHICAGO – NORWOOD PARK AREA: Under contract! Three complete ops, expandable to six. Collections: \$500,000.

CHICAGO: Five ops fully equipped with high-end A-dec equipment in a beautiful newer build. FFS and PPO. Collections: \$1.3 million.

CHICAGO – BRIGHTON PARK: Under contract! Five ops. Gross sales: \$950,000.

CHICAGO – MIDWAY: New! Four ops at street level. Stand-alone building available for purchase. 100% FFS! Collections: \$230,000.

CHICAGO: New! Seven ops fully equipped with high-end A-dec equipment. Stylish décor. FFS and PPO. Collections: \$1.65 million.

CHICAGO: Sold!

CHICAGO: New! Five-op build-out. Beautiful and modern. No patients.

ELMWOOD PARK: Three ops on a busy street. Stylish, updated build with windows in the ops. Rear parking lot and street parking. Collections: \$220,000. 100% FFS. Low overhead!

FAR NORTHWEST SUBURB: Newly renovated stand-alone dental building for sale. Great price. Move-in ready!

MOUNT PROSPECT: Sold!

NAPERVILLE: New! Four ops, great location, 100% FFS. Collections: \$400,000.

NAPERVILLE: Sold!

NAPERVILLE: New! Two ops, expandable to four. Strip center location on a busy street. All equipment included with a Pan/Ceph. No patients.

SOUTH ELGIN: New! Four ops fully equipped with A-dec and two more plumbed. Strip center location with windows in two ops. Panorex and digital X-rays. Collections: \$600,000.

WESTMONT: Two ops in a strip center, near shopping. Digital. Ample close parking. Collections: \$450,000.

WHEELING: Four ops in a beautiful, new stand-alone building, expandable. Collections: \$1 million. Newer build-out and equipment. Building available for purchase.



## OUR PRACTICE IS LOOKING TO GROW!

**LOOKING TO RETIRE OR SELL?**

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


**NOT READY TO RETIRE OR SELL?**


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

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

[manusdental.com](http://manusdental.com)

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





Contact us at [careers2@manushealth.com](mailto:careers2@manushealth.com) or call Skip Heizer at 847.283.8700 ext 200

### Positions Wanted

**PRACTICE MANAGER AND ORTHODONTICS**  
teacher: Orthodontist with 23 years' experience looking for position with a dentist as practice manager/can also teach your dental office orthodontics and all aligner treatments. Due to wrist injury, unable to do precision treatment. Contact me at 412.913.3553 or on LinkedIn under Robert Kreashko.

### ORAL SURGERY DENTIST

Experienced GP available to remove impacted wisdom teeth, surgical exposure and bonding of impacted canines with IV sedation at your office on an as-needed basis. Residency-based training and private practice experience in above services for past six years in own private practice.

Inquire at [wizziesnsedation@gmail.com](mailto:wizziesnsedation@gmail.com).

### Opportunities

**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](mailto:toothgroup@comcast.net).

**PART-TIME OR FULL-TIME DENTISTS NEEDED** for a Chicago dental office. Convenient location in the city. Base salary or percentage of productivity. Please email résumé to [aqel4@amsn.com](mailto:aqel4@amsn.com).

**ASSOCIATE POSITION:** Full-/part-time endodontist needed for a busy Bucktown endodontics practice. Located near I-90/94 (Armitage exit). We are currently open six days a week. Please submit résumé to [office@bucktownendo.com](mailto:office@bucktownendo.com).

**GENERAL DENTIST NEEDED:** Dentist needed for part-time position, near Midway airport, fee-for-service, PPO, Medicaid. Great commission plus bonus. Fax resume to 773.284.4057.

## GENERAL DENTIST NORTHWEST SUBURBS

Our multi-specialty, quality-driven practice in the northwest suburbs is in need of an enthusiastic, dedicated general dentist, with the ability to deliver the following: a high level of patient satisfaction, consultations and treatment plans that are comprehensive and motivating, and a consistent positive attitude to patients and team. The dentist we are looking for will actively listen and respond to patients and their needs, present a professional, exemplary image and appearance, conduct work daily in a professional manner and maintain a high level of quality dental care. **If you are ready to be a part of an amazing team, please email your resume and CV to [careers.dental@gmail.com](mailto:careers.dental@gmail.com).**

## JOLIET AREA GENERAL DENTIST

Full-time/part-time in Joliet. Our office is well-equipped with experienced support staff. This position offers excellent compensation with a guaranteed minimum. Must be willing to see PPO/Medicaid/fee-for-service patients and kids, a great work-life balance and unlimited opportunity for professional development. **Please submit your CV to [hiredds2410@gmail.com](mailto:hiredds2410@gmail.com).**

ENDODONTIST – CHICAGO: Family Dental Care, [www.familydentalcare.com](http://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](mailto:personnel@familydentalcare.com).

GENERAL DENTIST FULL-/PART-TIME: With great compensation and sign-on bonus. General dentist needed for a modern, busy and growing practice located in Franklin Park (by O'Hare) 26-40 minutes depending on traffic from downtown Chicago. Excellent support staff, amazing environment and great compensation which includes sign-on bonus. Email [efficient.dentist@gmail.com](mailto:efficient.dentist@gmail.com).

## GENERAL DENTIST NEEDED IN WAUKEGAN

Busy, friendly dental office with seven operatories and great staff. Seeking committed and experienced dentists to join our team. Candidates should be comfortable treating adults and kids and doing all phases of general dentistry. Candidates should also be motivated, able to work with a team and provide good patient care. Should have DEA number and active dental Illinois licenses. **Send email to [familydentalcarekaren@gmail.com](mailto:familydentalcarekaren@gmail.com).**

## PEDIATRIC DENTIST NEEDED

Excellent opportunity for pediatric dental associate leading into partnership. Private practice in western suburbs of Chicago is looking for pediatric dentist to work two Saturdays a month with a future growth of more days. We are looking for a compassionate team member. **Please email your resume to [s4ldental@gmail.com](mailto:s4ldental@gmail.com).**

## SEEKING PERSONABLE AND FRIENDLY ORAL SURGEON

Busy general dental practice near the Gurnee looking for an oral and maxillo-facial surgery. Position starting at two times per month. Implant, IV sedation, and third molar experience a must. **Email resume to [providerresumes46@gmail.com](mailto:providerresumes46@gmail.com).**

PART-TIME DENTIST IN SOUTHWEST CHICAGO: Friendly office is seeking GP dentist for three to four days per week plus occasional Saturdays. We accept PPO, fee-for-service and Medicaid (kids only). For more details about us, visit [www.forever-dental.com](http://www.forever-dental.com). Email resume to [rdhake@forever-dental.com](mailto:rdhake@forever-dental.com).

LOOKING FOR ASSOCIATE PEDIATRIC DENTIST: Great opportunity for an energetic, kind and self-motivated pediatric dentist in the Arlington Heights area. An extremely rare and highly compensated opportunity for the right associate to work in a very busy and growing practice. Cover letters and resume can be sent to [dmeltz@aol.com](mailto:dmeltz@aol.com).

## GENERAL DENTIST

in Villa Park-Oak Brook area. State-of-the-art office seeking a GP dentist for Mondays, Thursdays and every other Saturday. We accept PPO, fee-for-service, and Medicaid (kids only). Latest technology, well-trained staff. Minimum two years of experience required. **Please email CV to [ddsdenal1@gmail.com](mailto:ddsdenal1@gmail.com).**

## ASSOCIATE DENTIST WANTED

Currently have one full-time and one part-time doctor. Expanding office. Very good new patient flow. Busy office, three hygienists. Quality dentistry. Full-time associate, possibly leading to partnership. Good pay with bonuses. Kirkland, IL. **Send email to [bjrunne@gmail.com](mailto:bjrunne@gmail.com).**

## CARING AND PROFESSIONAL GP:

is needed starting January 2017, on a part-time basis (Tuesdays and Thursdays), for an Adult Specialty Restorative Practice located on the south side of Chicago. Possibility of adding few more days in new future is extremely high. It is a mix of fee-for-service and PPO practice. We pay based on production and not on collection. **Send your resume to [swdentaljob52@gmail.com](mailto:swdentaljob52@gmail.com) or you can fax it to 708.590.0743.**

PEDIATRIC AND ORAL SURGERY specialist opportunity: We are a large, highly respected office in the southwest suburbs looking to add a part-time pediatric and oral surgery specialist to our family. We will give you the option to form a partnership if that is something you desire. Email [doctorsws@gmail.com](mailto:doctorsws@gmail.com).

PEDIATRIC DENTIST, PART-TIME: Pediatric dentist needed for near northwest suburb of Chicago Tuesdays, Thursdays and every other Sat. 100 percent fee-for-service practice, compensation based on production with daily guarantee. Established busy recall system and excellent support staff. Please send resume to [chicagapedo@gmail.com](mailto:chicagapedo@gmail.com).

### IMMEDIATE OPENING FOR GENERAL DENTISTS

Multiple locations in north suburbs, state of the art PPO and fee-for-service offices with great staff and excellent compensation. Experienced dentists or new graduates welcome to apply for this full-time/part-time opportunity. Visa and Greencard sponsorships also available. **Please email resumes to [dentrix90@gmail.com](mailto:dentrix90@gmail.com).**

### MOTIVATED ASSOCIATE GENERAL DENTIST WANTED

Mondays, Tuesdays, Thursdays and Saturdays available at a newer and busy north suburban office. Our full-time associates earn over \$200,000 annually. Office is fully digital with efficient, well-trained staff. Compensation based on production with a guaranteed minimum. Some private practice experience preferred. **Please email resume or CV to [midwestfamilydental@yahoo.com](mailto:midwestfamilydental@yahoo.com).**

### GENERAL DENTIST

General dentist position for busy far western suburban practice, (Yorkville). Easy drive form the Fox Valley area. **Please send your CV for consideration to [dahygdds@gmail.com](mailto:dahygdds@gmail.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](mailto:cruffedt@midwest-dental.com).

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

### FULL-TIME GENERAL DENTIST NEEDED

for well-established practice in Oswego, IL. We offer a competitive compensation package that includes a six-figure guarantee, incentive bonuses, medical insurance, life insurance and long-term disability coverage, 401(k) plan and paid continuing education credits. **Please email your resume to [dental129@gmail.com](mailto:dental129@gmail.com).**

### GENERAL DENTIST, PLAINFIELD

Great opportunity to work in the state-of-the-art practice. Latest technology and professional staff support. Tuesdays, Thursdays, Saturdays with growth in the near future. **Email [ptdentaljob@yahoo.com](mailto:ptdentaljob@yahoo.com).**

### PART-TIME ASSOCIATE

Berwyn family practice with an amazing team and loyal patient base is looking for an attentive associate with a stellar chair side manner. **Contact us at [drlares@berwyndentalconnection.com](mailto:drlares@berwyndentalconnection.com).**

**GENERAL DENTIST NEEDED** for digital, state-of-the-art office within a 30-40 minute commute of Chicago's west suburbs. Recent graduates welcome. Excellent compensation and friendly staff, including a daily guaranty, sign-on bonus, CE and health insurance allowance and paid malpractice insurance. Email [dmdds007@gmail.com](mailto:dmdds007@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](mailto:nlong@midwest-dental.com).

**ASSOCIATE DENTIST:** Far west suburbs, St. Charles. Established office looking for full-time associate. We have great patients, experienced staff, technology, modern office. We are looking for someone who is willing to work hard and become a part of the community. Future ownership opportunity. Contact [openwydr@earthlink.net](mailto:openwydr@earthlink.net).

### GENERAL AND PEDIATRIC DENTISTS

Dentists needed for modern, multi-specialty, general practices, with multiple locations to choose from. Part-time and full-time positions available. Great income potential and daily minimum guarantees. New graduates welcome. **Submit your CV to [aniafamilydental@yahoo.com](mailto:aniafamilydental@yahoo.com).**

### GENERAL DENTIST WANTED

General dentist wanted at fast-paced PPO/fee-for-service modern dental office in Wicker Park. Office is digital/paperless. Compensation based on production. **Email CV/resume to [sdiroff@modernentalchicago.com](mailto:sdiroff@modernentalchicago.com).**

**PART-TIME PERIODONTIST NEEDED:** Periodontist needed one day a month at busy, state-of-the-art Glenview practice. Must have at least two years of experience. Please send resume to [smile@smiletodaydental.com](mailto:smile@smiletodaydental.com).

**DENTAL DREAMS** is actively seeking motivated, quality-oriented associate dentists for our offices in Chicago, IL 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](mailto:recruiting@dentaldreams.com). Website: [www.dentaldreams.com](http://www.dentaldreams.com).

**FULL-TIME GENERAL DENTIST WANTED:** South Chicago suburb. Nice, progressive family practice. Great base at \$150,000 plus percentage and profit sharing. Email [fdentm@gmail.com](mailto:fdentm@gmail.com).



PRECISION DENTAL CARE seeks a motivated and independent general dentist. Some private practice experience preferred. Our full-time established associates earn over \$200,000 annually. Compensation based on production with guaranteed minimum. Office is located in Chicago and is busy, fully digital and paperless with well-trained and efficient staff. Please email resume or CV to [pd4614@yahoo.com](mailto:pd4614@yahoo.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](mailto:pam@lifetransitions.com).

ASSOCIATE DENTIST – BARRINGTON: Private practice seeking motivated individual to join our team. CEREC office. Great opportunity with partnership potential for a growth oriented dentist. Please email resume to [info@southbarringtondental.com](mailto:info@southbarringtondental.com).

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](mailto:manager@allstardentalclinic.com).

SEEKING A MOTIVATED AND independent dentist: Associate general dentist wanted for four days per week at a busy north suburban practice. Some private practice experience preferred. Office is newer, established, fully digital and paperless with a well-trained and efficient staff. We do not accept HMO. Compensation based on production with a guaranteed minimum. Our established Associates earn over \$200,000 annually. We offer comprehensive treatment including endodontics, orthodontics and implants - all treatment provided by general dentists. Please email CV or resume to [midwestfamilydental@yahoo.com](mailto:midwestfamilydental@yahoo.com).

ORTHODONTIC ASSISTANT NEEDED to expand services. Start small, but can grow. Please send résumé to [chicagodentalbroker@gmail.com](mailto:chicagodentalbroker@gmail.com).

ASSOCIATE OPPORTUNITY: Outstanding partnership opportunity for a talented, caring, energetic, detail-oriented dentist with excellent verbal and interpersonal skills. Must excel with adhesive dentistry procedures (direct and indirect procedures). Beautiful office with exceptional staff and laboratory support. Fee-for-service practice with emphasis in fixed prosthodontics, implants and restorative dentistry. Send CV to [oralrehab1@gmail.com](mailto:oralrehab1@gmail.com).

ORAL SURGEON WANTED- FULL TIME: Seeking a full-time oral surgeon to join our multi-specialty dental group in Chicagoland. You will be the second full-time surgeon to join our team. Earn a percentage of collections with a \$400,000 per year guarantee. Benefits include health insurance, 401(k) match, malpractice insurance and more. Please email résumé to [chicagoomfs@gmail.com](mailto:chicagoomfs@gmail.com).

GENERAL DENTIST/PROSTHODONTIST: Part-time, Monday/Wednesday position available in the north-west suburbs of Chicago. Experience is a plus. Please email us at [dentalpracticeds1@gmail.com](mailto:dentalpracticeds1@gmail.com).

EXCELLENT OPPORTUNITY in western suburbs for GP or pediatric dentist. Newer state-of-the-art office catering to children with great support. Must have right personality and proficiency to provide quality care to children of all ages. PPO/fee-for-service. Email [opdentaljob@yahoo.com](mailto:opdentaljob@yahoo.com).

GENERAL DENTIST NEEDED: Wonderful clinic in Wheeling looking for a compassionate dentist for a part-time (Friday, Saturday) 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 or credentialed with PPO and Medicaid dental plans. Comfortable seeing patients of all ages including kids and seniors. Excellent chairside manner and be willing to focus on patient education. Pay on per diem and CE annual allowance. Email resume to [onedentalcareer@yahoo.com](mailto:onedentalcareer@yahoo.com).

ASSOCIATE DENTIST: General practice in Andersonville, Chicago, is in need of part-time general dentist. Flexible days available. High-income potential. Fully computerized, PPO office. New graduates welcome. Please contact Mr. Alexan at 312.671.3375. Email your résumé to [youbertalexan@att.net](mailto:youbertalexan@att.net).

GENERAL DENTIST NEEDED: Established and growing practices in South Plainfield and Naperville in need for an associate. Fun loving team. All new equipment. Please email resume to [raunakp1@yahoo.com](mailto:raunakp1@yahoo.com).

ASSOCIATE DENTIST POSITION AVAILABLE: Plainfield: Needed Mondays and Wednesdays. PPO/fee-for-service. Must be proficient in molar endodontics and extractions. Contact: Jim Plescia, 630.890.6074, [jplescia@e-ppc.com](mailto:jplescia@e-ppc.com). Professional Practice Transitions - [www.e-ppc.com](http://www.e-ppc.com).

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](mailto:neil.armitage@dentalclinicofmarshfield.com).

FULL-TIME/PART-TIME ASSOCIATE DENTIST: Full-time/part-time associate position available for growing practice group in Springfield. Great opportunity with partnership potential for a growth oriented dentist. If interested, send CV to [alicia@practicewater.com](mailto:alicia@practicewater.com).

PART-TIME ASSOCIATE: Our busy family practice located in northwest suburban location needs a part-time general dentist, with the possibility of becoming full-time in the near future. Excellent working environment, digital X-rays, trained staff. We pay higher on percentage of production than industry standard or a guaranteed minimum salary whichever is higher. If you are a producer then this is the place for you to be in. Our doctors on average make \$800 to \$1,500 per day. Accepting most insurances, no HMOs. Signing bonus, paid malpractice with full-time position. Retention bonus with the completion of each year anniversary. Fax 224.655.7457. Email [northwestdentalpc@gmail.com](mailto:northwestdentalpc@gmail.com).

GENERAL DENTIST: General dentist needed for busy North Michigan Avenue practice. Please submit your CV/resume for consideration. Experience desired. Email [dahygdts@gmail.com](mailto:dahygdts@gmail.com).

GENERAL DENTIST WANTED: Seeking associate dentist for growing north suburban practice. PPO/fee-for-service/Medicaid practice for all ages. Must be motivated. Must be comfortable with children. Spanish is a plus. Excellent income/growth potential. Email [nerita777@yahoo.com](mailto:nerita777@yahoo.com).

ASSOCIATE DENTIST IN GLEN ELLYN: Part-time associate dentist needed in private general dental practice in downtown Glen Ellyn. Growing and busy family-based practice. Fee-for-service and PPOs accepted. Wednesdays, Fridays and one Saturday per month. Please apply with resume to [dentalge@comcast.net](mailto:dentalge@comcast.net).

ORAL MAXILLOFACIAL SURGEON needed part-time, one or two days per week. Rockford Dental Care, PC. is looking for an oral maxillofacial surgeon to join our established group practice in northern Illinois. We currently have six general dentists and four specialists. We are a privately owned group practice with one location. This is an excellent opportunity to join a continually growing practice with an established patient base. Compensation is negotiable. Email [admin@rockforddental.net](mailto:admin@rockforddental.net).

FULL-TIME GENERAL DENTIST NEEDED for well-established PPO practice in Bourbonnais. We offer a competitive compensation package that includes a six-figure guarantee, incentive bonuses, medical insurance, life insurance and long-term disability coverage, 401(k) plan and paid continuing education credits. We will also be offering a \$5,000 signing bonus and a \$5,000 bonus after one year. Please email your resume to [dental129@gmail.com](mailto:dental129@gmail.com).

ASSOCIATE GENERAL DENTIST: Busy two-location Chicago practice looking for a motivated associate to work independently in both locations. Full-time position. Must be able to work Saturdays. Email CV to [clarkdentalcare@gmail.com](mailto:clarkdentalcare@gmail.com).

FULL-TIME ASSOCIATE DENTIST: Full-time associate position available for coming startup practice in growing Austin Hill Country (Leander, TX). Great opportunity with partnership potential for a growth oriented dentist. If interested, send CV to [alicia@practicewater.com](mailto:alicia@practicewater.com).

HOSPITAL-BASED DENTAL GROUP seeks pediatric dentist and/or experienced general dentist with GPR. Sponsorship may be available for the right candidate. Please send your CV to [dentalclinic2009@hotmail.com](mailto:dentalclinic2009@hotmail.com).

ASSOCIATE DENTAL POSITION AVAILABLE: Very successful high-quality multi-specialty dental office looking to expand and add a general dentist to the practice. This is a part-time position with the potential for additional days in the future. Candidate must be a contracted provider for PPO and All Kids insurance plans (already in network preferred). Please email your resume to [dental979@gmail.com](mailto:dental979@gmail.com).

GP PROFICIENT IN MOLAR ENDODONTICS in Schaumburg. Group practice seeking GP associate to perform molar endodontics. Must be proficient and have at least five years of clinical experience. Email [schaumburgdds2016@gmail.com](mailto:schaumburgdds2016@gmail.com).

JOLIET AREA GENERAL DENTIST: Full-time/part-time in Joliet. Our office is well-equipped with experienced support staff. New graduates welcome. Established patient base of fee-for-service, PPO and Public Aid. This position offers excellent compensation and benefits, a great work-life balance and unlimited opportunity for professional development. Please submit your CV to [hireds2410@gmail.com](mailto:hireds2410@gmail.com).

DENTOLOGIE LOOKING FOR PERIODONTIST/ORAL surgeon: Part-time, general dentist. Dentologie is looking for a periodontist or oral surgeon with warm chair side demeanor and easy to work with. Potential to build surgical practice around you for the future. IV sedation certification a must. Hundreds of NP's a month. Limitless potential. Also looking for warm, productive general dentist. Three+ years experience. Contact Dr. K at [hany.kurdi@gmail.com](mailto:hany.kurdi@gmail.com).

GENERAL DENTIST: Our nine operatory, multi-specialty and general dental group practice, located in downtown Chicago's Loop, is seeking a general dentist to associate with our practice. The days needed are Friday and Saturday. Please call our office manager, Shanta at 312.922.9595.

GENERAL DENTIST FOR SOUTHWEST SUBURBS: Great opportunity for enthusiastic and dedicated individual with the ability to deliver quality comprehensive operative dentistry in Ottawa, IL. Excellent compensation package. Two days per week to start. Please email resume or CV to [cmesmile50@gmail.com](mailto:cmesmile50@gmail.com).

DENTIST FOR OUR STATE-OF-THE-ART dental office located in Chicago suburbs. We are looking for a full-/part-time dentist. Great income potential with a very friendly staff. Please email resume to [applycare@gmail.com](mailto:applycare@gmail.com).

LAKE GENEVA, WI FULL-TIME DENTIST NEEDED: Partners in Care, LLC is seeking a full-time general dentist to work at our Lake Geneva, Wisconsin office. 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 for over 30 years. Fabulous, desirable, active lifestyle choice in resort like setting seconds away from the lake in the heart of downtown. Please take a moment to visit our website at [www.lakegenevadental.com](http://www.lakegenevadental.com) where you can view our office. \$5,000 signing bonus. Please email CV to [hr@elmhurstdental.com](mailto:hr@elmhurstdental.com).

GENERAL DENTIST: State-of-the-art, multi-specialty group practice has an immediate full-time associate position available at our Palos Heights location. Please send resume to [drsharma@atooth.com](mailto:drsharma@atooth.com).

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GENERAL DENTIST: Multi-specialty north side modern practice looking for part-time motivated general dentist with one year experience. Please email resume to [jsmile2018@gmail.com](mailto:jsmile2018@gmail.com).

FULL-TIME/PART-TIME GENERAL dentist opportunity: Do you want to join a large family practice in the southwest suburbs that sees only PPO and fee-for-service patients? Do you like the idea of collaborating with other dentists in our group? Do you like spending time getting to know your patients and building long-term relationships? Do you have a minimum of three years experience? Look no further. Send your resume to [doctorsws@gmail.com](mailto:doctorsws@gmail.com).

GENERAL DENTIST ASSOCIATE NEEDED: Family owned dental office on the north side of Chicago (near Lincolnwood) seeking an associate. Flexible hours great compensation. Potential partnership considered, owner is slowing down. Email [ellia.engineering@yahoo.com](mailto:ellia.engineering@yahoo.com).



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**GENERAL DENTIST:** Established practice in the northwest suburb of Chicago seeking general dentist to join our team. Experience is preferred, but new graduates welcome. Interested individuals please email to [emmag40@gmail.com](mailto:emmag40@gmail.com).

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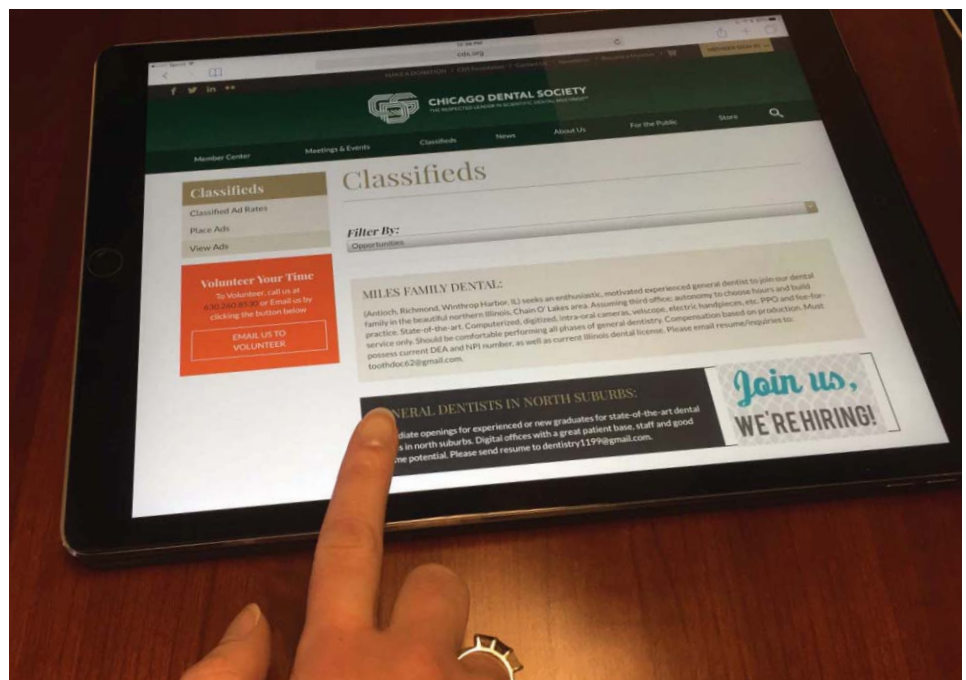
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# JOIN THE FUN AT THE *Dental Team Reception*

Hygienists, dental assistants and other members of the dental team are invited to attend a special reception at the Midwinter Meeting just for you. Join your fellow team members for chat, socializing, munchies, refreshments and cocktails at the reception.

**FRIDAY, FEB. 24**

- W375 Foyer E, McCormick Place West
- 5 – 6:30 p.m.
- Tickets: \$15 per purchased online prior to February, \$25 purchased online in February or on site
- Tickets are required for entry
- Event number: SE6

Purchase tickets online at [www.cds.org](http://www.cds.org) until Feb. 17. Tickets may also be available Thursday morning at McCormick Place at the Special Events ticket counter in the Registration Area, Level 3, Concourse, subject to availability.





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### Friday, Feb. 24

- Doors open at 8 p.m., performance starts at 9 p.m.
- Park West, 322 W. Armitage Ave.
- Tickets: \$50 per person purchased online prior to February, \$60 per person purchased online in February or on site at General Registration Area
- Ticket required for entry
- Event number: SE3

Purchase tickets online at [www.cds.org](http://www.cds.org) until Feb. 17. Tickets will not be sold at the door.





## FINAL IMPRESSIONS by Walter Lamacki, DDS

Write to Dr. Lamacki at [wlamacki@gmail.com](mailto:wlamacki@gmail.com).

# G.V. Black was right

IN MY PREVIOUS COLUMN, I DISCUSSED THE RAPIDLY CHANGING LANDSCAPE FOR DENTAL AUXILIARIES, in part due to newly developed standards for dental therapists created by the Commission on Dental Accreditation (CODA).

At the ISDS Annual Session in Normal this past September, the House of Delegates adopted Board Resolution 7 creating a new dental auxiliary classification, expanded function dental assistant. The category is new to Illinois but is a generation old. Twenty-seven states have adopted expanded function dental assistants in their dental practice acts.

Using CODA standards for educating dental therapists as a matrix, the resolution listed a number of procedures a suitably trained expanded function dental assistant is permitted to perform under the direct supervision of a dentist. The House action was a paradigm shift in the society's long-held conservative position on expanded duties. This is a proactive position to increase dental access for underserved residents and it enhances our ability to work with the state legislature to solve the problem of the lack of access to dental care in Illinois. But is it enough to stop the wolf at the door, the mid-level provider?

Aye, therein lies the rub.

There have been a number of attempts by organized dentistry, state legislatures and not-for-profit civic organizations – driven by the Pew and W.K. Kellogg Foundations – to train mid-level providers.

In 2006, the ADA House of Delegates adopted the creation of a community dental health coordinator to improve access to dental care. The duties of the position are modest. They are to direct patients with pain and swelling to a dentist. They may place sedative temporary fillings, but no excavation of the offending tooth is allowed. There are other duties that hardly make a dent (pun intended) in the access problem. Only 34 people paid for the schooling by 2014. The 34 are now practicing in 26 states. I would call it a half-baked effort, but it doesn't even rise to that level.

Canada, using the New Zealand dental nurse program as a matrix, enacted a mid-level provider provision in its dental practice act with the hope that newly trained providers would

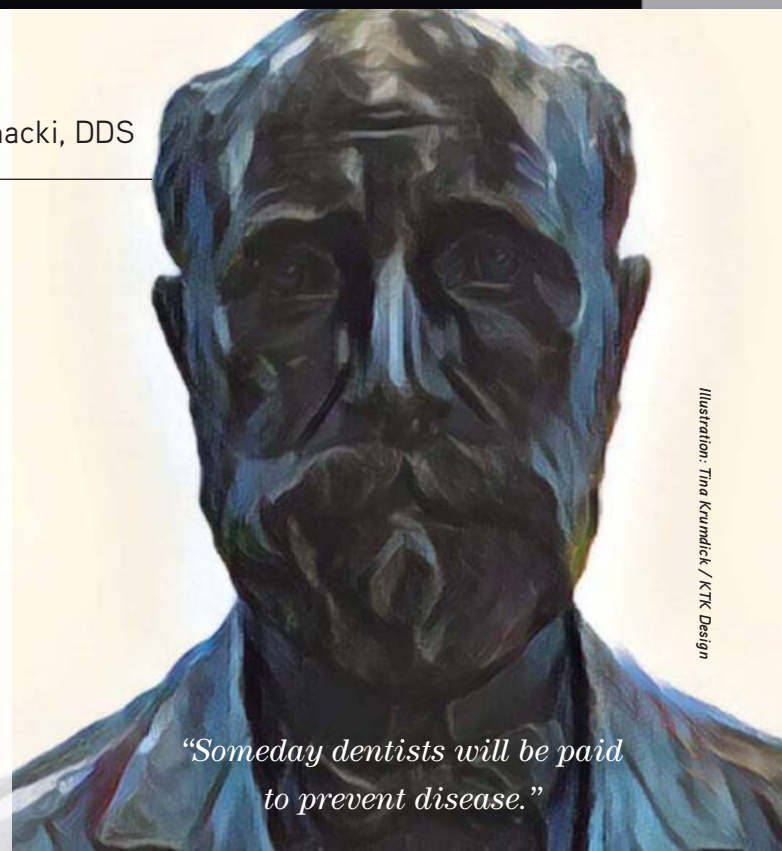


Illustration: Tina Krundick / KTK Design

*“Someday dentists will be paid to prevent disease.”*

flock to the vast underserved areas of the country. In short order, the providers returned to the cities where they could make a living. The Canadian dentists welcomed them back with open arms to practice in their offices under their direct supervision. Their training program is now closed, as is the school in New Zealand.

The Minnesota state legislature created mid-level providers in 2009 to great fanfare from the press. To date, all but seven of the approximately 60 trained mid-level providers practice in Minneapolis.

Obviously Maine's legislature, seemingly unaware of Minnesota's dismal experience, jumped on the bandwagon and approved legislation allowing dental mid-level providers to practice there. Did I tell you that Maine doesn't have a dental school or a junior college equipped to train them? The “imagined” program matches well with Alaska's bridge to nowhere.

There is a strong consensus among those in organized dentistry, the educational community and practicing dentists that dentistry cannot solve the lack of access to dental care by filling all the holes and scraping teeth; there is too much disease.

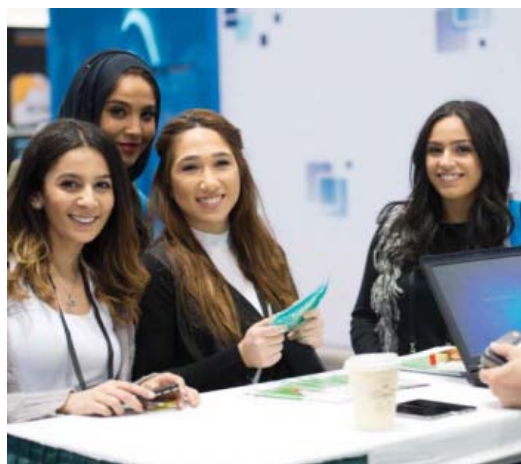
The great G.V. Black predicted the real solution in the 1890s when he said, “Someday dentists will be paid to prevent disease.”

The ADA has partnered successfully with the Pew and Kellogg Foundations on a number of projects. They should form a coalition to initiate a nationwide dental prevention program. It's doable, cheaper and more effective than any other program that places therapists in areas where they can't make a living.

Prevention is the best kind of treatment. ■

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