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page one

Minutes of the Sept. 12 Regional Meeting

The Chicago Dental Society convened its Regional Meeting at 9:05 a.m. Sept. 12 at the Drury Lane Oak Brook, Oakbrook Terrace with CDS President Louis Imburgia presiding.

Inasmuch as the official minutes of the meeting of April 11 were published in the May/June 2018 issue of the *CDS Review*, a motion was entertained to dispense with reading them.

MOVED by Loren Feldner, seconded by Michael Durbin, and carried to dispense with reading the April 11 minutes at this time.

MOVED by Bernard Sullivan, seconded by David Lewis Jr., and carried to accept the April 11 minutes.

There were no reports of the board, special or standing committees. There was no new or unfinished business to report.

Dr. Imburgia announced that members will vote on a proposed CDS Bylaws change during the Nov. 7 Regional Meeting and that Information on the proposed changes had been published in the March/April, May/June and the July/August 2018 issues of the *CDS Review*. The proposed changes were accepted by the CDS Board of Directors in January to bring CDS in compliance with the ADA Constitution and Bylaws. Dr. Imburgia 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. With no further business, Dr. Imburgia introduced Manor Hass, DDS, who presented the program entitled "Controversies and Advances in Endodontics that Every Dentist Should Know." The meeting was adjourned at 1:55 p.m.

Minutes of the Nov. 7 Regional Meeting

The Chicago Dental Society convened its Regional Meeting at 9:15 a.m. Nov. 7 at the Drury Lane Oak Brook, Oakbrook Terrace with CDS President Louis Imburgia presiding.

Attention was directed to the minutes of the meeting of Sept. 12. Inasmuch as the official minutes had not yet been published, Dr. Imburgia said he would forego the reading and approving of the minutes at this time until everyone had an opportunity to review them.

MOVED by Bernard Sullivan, seconded by Peggy Richardson, and carried to forego the reading and approving of the minutes of the Wednesday, Sept. 12, 2018 Regional Meeting at this time as they had not yet been published.

There were no reports of the board, special or standing committees. There was no unfinished business to report.

PROPOSED CDS BYLAWS CHANGE

Dr. Imburgia reported that the proposed change to the Chicago Dental Society Bylaws, Article III, Section 3, were accepted by the CDS Board of Directors at its Jan. 12 meeting and are to bring CDS in compliance with the American Dental Association Constitution & Bylaws. The proposed changes were published in the March/April, May/June, and July/August 2018 issues of the *CDS Review* as well as the digital version of the *CDS Review* and on the CDS website. He further announced that copies of the proposed changes were also available at the Registration Table in the foyer area.

Dr. Imburgia then entertained a motion to accept the proposed changes to the CDS Bylaws.

MOVED by Scott Smoron, seconded by David Lewis Jr., and carried unanimously to accept the proposed changes to the CDS Bylaws, Article III, Section 3.

Dr. Imburgia reported that nominating petitions for the 2019 officers have been duly filed in the CDS central office, and their names duly published in previous issues of the *CDS Review* as well as in the digital version of the *CDS Review*, in accordance with the bylaws.

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

MOVED by Scott Smoron, seconded by David Lewis Jr., and carried, that a single unanimous ballot be cast on behalf of all the respective candidates for office.

Dr. Imburgia then congratulated Michael Durbin, Treasurer-elect; Thomas Schneider Jr., Vice President-elect; Dean Nicholas, Secretary-elect; and Terri Tier-sky, who will become President-elect.

He noted that these officers would be installed Nov. 11 along with Cheryl Watson-Lowry, who will assume the office of the president. These officers will assume their respective duties on Jan. 1 and will continue through Dec. 31, 2019, in accordance with the fiscal year. Dr. Imburgia noted that the Society's 50-year graduates would also be recognized at that time. Dr. Imburgia extended an open invitation to all CDS members, their families and friends to join them on this occasion at The Ritz Carlton Chicago Hotel, to personally congratulate them and wish them well while enjoying refreshments.

Dr. Imburgia 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. Imburgia announced that online registration for the 2019 Midwinter Meeting was now open and to visit the CDS website at www.cds.org for more information and to register for the meeting.

With no further business, Dr. Imburgia introduced Thomas Lambert, DDS, who presented the program entitled: "Five Key Strategies to Skyrocket Your Practice for the Entire Dental Team." The meeting was adjourned at 2 p.m. ■

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MEETING ANNOUNCEMENTS

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

The publication of such notices is at the sole discretion of CDS. Be sure to include the following: subject, date, time, location and speaker's name and degree, as well as the name and phone or email of your contact person.

All information must be submitted in writing. CDS reserves the right to edit material for space and style. Email meeting information to review@cds.org.

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'The best is yet to come' for dentistry

IN 1969, FRANK SINATRA RELEASED THE SONG "MY WAY." ORIGINALLY A FRENCH POP TUNE WITH REPLACEMENT LYRICS

written just for Frank by Paul Anka; it became a hit worldwide and almost 50 years later still enjoys popularity. Admittedly the tune and lyrics are "catchy" but really not an accurate reflection of life. Truth be told, if the words were an accurate reflection of life, the song would be entitled "Our Way." Like the sides of a triangle, we all need each other for support.

Organized dentistry is a perfect example of this. Organized dentistry is based on membership and exists solely for its members. In dentistry, we need each other for many reasons. One reason is competence. Clearly, when we band together we share knowledge through education. Those professionals who share ideas improve their technique and thereby provide better treatment to our patients. Dentistry is continually changing and everyone needs to keep up with changes.

Another reason is advocacy. When organized dentistry speaks, it speaks for the majority of those in the profession. Few professions can make that bold statement. Because we are banded together, organized dentistry speaks for most dentists.

"...we must avoid the impulse to live only for today."

Our legislators know this and listen to us. They know we want to do the right thing for our patients. Dentistry has a grass roots lobbying effort that is unmatched because of our strong membership.

A third reason is dignity. Dentists who are members of organized dentistry are proud of their profession and passionate about it. By being members of organized dentistry we sacrifice to keep our profession strong. We work together. Like the parts of a triad, we work better as a group than as an individual. Keeping our profession strong will help us now, but more importantly it will help us in the future. What our profession

has today is a result of what those before us sacrificed and worked toward.

Dwight Eisenhower once said that we must avoid the impulse to live only for today. He pointed out that we cannot mortgage the assets of our future. We need to survive for all generations and not become the insolvent phantom of tomorrow. This philosophy applies to organized dentistry as well. We must maintain the pride and passion that has made our profession great and work harder to keep it great.

One of the many great pleasures of being the president of the Chicago Dental Society was having the ability to be involved in many activities and meet and interact with many people. In 2018, CDS left its positive mark on many events. As CDS president, I was lucky enough to be involved in those events up close. I would like to thank you for the honor of allowing me to serve you as your president. I am still, and always will be, humbled by it.

One of the most important things that I as CDS president was able to do was meet and talk with many young dentists and dental students. Clearly life as we know it is constantly changing and dentistry is not exempt from these changes. There is much consternation among many regarding the fact that membership parameters are changing.

Yes parameters are changing, but I am confident that our younger colleagues, through our efforts of today, will understand the rewards that membership gives them. We must continue to work with our younger colleagues and adapt to their needs. We must show them by example that we as professionals are willing to share the pride and passion in our profession that was shared with us by our colleagues of yesterday. The visions of our colleagues of the past have made dentistry the great profession it is today.

Besides, "My Way," Mr. Sinatra performed many songs in his time and many of them became wildly popular. The tunes were catchy, the lyrics had meaning, and many of their titles could be interpreted as some sort of maxim. It is interesting to note that when Frank died in 1998 he chose not to use "My Way" as his epitaph. Written on his tombstone is the title of another song he made popular: "The Best is Yet to Come." ■



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The ROBOTS are COMING! The ROBOTS are COMING!



by Joseph DeRosier

AS ADVANCES IN TECHNOLOGY MARCH ON, ITS IMPACT ON THE DENTAL WORLD GROWS.

Keeping a state-of-the-art practice state-of-the-art will mean adopting and adapting to software, hardware and societal changes, say those with their fingers on the pulse of the tech world.

The high-speed drill, considered one of the major game-changers for the dental profession, was developed more than 60 years ago and continues to be widely used. But the experts predict technological advances will be even more revolutionary than the speed-drill and arrive at a quicker pace.

And not all of the changes will involve the hands-on aspect of dentistry. Sure, innovations such as 3D printing, intraoral cameras, digital impressions and the use of lasers will have their impact, but some of the more interesting technological innovations are not necessarily those happening inside a patient's mouth.



Visit the Exhibit Hall at the Midwinter Meeting, Feb. 21 –23, to see the latest technological advances coming to dentistry. Plan your visit by viewing the Virtual Exhibit Hall at on.cds.org/exhibits.

trigger a screen to pop up showing details such as the patient's next appointment, payment schedule and whether they or family members have a birthday coming up, he said.

And having an up-to-date online presence is also becoming crucial, he said.

"Being able to book an appointment online is becoming a trend right now," he said, especially for patients only needing routine procedures such as check-ups and cleanings.

The benefit to becoming a digital office is that it allows the dental team to work more efficiently and with clarity of what needs to be done for the patients that day.

"Staff will know what it is they need to do, every morning they come in and sit in their chair," he said. "They need to know exactly where they need to go and what they need to do."

Technology that is not dental-related can also have an impact.

For example, Mr. Zlatin said instead of having a television in the operatory, some day patients might wear a virtual reality headset during complicated procedures, perhaps letting the patient experience flying over a tranquil beach while treatment is being given.

That will allow the patient to become immersed in the virtual reality world and not be aware of the dentist's movements, he said. He added that would alleviate patient anxiety.

Namrata Patel, who has a holistic dental practice in San Francisco, said adding technology is the right thing to do for the patients as well as for the practice's bottom line.

"We took an oath to take the best care that we can of our patients and we should really invest in technology because it allows us to be the best practitioners," Dr. Patel said. "When we can do a crown in two hours instead of having the patient come back two times,

Technology expert Alex Zlatin, CEO of Maxim Software Systems in Canada, which focuses on software for the dental industry, said that tech advances impact the entire dental team as well as patients.

"We have to look at the state-of-the-art practice from two viewpoints, the patient and staff," Mr. Zlatin explained. "From the patient's point of view we're looking at leveraging technology for their convenience."

For instance, he said, the difference between a conventional impression and a digital impression is a huge change, offering the patient reduced intrusive treatment done in less time.

And patients are becoming more adept at seeking out dentists who can provide high-end experiences, he added.

Technology can help dentists tighten the patient relationship, he explained, beginning with how patients interact with the office.

Practice management tools, such as a phone integration system, are becoming popular and have gone beyond the realm of the early adopters. Having the practice's database integrated with the phone system would also allow whoever answers the phone to have quick access to the patient's information.

A call from an existing patient would

numbering them up two times and making them go through the uncomfortable experience twice, it is our duty to learn the skill sets to become the best practitioners we can be.”

From a business perspective, investing in technology makes sense for the practice, she added.

“Yes, you have to spend money and yes, it is costly but you have so many great benefits (from the improvements) that your return on investment is really great,” she said

Dr. Patel points out that technology is also altering the values of patients.

“The economy is changing and what people want is not what they wanted before, 20 or 30 years ago; it was whatever the doctor said to do the patient would do,” Dr. Patel said.

But now, patients have greater access to information regarding the latest technology is available, and, Dr. Patel added, the patients will gravitate toward visiting dentists who can provide it.

conduct virtual dentist visits in emergency situations. He said he has seen rapid technology advances and predicts changes will come quickly.

“Things change all the time in technology; it’s like that snowball that starts at the top of the hill as the size of a baseball but as it goes down it gets faster and bigger,” Dr. Sigler said.

Telemedicine has only been around about 20 years but more secure links, cloud-based computing and advances in both hardware and software will drive it forward, he said.

But many dentists are just too busy to take advantage of those advances, he said.

“Most dentists are keeping their heads down and doing the work trying to stay up with the demand, and it is hard to imagine incorporating something radically unique into their practice,” Dr. Sigler said.

“Back in the day, high-speed hand pieces were considered to be radical

He said much of the AI technology could translate into health care even if it is not developed specifically with that in mind.

“The AI stuff is coming in less than 10 years, it’s an exponential progress,” he said. “Right now you have the latest iPhone that can do machine learning within the phone, so those are pretty powerful computers that you already have.”

He said he foresees AI taking a more prominent role in health care in five to six years especially as the cost of instituting technologic advances start coming down, Dr. Vijayan said.

Mr. Zlatin agreed.

“Augmented reality is something that is brand new in the technology world, and I’m seeing in the near future some that would be applicable to the dental industry, both for the dentists and patient,” Mr. Zlatin said.

He said artificial intelligence built into augmented reality helps dentists in

“Augmented reality is something that is brand new in the technology world, and I’m seeing in the near future some that would be applicable to the dental industry, both for the dentists and patient.”

“People are interested in how they can live longer and get the best value,” she said. “They are willing to spend the money and find out what is available and are doing their own research. Google and Amazon have really changed the game because the expectations have evolved so much.”

That means healthcare consumers have become empowered, she said.

“People are no longer at the mercy of what the doctor says; they have choices and are looking for convenience, and they are going to ask ‘if this is someone I can trust. They will go and look at your Yelp reviews, look at your Google reviews and see who you are and who they will be working with,” she said.

Michael Sigler is a dentist who co-founded the company, The TeleDentists, which uses remote video to

because it was thought it would smoke the tooth and ruin the tooth, but once those objections were addressed then people started to use them.

“I think that dentists inherently try not to change too much,” Dr. Sigler said, “And I think that will be the biggest challenge for dentists to stay up with the technology and find ways to add it to their armamentarium.”

Suvendra Vijayan, a dentist and assistant professor in oral maxillofacial radiology at the University of Pittsburgh School of Dental Medicine, said he thinks artificial intelligence and augmented reality is what will have the most impact on dentistry.

“There is a strong push toward machine learning and AI (artificial intelligence) across disciplines,” Dr. Vijayan said.

diagnostics as well as treatment. It is also being used to help in patient education with a patient being able to learn all about the procedure they will undergo.

And the changes won’t stop at the dentist or patient, he warns.

While he doubts robots will ever take the place of dentists, he said he does envision a time when they might take over the role of dental hygienists.

“I think at some point a robot will replace the hygienist,” he predicted. “You will have a mouthwash with nano-robots that will clean your teeth. I’m pretty sure eventually it will happen, it won’t happen in three years but who knows, maybe 10.” ■

Joseph DeRosier is the CDS staff writer.

Illustration by Brian Stauffer/theisspot.com.



NEW DENTIST RECEPTION:

Meet, Greet & More

New dentists (those who have been a dentist for 10 years or less) are invited to enjoy the fascinating lively art of conversation with your contemporaries while enjoying cocktails and light food during the Midwinter Meeting at the annual New Dentist Reception.

FRIDAY, FEB. 22

- 5 – 6:30 p.m.
- West Lobby on the Exhibit Floor (new location)
- \$15 per ticket on line prior to February, \$25 online in February or on site
- Tickets required for entry
- Event number: SE5

Purchase tickets online at www.cds.org until Feb. 18. Tickets may also be available on site Thursday morning at McCormick Place West at the Special Events ticket counter in the Registration Area, Level 3, Concourse, subject to availability.



ADA House supports marketing initiative

by Will Conkis

THE 2018 ADA HOUSE OF DELEGATES IN OCTOBER OVERWHELMINGLY SUPPORTED THE CONTINUATION of a trial marketing services program that began last year.

But it rejected a proposal from the ADA Board of Trustees to replace using reserves to fund the final year of the trial with a special assessment.

The marketing program, aimed at driving more patients to the members, includes the popular Find-A-Dentist feature on the ADA website. Metrics presented to the House supported the continuation of the pilot program designed to drive more patients into the chairs of members. The 2016 HOD approved a three-year trial program with total funding of \$18.3 million, approximately \$6 million per year, with a proviso that each succeeding House could cut off funding if it determined the metrics didn't support the continuation of the trial.

The continuation of the marketing initiative was not a question. The House and the ADA Board of Trustees supported funding the program.

There was only one question. From which pocket would the funding come?

The 2016 HOD resolution establishing the marketing initiative called for the funding of the program to come from reserves for each of the three years.

The Board, in a resolution sent to the 2018 HOD, pointed out that the campaign either exceeded or met expectations in its first two years. Based on the performance of the campaign, the Board didn't see the need for another trial year funded with reserves.

Instead of a third trial year, the Board recommended switching the program funding from reserves to a special assessment.

But, because the establishing resolution set funding for the initiative at \$6 million per year, the Board reported it had to recommend a special assessment of \$58 per member in order to raise that amount.

However, the Board pointed out the House has the authority to amend any special assessment.

"The reference committee heard considerable testimony regarding the special assessment. Testimony was overwhelming in favor of the program but testimony differed as to the source of funding. Testimony against the assessment centered primarily on not imposing a dues increase, waiting until the data is available after the three-year pilot is completed so as to have complete metrics and reserves being available to fund the program. Testimony in favor of the assessment centered on the need to pay for a program that is extremely valuable to members, a view that year three will only result in increased favorable metrics, and a belief that ADA cannot continue to spend from reserves without consequence."

ADA dues to increase by \$22 in 2019

The 2018 House of Delegates in October approved a \$22 increase in dues.

The increase brings annual dues next year to \$554. The House budget reference committee supported the increase. The committee reported there was limited testimony on the increase at a committee hearing.

No opposition to the increase was voiced in the House prior to the vote on 2019 dues.

"The reference committee supports the proposed increase of the \$22 primarily to support the ADA's search engine marketing program to promote 30 priority topics important to members.

Some of the topics include pre-dental career and DAT testing information, clinical topics like antibiotic prophylaxis and fluoride, policies and regulations, third party payer issues, opioids and other timely industry issues and annual meeting registration and continuing education," the committee stated in its report to the House.

The dues increase will cover the annual \$2 million costs associated with the search engine marketing program.

Also the 2018 House closed with a "balanced" budget for 2019, \$134,180 million in revenue, including dues and non-dues income, and \$134,120 million in expenses. The budget was approved without opposition.

Susan Becker Doroshow, past CDS president, installed as ADA 8th District trustee

Susan Becker Doroshow, 2015 CDS president, was installed in October as the 8th District ADA trustee at the annual House of Delegates session in Hawaii.

Besides serving as president, she was a member of the CDS Board of Directors, North Suburban Branch president and has been a member of several CDS committees. She also served as Chair of the ADA Committee on Membership 2008-09.

Dr. Doroshow will serve on the ADA Board of Trustees for four years.

Following her installation, the *CDS Review* asked Dr. Doroshow the following questions. The questions and her responses follow.

Why did you decide to serve as 8th District trustee?

"I've been fortunate to serve at all levels of the tripartite – as CDS president, as ISDS trustee, and as ADA delegate and council chair. Each one of these roles has given me a unique perspective on our profession and our associations, as well as the depth of experience that is critical to being an active and effective ADA trustee.

"This is a serious commitment; the encouragement and support of mentors and former trustees gave me the confidence to say "yes" to this opportunity. I'm excited to be joining the Board of Trustees at what will be a critical turning point for the association and our profession. We are foremost a membership organization, but outside pressures will increasingly demand that we invest more resources to focusing outward, on the oral health of the public.

"I anticipate some spirited debate and tough decisions in the coming years as the ADA Board deliberates how to approach and finance this – while maintaining membership market share and



without burdening our members with large dues increases in the future."

What do you see as the top responsibility of an ADA trustee?

"I'll be wearing a new hat; the ADA Board is charged with managing the association's affairs and directing staff to ensure that ADA policy and processes are followed, consistent with the ADA's mission and bylaws. Illinois law is quite explicit about the duties of care, loyalty and obedience that is required of board members. I wonder how many members understand that. A time is sure to come during my tenure on the ADA Board that our actions conflict with what CDS and ISDS would support or endorse. My top responsibility away from the board table is to communicate what is happening on the ADA Board so that our members understand the big picture.

"Members need to realize that the ADA and CDS and ISDS, for that matter, must evolve to remain relevant and competitive. Be willing to embrace

change and trust that your leadership across the tripartite is working with the best interests of the profession and our patients in mind. And when you have questions and concerns, reach out to me for answers and information. Keeping you (the member) informed is my number one job within our 8th District as your trustee."

Dr. Doroshow replaced Robert Bitter, who completed his term as 8th District trustee with the closing of the 2018 House.

During an 8th District delegation meeting in Hawaii, Dr. Bitter told the delegates he appreciated the opportunity to represent the district. He added it was an exceptional experience and a "great honor" to be 8th District trustee.

Dr. Bitter is a past CDS Board director, representing the North Suburban Branch. He is also a past president of ISDS.

In other House election news, Chad Gehani of New York won the election for ADA president-elect. Three other candidates sought the position.

Craig Herre of Kansas won election to the post of second vice president, and Ted Sherwin of Virginia was selected treasurer from a field of five candidates. ■

Will Conkis is the CDS director of publications.

Photo of Dr. Doroshow by Tricia Koning. Photo of Dr. Gehani by EZ Event Photography, courtesy ADA News. © 2018 American Dental Association



Chad Gehani



Spooky Zoo

Thousands of children decked out in their Halloween costumes descended on the Lincoln Park Zoo for its Spooky Zoo event Oct. 27. The Chicago Dental Society had a booth centered near the main stage and was a huge draw for families as the members of the CDS Communications Committee handed out more than 3,000 preschool and youth toothbrushes and tubes of toothpaste. CDS mascot, Hadley the Hound, also helped hand out the dental goodies. Spooky Zoo is an annual event known for giving Chicago children a safe and fun place to trick-or-treat.

Photos by Tricia Koning. See more photos at on.cds.org/photos.





PRACTICE SMARTS by Joanna Brown

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

Resolution:
Get Healthy!

It's time to talk, again, about New Year's resolutions

Photo by fstop123/istockphoto.com

IT'S THE LAST IN A LONG LINE OF PEOPLE URGING YOU TO DEDICATE TIME TODAY TO ELUCIDATING EXACTLY HOW YOU CAN MAKE 2019 BETTER THAN 2018.

Your financial planner wants you to revise your financial goals for a more prosperous future. Your physician recommends health and fitness goals to improve your quality of life. Your priest or rabbi suggests ways to grow in your faith, too, in the coming year.

Your dental practice is another part of the equation for making 2019 the best year yet. Working with your staff to establish a shared New Year's resolution increases the likelihood of achieving your goal and makes you a stronger team in the process.

Writing down your resolution is the first secret to success. *The University of Scranton Journal of Clinical Psychology* reported in 2014 that 45 percent of Americans usually make New Year's resolutions. Less than 10 percent of people were expected to successfully achieve the desired outcome, but people who make such resolutions explicitly are 10 times more likely to attain their goals.

Use your next staff meeting to make resolutions for 2019. Business leader *Forbes.com* published a list in 2016 of 14 tips for leading a more effective meeting; many addressed advance preparation for the meeting:

- Days before the scheduled meeting, send an agenda to all staff members, or in some other way let them know that you will be setting goals at your next staff meeting.
- Encourage staff members to bring a written list of ideas to the meeting so that every idea can be considered.
- Make yourself a real-time agenda that establishes your start time, a set number of minutes for brainstorming, a time when you will vote on the favored resolution, several minutes to brainstorm actions that will lead to your success, and the time that the meeting will end.

Once you've gathered for the meeting, find ways to get lots of people involved. Maybe one person can write down the ideas generated by the group, while another facilitates the discussion, and a third watches the clock.

Be specific when you set a new goal. "Be more organized" is open to interpretation by each member of your team, and thus their efforts will be scattered – maybe even in conflict. Try instead to describe what kind of organization you're after: Keep the back counter clear of loose papers, maintain a current inventory of the supply closet, or don't let the stack of papers in the "In Box" grow taller than the physical "In Box."

And at the end of the meeting, make a list of topics raised during the brainstorming session that should be addressed at a future staff meeting. You'll be surprised by the areas in which your team sees room for improvement.

Once you have a written, specific goal and the support of your staff, find ways to keep it in the forefront of your office culture. Post it in a heavily trafficked place in the office, like the water cooler. Or, make it an agenda item for your regular staff meeting to check in and compliment your collective achievements so far.

All of these efforts contribute to your success. Researchers at Dominican University of California recruited 267 participants from a variety of businesses around the world for a study on how goal achievement in the workplace is influenced by writing goals, committing to goal-directed actions, and accountability for those actions; participants were separated into five groups with increasing levels of effort.

Members of Group 1 simply thought about their business-related goals and rated them according to importance, difficulty and other criteria. Group 5 members, at the other end of the spectrum, wrote down their goals and ratings, recorded action commitments, shared their commitments with a friend, and sent a weekly progress report to a friend.

After four weeks, only 43 percent of Group 1 had achieved their goals, while 76 percent of Group 5 had found success. Researchers concluded that the study "provides empirical evidence for the effectiveness of three coaching tools: accountability, commitment, and writing."



Why attorneys love dental implants

DENTAL IMPLANTS HAVE REVOLUTIONIZED DENTISTRY AS THEY CAN TRANSFORM SMILES AND LIVES.

However, the number of dental malpractice lawsuits regarding dental implants is increasing every year. Why?

- Dental implant cases typically have larger “money damages” than other dental malpractice cases. “Money damages” include dental bills for remedial treatment and a significant “pain and suffering” component.
- They also account for more substantial “injuries” such as numbness, sinus perforations, infections, and restorative failures.
- They result in higher payouts in settlements/jury verdicts.

Therefore, general dentists and dental specialists involved in dental implant treatment should consider the following to enhance patient care and to reduce legal risks:

- Training in dental implants varies widely among dental professionals, ranging from multi-day courses to formal post-graduate programs. As a result, some dental professionals have inadequate training in diagnosing, placing, and restoring implants, as well as in dealing with implant complications.
- Some dental professionals are slow to recognize implant and restorative failures, which can lead to significant injuries. Therefore, more speedy referrals should be made to those who deal regularly with implant problems.
- Most implant treatment involves a team approach in which the general dentist and implant surgeon work together in developing and implementing a treatment plan. However, there can be instances of finger-pointing when complications arise. These situations should be avoided as the best interest of the patient is always paramount, not laying blame at the feet of a dental colleague.

Successful dental implant treatment usually requires the following:

- Evaluating whether the patient is a candidate for a dental implant. Smokers and uncontrolled diabetics, for instance, can present challenges in achieving a successful result.

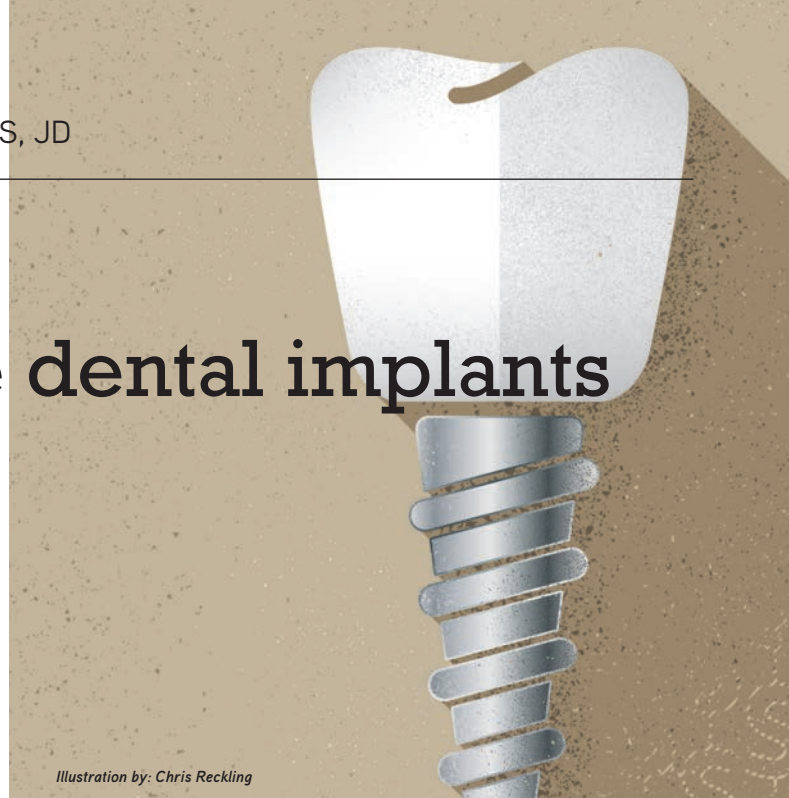


Illustration by: Chris Reckling

Therefore, there is a segment of patients who simply may not be good candidates for implants. If, however, the dental implant team treats these at-risk patients then they should be educated about possible complications and about their own responsibilities (oral homecare and regular checkups) in obtaining a favorable outcome.

- CT scan vs. Panorex X-ray: This is a much-debated issue in implant treatment, as many dental professionals believe that a CBCT scan is mandatory while others do not. Perhaps the best approach is to evaluate each patient on a case-by-case basis to determine what types of imaging studies are necessary pre-operatively.
- Informed consent: Informed consent is not simply a piece of paper a patient signs. Rather, informed consent requires a thorough discussion of the risks and the patient’s duty in achieving a successful result, and that even if all the protocols are followed, there is still a chance of failure. Moreover, when complications do arise, the dental professional should respond quickly and always in the best interest of the patient.

Dental implant treatment has been largely successful. However, this treatment modality is a favorite area for plaintiff’s attorneys as implant failures can result in significant injuries (and bills), which can translate into large settlements and jury verdicts. Therefore, the dental professional needs to be adequately trained, must properly assess each potential implant patient, take a thorough medical history, obtain informed consent, and be ready to promptly deal with problems that arise. ■

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

THANK YOU

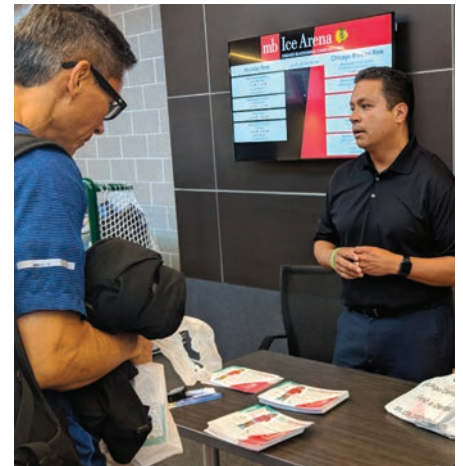
*to all our members who signed up for the CDS Protect and Play program
to help educate young athletes on the importance of wearing a custom-fit mouthguard!*

Your support is appreciated as we further develop this pilot program. We look forward to continue working with you in the coming year.

Find the list of participants at cbs.org/mouthguard.

Don't see your practice on the list?

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

There are other ways you can help

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

Oral Health Forum celebrates decade of caring

by Joseph DeRosier

THE ORAL HEALTH FORUM MARKED 10 YEARS OF HELPING VULNERABLE COMMUNITIES GAIN ACCESS TO EQUITABLE ORAL HEALTH CARE with a celebratory breakfast this fall that included passing out three honors to those who serve the underserved.

The special breakfast program, held at the ADA headquarters in Chicago, included presentations of its Community Champion Awards. CDS member Genaro Romo received the Community Dentist Award for his willingness to help underserved children receive needed health care.

CDS Executive Director Randy Grove presented the award to Dr. Romo.

“I am deeply honored to receive this recognition and I accept on behalf of my 6,000-plus colleagues that work across the city, the county and the state of Illinois who do exactly what I do but do it quietly,” Dr. Romo said. “I became a dentist to do stuff like this, I choose to work in my community.”



Alejandra Valencia, director of the Oral Health Forum; Community Champion Award recipient Genaro Romo and CDS Executive Director Randy Grove



Caswell Evans

A 2000 U.S. Attorney General's report noted that oral health is "inextricably linked to general health and welfare" and that "oral diseases in and of themselves are associated with other health problems."

Other awards included the Champion School Award given to the Richard Edwards – Dual Language Fine and Performing Art International Baccalaureate School, and the Impact Award, given to Miles of Smiles.

Caswell Evans, associate dean for prevention and public health sciences at the University of Illinois at Chicago College of Dentistry and a member of the forum's executive committee, was the event's keynote speaker. Dr. Evans pointed out that a 2000 U.S. Attorney General's report noted that oral health is "inextricably linked to general health and welfare" and that "oral diseases in and of themselves are associated with other health problems."

And he said, the report states there are "profound and consequential oral health disparities within the U.S. population."

The forum, which started out as the Chicago Community Oral Health Forum and is dedicated to eradicating that disparity, has "grown in directions and matured into something absolutely marvelous," Dr. Evans said.

Alejandra Valencia, director of the Oral Health Forum, said later that working to bridge the gap of oral health care disparity is the goal of the forum.

The Oral Health Forum grew from the 2008 merger of two programs, The Chicago Oral Health Network and the

Chicago Oral Health Providers' Project. Mona Van Kanegan and Anne Clancy were the first co-directors of that new venture, which then became a program of Heartland Alliance Health.

Dr. Valencia said the first years of the forum's existence was focused on determining the needs of vulnerable communities in Chicago since there was a lack of a strategic oral health plan.

"We moved to pull partners together to work in developing the first Chicago oral health plan," she said.

The forum also devised programs to educate children and those with disabilities about oral health and created models to collect data that shows the effectiveness of those models.

"The interventions that we have developed with the partnerships with the Chicago Department of Public Health and the Chicago Public Schools has been a huge success for us. We look to deliver models that work for addressing the needs of underserved populations," Dr. Valencia noted.

"Because of the big picture that we have, and how we have been building all of these partnerships within providers and stakeholders within Chicago, I think we have become that entity where everybody comes to us for resources or for support to advance initiatives within the city," she added.

That success has also been noticed

nationally with the Oral Health Forum models being followed in the country's 10 largest school districts, Dr. Valencia said.

A key to the future will be for funding entities to recognize that success which would allow the Oral Health Foundation to establish long-term funding so it can focus on its mission rather than spending energy on trying to obtain funds.

One possible direction the foundation could go is to deal more with managed care organizations (MCOs) that are focused on the prevention aspect of oral health, Dr. Valencia said.

"I see this as an opportunity for the Oral Health Foundation because that is basically what we do, we try to engage these populations into preventive practices and into education," she said. "And having participants do more preventative care means managed care organizations will save money."

"We want MCOs to understand the value of the work we do and how we can help them save money, but they don't have that concept yet," she said. ■

Joseph DeRosier is the CDS staff writer.

Photos by Tricia Koning.



Walk for a cause, prompted by love

by Joseph DeRosier

ORAL CANCER WILL STRIKE ALMOST 50,000 THIS YEAR, ACCORDING TO THE ORAL CANCER FOUNDATION, killing about 9,750, which means about one person an hour, 24 hours a day, dies from the disease in the United States.

That death rate is higher than more publicly recognized cancers such as cervical cancer, Hodgkin's lymphoma or laryngeal cancer, according to the foundation.

CDS member Josephine Chang Pallotto, like all dentists, is all too aware of the devastating impact that oral, as well as head and neck, cancers can deliver. That's why when she learned that her mother, Susan Chang, was diagnosed with nasopharyngeal cancer the news hit her hard.

"When you know more it kind of hurts you more," Dr. Pallotto said. "It was really shocking and pretty devastating because I knew what was to come, and I knew no matter what, if she was going to make it or not, it was going to be a tough road."

Susan Chang, who moved to the United States from Taiwan when she was in her 20s, passed away at the age of 59.

Her death was a shock to Dr. Pallotto and she looked for a way to help cope with the stress of losing her mother. She decided to organize a charity walk to raise funds and awareness of oral cancer.

"Part of my grieving process was to just be active in the community and so that's why I thought a walk would be suitable," she said.

Dr. Pallotto said she had been involved in an oral cancer walk as a dental student in New York, but, in the Chicago, area she had to drive more than an hour outside the city to attend a similar walk geared toward benefitting the fight against oral cancer.

So, she started her own.

That was the impetus behind the Oral Cancer Foundation Chicago Walk – In Memory of Susan Chang event that celebrated its second year in August. Dr. Pallotto contacted the Oral Cancer Foundation for help and held her first walk in 2017, a 5K event at a high school in Lansing, IL.

That event worked well, and she decided to make it an annual happening.

This year's walk was held Aug. 25 at the University of Illinois at Chicago's Les Miller Field at Curtis Granderson Stadium. Pallotto's family members, including her father, brother, her brother's girlfriend and several cousins (who are more like sisters), flew in from California for both events.

More than 30 volunteers helped with this year's event that attracted about 100 participants and raised more than \$26,000 for the Oral Cancer Foundation.



“It gives me a purpose and I hope it is doing good,” Dr. Pallotto said of the walk. “And I like creating opportunities for other people to engage to do good for their community. Its nice to see other people willing to give up their free time and help out... that’s really cool to see.”

Organizing this year’s event was especially challenging for Dr. Pallotto who had her first child, a girl named Adeline, about four months before the walk.

“I didn’t want to not do it because I already committed to it so I wanted to see it through,” she said. “There was a lot going on and there was a lot to figure out, and I was pretty exhausted.”

Dr. Pallotto said thinking about her mother, who was a “very hard worker,” helped her stay on task.

“She worked really hard,” Dr. Pallotto, said of her mother, “she had one of the strongest work ethics that I’ve ever seen.” Mrs. Chang worked for about 20 years at a bank starting with processing loans and eventually becoming the vice president of her department, Dr. Pallotto explained.

She was also the inspiration for Dr. Pallotto to become a dentist.

“When I was an undergrad, I was on track to do pre-med and when it came time to decide what entrance exam to take I decided that medicine just wasn’t for me,” Dr. Pallotto recalled. “My mom saw a prosthodontist and had a complex dental history and she told me I should look into dentistry.”

That inspired Dr. Pallotto to take some weekend dentistry courses at the University of California Los Angeles; she found she really liked it. She eventually went to New York University’s College of Dentistry, where she met her future husband,

Anthony. She completed a General Practice Residency at Evanston Hospital through the University of Chicago and briefly taught at UIC.

Eventually she took over her father-in-law’s dental practice in Lansing.

As for the future, Dr. Pallotto said she definitely plans to hold a third oral cancer walk next year, but the date and place has not been established.

One thing she does want to do is drum up interest among dental students at UIC. This year’s walk was held when the school was still on summer break and only one student participated.

“Next year I’m planning on doing it in September when school has already started,” she said.

And she would also like to get the word out to fellow CDS members.

“I want to reach out to CDS branch officers to get more people involved,” she said. ■

meeting place

Dental meetings and CE opportunities

December

4: Kenwood/Hyde Park Branch

Pharmacology Updates: Presented by Thomas Viola, DDS. Hyatt Place Chicago – South/University Medical Center, 5225 S. Harper Ave., Chicago. Cocktails: 6:30 p.m.; Dinner and Program: 7 p.m. For information, contact Jorelle Alexander, jalexander@cookcountyhhs.org or 773.383.7827.

4: North Suburban Branch

Evolution of Oral Medicine: Presented by Mark Cannon, DDS. Exmoor Country Club, 700 Vine Ave., Highland Park. Cocktails: 6 p.m.; Dinner: 7 p.m.; Program: 8 p.m. For information, contact Jacqueline Rosen, rosen.jacqueline@gmail.com or 847.215.9971.

4: Northwest Side Branch

Northwest Side Branch Holiday Party. Cafe La Cave, 2777 Mannheim Rd, Des Plaines. For information, contact Mark Spinazze, markspinazze@gmail.com or 847.255.7080.

11: West Side Branch

What You Need to Know About Orofacial Pain: Presented by Jasjot Sahni, BDS, MS. Barclay's American Grille at the Carleton of Oak Park, 1120 Pleasant St., Oak Park. Cocktails: 6:15 p.m.; Dinner and Program: 7 p.m. For information, contact Richard Kohn, drrichardkohn@yahoo.com or 630.920.3418.

January

8: Englewood Branch

The Newest in New Patient Attraction: Presented by Grace Rizza. Louie's Chophouse, 4642 W. 103rd St., Oak Lawn. Cocktails: 6 p.m.; Dinner: 6:45 p.m.; Program: 7 p.m. For more information, contact Nicholas Cudney, nickcudney@gmail.com or 708.448.8670.

Study clubs

Central Lake County Dental Study Club

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

Chicago Aesthetic Masters, A Hornbrook Group Study Club

Meets monthly, 6:30-8:30 p.m. at the office of Dr. Sheldon Seidman, 410 N. Michigan Ave., Suite 1014, Chicago. Email smilechicago2@aol.com or call 312.644.4321 for specific dates.

Dental Arts Club of Chicago

Dinner meetings are held on the last Tuesday of each month, from October to May at Alpine Banquets, 11141 W. Roosevelt Rd., Westchester. Cocktails: 6 to 6:30 p.m.; Dinner: 7:15 – 9 p.m.; Educational speakers: 8 – 9 p.m. Email Douglas Bork, dougbork1@comcast.net.

Greater Evanston Dentists Association

Meets first Monday of every month, noon – 1 p.m., Gio Restaurant, 1631 Chicago Ave., Evanston. 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 for more info, including information on HADS philanthropic endeavors. HADS was founded in 1963 and is mostly comprised of Chicago-area dentists and dental specialists of Greek descent.

Waukegan Dental Study Group

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

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

8: North Side Branch

From Bumps to Babes: Treating Pregnant Women and Their Infants: Presented by Lynse Briney, DDS, MS. Cocktails: 6 p.m.; Dinner: 7 p.m.; Meeting: 8 p.m. Erie Cafe, 536 W. Erie St., Chicago. For information, contact Agata Skiba, askibadds@gmail.com or 773.294.3869.

8: Northwest Suburban Branch

Contemporary Soft Tissue Grafting: Thinking Outside of the Palate: Presented by Jennifer Silc, DDS, MS. Cooper's Hawk Winery & Restaurant, 798 W. Algonquin Rd., Arlington Heights. Cocktails: 6 p.m.; Dinner: 7 p.m.; Program: 8 p.m. For more information, contact: Bryan Nakfoor, bryannakfoor@gmail.com or 847.392.0330.

8: South Suburban Branch

Achieving Optimal Single Tooth Implant Outcomes Using Digital Technology: Presented by Rand Harlow, DDS. Olympia Fields Country Club, 2800 Country Club Dr., Olympia Fields. Cocktails: 6:30 p.m.; Dinner: 7 p.m.; Program: 8 p.m. For information, contact Kenneth Coffey, kcoffey830@gmail.com or 708.403.7888.

8: West Suburban Branch

Dental Ethics: Presented by Lee Jameson, DDS, MS. Maggiano's Little Italy, 1847 Freedom Dr., Naperville. Cocktails: 6 p.m.; Dinner: 7 p.m.; Program: 7:30 p.m. For information, contact John Milgram, tallgrassdental@yahoo.com or 630.922.0005.

22: North Suburban Branch

Dentistry and Substance Abuse: Presented by William Hamel III, DDS. Exmoor Country Club, 700 Vine Ave., Highland Park. Cocktails: 6 p.m.; Dinner: 7 p.m.; Program: 8 p.m. For information, contact Jacqueline Rosen, rosen.jacqueline@gmail.com or 847.215.9971.

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Zak Messieha, DDS
 Dentist Anesthesiologist

new members

CDS welcomes you

Nguyen, Stephanie

Lake Erie College of Osteopathic Medicine School of Dental Medicine, 2016
5708 W. Fullerton Ave., Chicago; Northwest Side Branch.

Varghese, Sharon

Marquette University, 2008
1845 E. Rand Rd., Arlington Heights; Northwest Suburban Branch

Deceased members

Diaz-Albertini, Carlos

Loyola University, 1990
7600 College Dr., Palos Heights; Englewood Branch; Died Sept. 25

Diokno, Jose

International Dental School, 1958
8517 W. Normal Ave., Niles; North Side Branch; Died June 10, 2017

Epstein, Morton

University of Illinois at Chicago, 1954
1327 W. Magnolia St., Fort Collins, CO; South Suburban Branch; Died May 24, 2013

Gapson, Bryan

Marquette University, 1985
735 N. Water St., Milwaukee, WI; Associate Member; Died Oct. 3

Gifford, Edgar

University of Illinois at Chicago, 1949
1571 W. Ogden Ave., La Grange Park; West Suburban Branch; Died July 19

Laff, Robert

University of Illinois at Chicago, 1947
550 Okeechobee Blvd., West Palm Beach, FL; North Side Branch; Died Oct. 20, 2016

Lilleberg, John

Northwestern University, 1968
1 Keahole Pl., Honolulu, HI; Northwest Suburban Branch; Died May 1

Mix, Floyd

Meharry Medical College, 1958
11669 E. Four Peaks Rd., Scottsdale, AZ; Englewood Branch; Died Oct. 30

Muzynski, Bernard

Northwestern University, 1976
5733 Giddings, Hinsdale; Englewood Branch; Died April 27

Watts, Harry

Northwestern University, 1960
2206 Longmore Cir., Valrico, FL; West Suburban Branch; Died March 7



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 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:
jderosier@cds.org, 312.836.7324.

branch news

Reports from our nine branches

Englewood Branch

by Denise Hale, DDS

George Lingen joined his sister, Joan Lingen, BVM, and daughter, Joan Lingen, MD, on a two-week trip to Ireland sponsored by Clarke University in honor of the 175th anniversary of the founding of the school in Dubuque, IA. Unfortunately, while he was there, he received a call that his horse, a Tennessee Walker, died in Galena at the age of 28.

Denise Hale spent a long weekend in Pittsburgh visiting her long-time dental assistant, Flo, preceded by a visit with her father in Heber Springs, AR.

ADA House of Delegates and Annual Session recently finished in beautiful Honolulu. Delegates from Englewood included **John Moore** and **Denise Hale**. Branch member and CDS editor **Wally Lamacki** was in attendance as well.

Englewood Branch Director **Peggy Richardson** attended with the CDS Board. **Pete Toussaint** and his wife, Denise, shopped on the ADA exhibit floor, while **Joe Unger** and his wife, Sue, enjoyed the visiting sites of Oahu and Maui.

With a heavy heart I write that our dear member, **Carlos Diaz-Albertini**, passed away suddenly on Sept. 25. He will be dearly missed by all of us.

ENGLEWOOD:

(top) Marilyn, Bob, and Larry Michet with office staff at Staff Appreciation Night on Oct. 2 at Nikos Banquets Bar and Grill.

(middle) Peggy Richardson with her staff, Stephanie Schmeski and Lisa McGonigal.

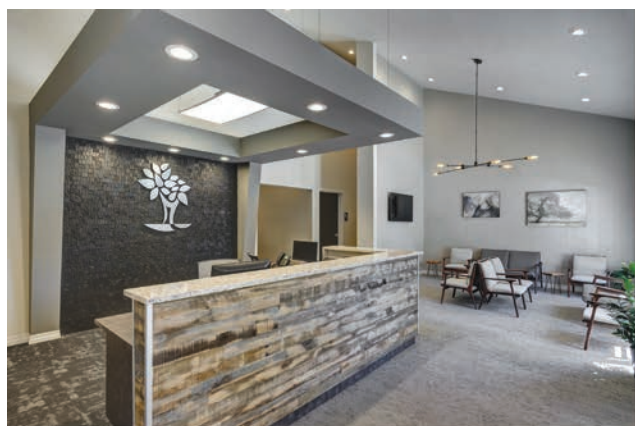
(bottom) Denise Hale with her office manager, Bernie, and dental assistant, Angela.



Kenwood/Hyde Park Branch
by Sherece Thompson, DDS



KENWOOD/HYDE PARK:
(left) Our branch was well represented at the ADA Annual Session in Hawaii. Member Kyra Barnes' hygienist Tomeko Johnson also consults for Colgate. Branch Director Yetta McCullom was happy to find her on the exhibit hall floor.
(above) Sherece Thompson with the Malcolm X College Dental Hygiene Program class of 2019. The students wore scrubs donated by the Chicago Dental Society. Students attended the Doctors Without Borders Exhibit at the Richard J. Daley Center in September.



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NORTH SIDE:

(top left) Jared Mahler and his wife, Julia.

(bottom left) Whitney and husband DeLorean (Drew) Dunford.

(above) Leslie Sanders and her fiancé, Chris Norton.

North Side Branch
by Stefania Spilotro, DDS

Harvey Mahler has been one busy dad. Both his kids got married within eight weeks of each other. His son, Jared, married Julia Amador in Minneapolis and his daughter, Whitney, married DeLorean (Drew) Dunford in Evanston.

Leslie Sanders got engaged at the Chicago Athletic Club Hotel on June 28.

Her fiancé, Chris Norton, is a principal broker for @properties. They do not yet have a wedding date, but are planning to get married next summer. Congratulations to them!

Neal Nealis is excited to share that he is a grandfather. Grandson, Theo, was born April 1 and Piper was born Oct. 5. Neal never thought he'd live to see this day, exclaiming, "Life is great!"

Neal has also been busy delivering presentations to young dentists and

dental students covering occlusion, aesthetics and practice management without networks. Congratulations, Neal!

Steve Herzog, Louis Halkias and Michael Papadimitriou of Oral Surgery Associates were pleasantly surprised to find out that their office on Peterson Avenue was included in an article in the October edition of *Chicago Magazine*. The article focused on the modernist architecture that distinguishes the Peterson Avenue corridor.

North Suburban Branch

by Rafael Peña, DDS

North Suburban Branch Vice President **Karen Kasinski** tied the knot with fellow Marquette alum Jon Benedetto. They were married Oct. 27 on Marquette's campus at The Church of Gesu in Milwaukee.



Northwest Side Branch

by Tara Culligan, DDS



NORTHWEST SIDE:

(top) **Joy Poskozim** and Mike Lightner got engaged this summer.

(bottom) **John Kaminski** is proud of his daughter, Natalie, for finishing her first Chicago Marathon with a time of 3:31:06. She ran on the American Brain Tumor Association team.



NORTHWEST SUBURBAN: Iwona Iwaszczyszyn in Sedona, AZ.

Northwest Suburban Branch

by Sylvia Deek, DDS

Patrick Foley sold his Lake Zurich orthodontic practice last year and is now a full-time orthodontic instructor at Saint Louis University. This summer he was named the associate director of the SLU Center for Advanced Dental Education which offers graduate programs in orthodontics, periodontics, endodontics and pediatric dentistry.

He continues to be the Midwest Director of the American Board of Orthodontics.

Congratulations to **Michael Higgins** who was promoted to a full clinical professor at the University of Illinois at Chicago College of Medicine in the Department of Anesthesiology.

Mike was also the highlighted speaker at the recent American Academy of Periodontology Annual Session in October that took place in Vancouver, BC. He presented a lecture on the pathophysiology of pain, local anesthetics, and multimodal pain management.

Iwona Iwaszczyszyn enjoyed a vacation in Sedona, AZ, as a last summer hurrah ahead of the busy days coming up at the end of the year. She loves hiking, an activity she started in high school in Poland, and it's a hobby she happily continues here in the USA.

West Side Branch

by Richard Kohn, DDS,
and Michelle Jennings, DDS

Kamal Vibhakar visited Kenya in August. While there he played several rounds of golf at the Great Rift Valley Golf Course in Naivasha. I'm not sure if hitting a zebra is considered a mulligan or not. He also came across a pool of hippos at Lake Naivasha.

Joan and **Ed Walsh** celebrated their 50th wedding anniversary with a party at Vince's Italian Restaurant (a neighborhood hangout) with 50 of their closest friends and relatives. Congratulations Ed!

Michelle Jennings held an open house Sept. 27 to celebrate her new office, LaGrange Periodontics, located at 6520 Joliet Rd., Countryside.

John Perna received diplomate status by the American Board of Oral Implantology Sept. 28 in Dallas. In attendance at the ceremony was John's son, a D4 at the University of Illinois at Chicago College of Dentistry.

Rick Munaretto was interviewed for an article in *Endodontic Practice US* for the September 2018 edition. He is currently the president of the Coolidge Endodontic Study Club.

Olivia Lares moved her practice to a new location at 6735 Stanley Ave. in Berwyn. We wish her the best. It's not easy raising twins and building out a new office!

Larry Jacobs took a trip to Florida in September to visit his oldest son, Andy, to celebrate his 36th birthday. They spent a couple of days in the Miami area going to the Miami Zoo and the Fairchild Tropical Botanical Gardens. They also went to the Everglades for hiking and an airboat ride where they were able to see alligators up close and personal.

Sharon Perlman, Shafa Amirsoltani and **Susan Zelazo-Smith** represented the 8th District at the American Dental Association House of Delegates in Honolulu in October. **Sharon Perlman** was also inducted into the American College of Dentists as well as the International College of Dentists. Congratulations to Sharon and thank you all.

Many West Side Branch members participated at the ADA meeting: **Larry Williams** presented a CE course, **Brian Caraba** attended as the West Side Branch Director, **Gary Alder, Michelle Jennings, Richard Kohn** and **Satish Alapati** also attended.

Michelle Jennings and **Richard Kohn** celebrated their commitment together



WEST SIDE:
 (above) Michelle Jennings and Richard Kohn celebrated their commitment ceremony in Hawaii along with their CDS friends and family.
 (right) Kamal Vibhakar travelled to Kenya, where he managed to get in a round of golf among zebras and saw hippos at Lake Naivasha.



while in Oahu at the ADA meeting. We extend a heartfelt thanks to all of our CDS family that participated in making this a very memorable occasion for us both.

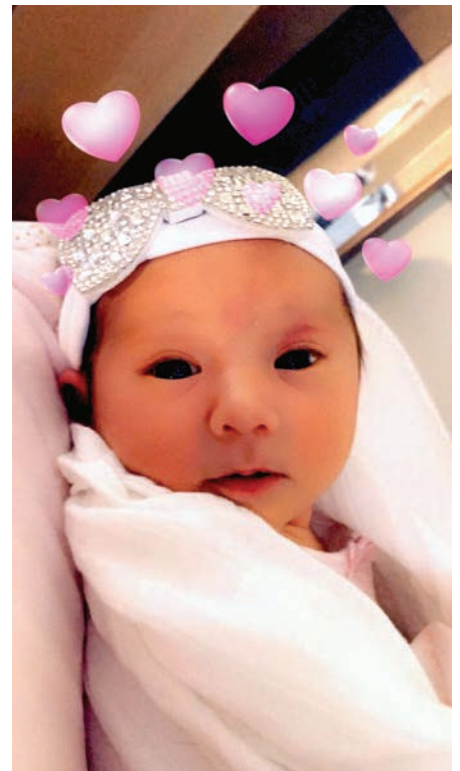
West Suburban Branch
 by Anna Orland, DDS

Anna Orland enjoyed a day in Chicago in celebration of her son Mark's white coat ceremony for medical school at the University of Illinois College of Medicine.

Dottie Mackie, RN, RDH, is not only the event coordinator for the West Suburban Branch, she is also an avid needlepointer. She won two first place ribbons and a second and third place ribbon at the annual DuPage County Fair. Dottie spends her free time stitching at Stitchers Garden in Naperville.



WEST SUBURBAN:
 Branch members at the Illinois State Dental Society House of Delegates meeting in September. Picture (L to R) are Don Kipper, Ryan Vahdani, Doug Chang, Marmar Modarressi, Anna Orland, John Milgram, Paul Kempf, Dean Nicholas, Ken Korpan and Mike McCormick.



WEST SUBURBAN:
 (top) Daniela Brzozowski and her husband, Greg, welcomed their first child, Everett Jacques Brzozowski.

(above) Melissa, James and Ava Ann Caputo.

Daniela Brzozowski and her husband, Greg, welcomed their first child, Everett Jacques Brzozowski, a month early on Aug. 26. Fortunately, baby and mom

are doing well, with Everett only spending an extra two days in the neonatal intensive care unit just as a precaution. Even a month early, Everett was a great

size, weighing in at 6 pounds and 19 inches long.

Cindy and **Paul Caputo** proudly



MadelineMary Eileen Malenius



Anna and Mark Orland

announce the birth of their first grandchild on Sept. 4, Ava Ann Caputo. She lives with Melissa and James Caputo in Queens, NY.

Tina and **Bob Malenius** welcomed their first grandchild, MadelineMary Eileen, on Aug. 26.

Cindy Satko was appointed as a trustee to the ISDS Board at the Illinois State Dental Society Annual Meeting in Itasca.

Mark Ploskonka, Doug Chang, Chris Larsen, and **Terry Barnfield** were the winners at the annual ISDS golf tournament in September.

Alvaro Figueroa and **Alex Figueroa** are excited to share that their chapter “Orthodontics in cleft lip and palate management” was recently published in the *Fourth Edition of the Prestigious Series Plastic Surgery*, and edited by Peter Neligan. ■



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DEADLINES

January/February.....December 10, 2018
March/April.....February 1, 2019
May/June.....April 11, 2019
July/August.....June 13, 2019
September/October.....August 2, 2019
November.....September 14, 2019
December.....November 1, 2019

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.

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

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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.

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

RESTRICTIONS

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

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

FOR RENT

NORTH SHORE DENTAL SUITES: Northbrook Court Professional Plaza is centrally located between the Edens and Tri-State. Our dental suites consist of private entrances, abundant parking, and beautiful landscaping. Contact showard@foresiterealty.com for more information.

OFFICE FOR RENT OR SHARE: In St. Charles, state-of-the-art office, free standing building with two operatories, space for five. Great for oral surgeon, one surgical suite. Digital sign exposed to 100,000 cars per day. Available for purchase. Call 847.927.1315.

WEST SUBURBAN DENTAL OFFICE FOR SALE:

Office has three new, 2018, operatories and ready for fourth. Dentist retiring. Working part-time, excellent opportunity for growth. Located on a busy street. A great office for a new graduate or second office. Newly painted, carpeted, new three operatories and new lab cabinets. Call/text 815.451.1574.

MUST SEE — DENTAL OFFICE SPACE FOR LEASE, NAPERVILLE: 1,500 square-foot space includes five operatories, lab, X-ray room, dental equipment. Immediate occupancy. High traffic, great signage, excellent visibility. Frank Sakelaris 630.247.3683.

DENTAL CLINIC FOR LEASE: Thinking of expanding or owning a clinic? We have a dental clinic for you in the business area of Clark Street. Furnished with two dental chairs, X-ray machine. Free parking for customers. Accessible to public transportation. Inquire 847.489.4434.

PREMIUM DENTAL OFFICE SPACE – MOUNT PROSPECT: Two premium practice spaces available for lease. Private indoor parking. 765 - 2,311 square feet available. View at www.expertre.com. Contact Jeff Houtkooper 630.803.0820 or jeff@expertre.com.

NORTH SIDE BUILT-OUT DENTAL SPACE FOR LEASE OR SALE: Rare opportunity to start your dental practice with minimal investment, purchase option and tenant improvement allowance available. Click here for property details <https://bit.ly/2uf6lha>. Contact Joe Rossi at 312.953.3553 for more information.

DENTAL OFFICE FOR RENT: Three-operator rooms on Ogden Avenue in Naperville at River Valley Plaza. 1,617 square feet, newly remodeled. Beautiful view of the Naperville bicycle path at the DuPage River. Call Basil, 630.852.4125.

TURNKEY OFFICE FOR RENT:

Just walk in and start practicing. Newly remodeled, turnkey, four operatory dental suite available in prime location in Arlington Heights. New cabinets, equipment, chairs and instruments also available for purchase or lease. long term lease preferred. Contact dentalsuiteah@gmail.com.

SPACE SHARING

SPACE SHARING/MERGER OPPORTUNITY, LOMBARD: New build-out in Lombard looking for space sharing. Office has two plumbed ops with room for three more. Will welcome any transitional arrangements. dds Lombard@gmail.com.

FOR SALE BY OWNER

FOR SALE, DENTAL OPERATORY CABINETS: Marcus Dental operatory cabinets with countertops in excellent condition. Photos available upon request. Inquire at dr.ostanina.dds@gmail.com.

DENTAL OFFICE FOR FAST SALE: Dental office for fast sale in northwest side of Chicago. Three operatory rooms. Digital X-ray, Pan/Ceph X-ray and more. Ready for general dentist or orthodontist. Contact gnowicka2853@gmail.com.

DENTAL EQUIPMENT FOR SALE: Panoramic/Ceph machine, Biolase laser, A-dec chairs, Belmont intramural X-rays, nitrous oxide, model trimmer, lathe, X-ray processor, digital sensor for intraoral, imaging software, furniture and more available for sale. E-mail chocful12@gmail.com.

GLENVIEW PRACTICE FOR SALE: Small office, two ops, lease up at the end of the year, greatly reduced price. A modern medical building, plenty of parking, third-floor view. Email lew@lewkaplan.com.

COMMERCIAL BUILDING WITH DENTAL OFFICE: Incoming producing 6,500 square-foot commercial building in Grayslake Includes 1,750 square-foot dental office with two plumbed operatories and expansion for six more. \$600,000. 847.274.0857.

TURNKEY PARK RIDGE DENTAL PRACTICE: Three operatories office in a professional building, plenty of parking. No patients charts. Perfect for start-up or satellite practice. Incredible deal and priced below market value. Contact 630.440.0600.

DENTAL OFFICE FOR SALE: Fully equipped computerized office in the prime location for sale. Current lease expires in February 2019. Call 847.341.4204, the best days Thursdays and Fridays.

HIGHLAND PARK PRACTICE FOR SALE: Established general dentistry office emphasizing cosmetic. Three operatories. Dentrax. Digital X-rays. Collections high \$200,000s. Great web presence, Space share to transition. Contact J. Bernard 847.732.6981, highlandparksmlsback@gmail.com.

SOUTHWEST SUBURBS, GENERAL DENTAL PRACTICE FOR SALE: Established general practice. Pedo, ortho, endo specialists account for 30 percent of production. Six ops -CBCT. Buyer should be skilled in implant placement and oral surgery. Owner can stay for transition. Please email CV to cleicht59@aol.com.

WEST SUBURBAN OFFICE FOR SALE, PERFECT FOR SPECIALIST: Four-op digital/paperless practice. Current practice is moving. This isn't an old run down office. This is a beautiful modern practice. Located in a professional building surrounded by 8 general dentists at the same intersection. Perfect opportunity for an endodontist or periodontist since there are none in the area. Asking for \$40,000. Email dentist122286@gmail.com.

NEWLY REMODELED: PPO/fee-for-service build-out/practice, 30 minutes from Rockford. Fully digital, four operatories, can expand to six. Currently open one day per week. Great location for a satellite or a new practice. Contact shazeends@gmail.com.

WAUKEGAN OFFICE SPACE AVAILABLE: Four networked modern ops in visible medical building. Furnished. Great satellite office for endo and GP. Available for \$65,000, will come with digital pano. Contact jooplant@gmail.com.

OFFICE FOR SALE - CAROL STREAM: Fully digital four-operatory practice with room to expand. No patients. Digital Schick sensor, size 1 and 2. Equipped and ready to go. Inexpensive startup. \$10,000. Email dentist122286@gmail.com.

WEST SUBURBAN PRACTICE FOR SALE: Well-established practice with four operatories, digital/pan, \$1.2 million in collections, no PPO, real estate available. Open to various transition options, please email gertsudge18@gmail.com for further information.

CRETE - PRACTICE SALE: Unheard of price reduction. Dentist retiring. Three treatment rooms with room to expand. Part-time collections: \$469,000. Contact Jim Plescia, jplescia@e-ppc.com, 630.890.6074. Professional Practice Transitions.

NAPERVILLE PRACTICE FOR SALE: Naperville office in very busy strip mall. Four operatories, digital X-rays, Softdent software. Collections \$230,000 on six days per month. Asking \$145,000. Great second office or space sharing. All fee-for-service (Delta Premier only). Contact cubbielblue4444@gmail.com.

CHICAGO (CICERO AND DIVISION) OFFICE FOR SALE: Three ops. Digital X-rays. Over 1,000 square feet of space. Busy medical/professional building. Excellent opportunity. Easy operations. Well-maintained. Low overhead. Well-established. Priced to sell. harmony4909@gmail.com.

TURNKEY PARK RIDGE DENTAL PRACTICE: Three operatories, fully equipped, office in a professional building, plenty of parking. No patients charts. Perfect for start-up or satellite practice. Incredible deal and priced below market value. Contact 630.440.0600.

DENTAL OFFICE FOR SALE: Three-operatories, fully equipped with digital, etc., ready to work, northwest Chicago, busy shopping street on store level, walk-in. Good potential, reasonable price. Please call 773.865.7171.

ST. CHARLES PRACTICE FOR SALE: Established pediatric dental office with four operatories available for purchase. Excellent opportunity with retiring pedodontist that is willing to stay during transition. Contact jpeenterprises@gmail.com.

SATELLITE OFFICE, STARTER PRACTICE: For sale, Addison, two operatories; for new graduate/second location; on busy Lake Street; Spanish and Polish speaking base in area. alldaur@yahoo.com. <https://chicago.craigslist.org/wcl/bfs/6727400795.html>.

OFFICE FOR SALE IN BERWYN: High visibility building with parking. Modern office, five operatories plumbed (two fully equipped). Digital X-rays. Patient list not included. Perfect for satellite or start-up. 312.215.7096. fixsmilesdds@gmail.com.

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ILLINOIS PRACTICES FOR SALE:

COMING SOON: Oak Park, Elgin, Chicago.

CALUMET CITY – Three ops expandable to six. Standalone building available for purchase.

Adjacent parking lot. Great signage. Collections \$700,000-plus.

CAROL STREAM – Sold.

CHICAGO, BRIGHTON PARK – Under contract.

CHICAGO MIDWAY, OWN YOUR OWN BUILDING – Four ops and expandable. Busy area. Building available for purchase. Parking spaces included. Ready to grow.

CHICAGO, MT GREENWOOD, NEW – Five ops in a standalone building also for fee-for-service and PPO. Collections \$160,000. Call for details.

DEERFIELD, RECENTLY UPGRADED – Four fully equipped ops. Well-established, 100 percent fee-for-service office. Collections \$360,000.

DES PLAINES – Sold.

ELMWOOD PARK – Three ops at street level.

Attractive build-out. Busy area. 100 percent fee-for-service. Collections \$225,000. Great part-time or second office.

FAR, FAR NORTH SUBURBS, NEW – Five ops of newer equipment in a strip center. Excellent Dentist to patient ratio! Collections \$360,000.

NAPERVILLE: – New. Under contract.

NAPERVILLE – SOLD.

NEW LENOX, BEAUTIFUL – Four ops expandable to five. Fee-for-service and PPO. Newer build-out with digital intraoral X-rays and a pano. Collections \$900,000-plus.

SCHAUMBURG, NEW – Three ops in a strip center. 98 percent fee-for-service. Collections \$420,000. Clean and neat.

WESTMONT – Sold.

WHEELING – BEAUTIFUL. Five ops, expandable. Collections \$700,000. Room to grow. Must see.

PERIO PRACTICE FOR SALE, FAR WEST – NEW.

Big, beautiful, high performing perio practice located at street level. Building available for purchase. Seller will transition. Call for details.

ADS MIDWEST:

Endorsed by ISDS. Contact Peter J. Ackerman, CPA, CVA at 312.240.9595 peter@adsmidwest.com or adsmidwest.com. Sellers needed. Never has the market been stronger, never have values been higher. Call for a free consultation if you are considering a transition or sale.

PERIO – Beautiful, new tech. \$850,000. Real estate available. Exceptional pricing.

ORAL SURGERY – South Suburbs, \$1.5 million collections priced to sell.

ORTHO – \$1.2 million cash cow two days/week. Beautiful facility for sale with practice.

CHICAGO LOOP – \$325,000 collections, three digital op facility with room to grow.

CHICAGO SOUTH – \$1.7 million, seven ops, cash cow. Beautiful facility.

CHICAGO NORTHWEST – Highly visible strip center. Three-operatory digital office.

CHICAGO NORTHWEST – \$200,000-plus collections two ops, great starter or patient acquisition.

NORTH SHORE – \$1.35 million, low overhead real estate available.

SOUTH SUBURBS – Sold.

NAPERVILLE – \$220,000, five ops, strip center anchored by Mariano's. Great starter.

HINSDALE/BURR RIDGE AREA – Beautiful facility. Cone beam, fully digital, marble counters and waterfalls. Real estate available.

WEST SUBURBS – \$1,250,000 SOLD

GENEVA – \$270,000 in collections. Accepting all offers.

ELMHURST – \$450,000, pending.

BARRINGTON – Three ops, \$450,000 collections three days per week. Low overhead.

BUFFALO GROVE – \$300,000 collections real estate available.

NORTHWESTERN SUBURBS – \$2 million, pending.

ROCKFORD – \$1.2 million Pending.

DEKALB – 1,000-plus patients \$500,000 collections, pending.

ROCHELLE – Beautiful office, \$650,000, sold.

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TRANSITIONS — HELPING BUYERS AND

SELLERS: Al Brown, 630.781.2176,

al.brown@henryschein.com.

CHICAGO, NORTHWEST – Doctor retiring from established three-operatory practice with building on major street in residential neighborhood. Good upside potential as doctor only works about 24 hours per week, referring out many procedures.

#IL129

SOUTH SUBURBS OF CHICAGO – Well-kept practice with building on major four-lane street next to large church and community center. Doctor retiring from four-operatory, \$378,000 revenue

Practice on 3.5 days that also refers out approximately \$50,000-\$60,000 year.

#IL136 EASTERN ILLINOIS UNIVERSITY AREA –

Established, profitable 9-12-op digital, paperless practice grossing \$1.3 million/ Building also for sale.

#IL141

NAPERVILLE – Excellent growth potential for this well-kept practice in desirable and high traffic area.

Current owners second location with only 14 patient hours a week. Priced for immediate sale.

#IL132

CHICAGO, NORTHWEST SIDE – Doctor retiring from established digital practice including cone

beam on major street. Building also for sale with large apartment on second floor.

#IL135 WESTERN SUBURBS – Doctor retiring from well-kept, three-operatory practice in professional

building. Located on main street in highly desirable vibrant town. Refers out most specialty work.

#IL137

CHICAGO – Elegant North Michigan Avenue fee-for-service practice for sale \$1 million-plus

revenue. Strong net income. Historic Water Tower view from floor to ceiling windows. Modern

equipment, four-ops. Outstanding staff. #IL138 SOUTH SUBURBS – CHICAGO – Perfect starter or

second office on major four-lane street. Collecting \$234,000 on 10 a.m.- 5 p.m. hours Monday -

Thursday...room for growth. Nice office with intra-oral camera and Digital X-ray. #IL127

SOUTH SUBURBS – Four-operatory office in town, high-traffic main shopping center with revenues

around \$200,000 on less than 25 hours a week.

Digital X-rays, Eaglesoft, newer chairs and sterilization area. #IL139

SOUTHWEST SUBURBS – Excellent location with signage on major highway in high-growth

community. Well-established practice with next generation families. Solid hygiene program. Three

ops, fourth possible. Collections approximately \$600,000-plus per year. #IL140

VERY DESIRABLE LOCATION, START-UP/ SATELLITE OFFICE, SCHAUMBURG: General practice located in busy section of the Schaumburg area. This beautifully decorated office, with two operatories and a third operatory plumbed, has modern equipment and technology. Doctor is currently working 2.5 days per week. This turnkey opportunity is ideal for a start-up practice or a satellite office as it already has a small patient base and cash flow from day one. The selling dentist is highly motivated so don't wait. For more information, contact Blake Ring at blake@legacypracticetransitions.com or 317.464.7857.

DENTAL PRACTICE SALE — CHICAGO LOOP: A two-chair dental practice with windows providing a dramatic view of Millennium Park and Lake Michigan. Fully equipped with high tech equipment, including a Planmeca ProMax 2D Digital Panoramic machine. Beautifully finished with custom Italian cabinetry/countertops and marble bathroom floor and sink. Located in historic Garland Building. Easily accessible, only minutes from major highways, multiple CTA lines, and trains. Patients, goodwill, equipment real estate included in the sale. alibakir@gmail.com.

CHICAGO PRACTICE SALE: Avondale neighborhood. Excellent storefront location. Four modern digital operatories. Turnkey hybrid opportunity. Collections \$300,000 part-time. Contact Jim Plescia, jplescia@e-ppc.com, 630.890.6074. Professional Practice Transitions.

NAPERVILLE PRACTICE FOR SALE: New listing. General dentistry with a focus on cosmetic. Five operatories. Dentrrix. Projected 2018 \$1.7 million income. Contact, Frank Sullivan, sullivan@aptus.ae, 865.382.7151. Aptus Exchange, an advisory services organization.

PERIODONTIST PRACTICE FOR SALE: New listing. Storefront location. Five Operatories. XL Dent. Collections \$860,000 part-time. Mainly PPO. Contact Jerry West, west@aptus.ae, 312.275.2000. Aptus Exchange, an advisory services organization.

CHICAGO DENTAL BROKER:

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

CHICAGO, SOUTH SIDE, NEW –

Six ops and all fee-for-service. Owner works 1-2 days/week and nets over \$200,000. With real estate.

SOUTHWEST SUBURBAN – \$1 million-plus group practice. Over 700 new patients in 2017. Four ops could be five. Everything in place.

NORTHERN SUBURBS – Great four-op starter. All fee-for-service, gross of \$325,000 on 3 days a week. Priced to sell.

SOUTHWEST SUBURBS – Attractive FOUR-op starter. All fee-for-service, grossing \$275,000. Real Estate also. Make an offer.

NORTHWEST INDIANA – Well-established, grossing \$375,000. Can be a chart sale also. Call for details.

NORTHWEST SUBURBAN –

1) Immaculate four-op starter. All fee-for-service, new computers and digital pan. Beautiful building also.

2) Great three-op starter. Fee-for-service/PPO/HMO mix. Only works 10 days per month. Grossing \$380,000. Price reduced.

3) Three-op and all fee-for-service. New scanner, all digital, zoom and more. Make an offer.

4) New office but must sell. Gross of \$475,000 with implants and C&B. This is a steal, call me.

5) Huge nine-op beauty. Was doing \$1.8 million, PPO/fee-for-service mix. Dare to dream.

Many more about to come into market, other private sales I am not listing. Call me for details. Many more coming and private sales, ask me about them. Buyers: interest rates are increasing. Buy now and save.

HIGHLAND PARK PRACTICE FOR SALE:

New Listing. High traffic area. Six operatories.

Eaglesoft. Collections \$1.3 million. Mainly cash.

Contact Jerry West, west@aptus.ae,

312.275.2000. Aptus Exchange, an advisory services organization.

BERWYN, PRICE REDUCED DUE TO MEDICAL ISSUE: Near Oak Park and Stanley avenues.

Three equipped operatories (960 square feet)

that can be expanded to six (1,710 square feet)

by acquiring adjacent dental office. Office real

estate with parking is included in the package

price. Fee-for-service and PPO patient mix.

Ideal for local expansion or a working

associate to strike out on their own. \$214,000.

Call Bill Houston 630.417.2434.

NORTH SHORE PRACTICE: Established North

Shore boutique practice for sale. Fully digital –

Dentrrix/Dexis. Three fully equipped treatment

rooms with room to expand. Please contact Jim

Plescia, jplescia@e-ppc.com. 630.890.6174.

CHICAGO PRACTICE FOR SALE:

New listing. Storefront location. Four

operatories. Dentrrix. Collections \$494,000

part-time. Mainly cash. Contact Jerry West,

west@aptus.ae, 312.275.2000. Aptus

Exchange, an advisory services organization.

LOGAN SQUARE DENTAL PRACTICE FOR SALE:

Well-established, four operatories. Doing \$700,000.

Upside potential. Long-term lease available.

General, ortho and cosmetic. Takes most insurance.

Contact Gina Rossi 630.258.7755 or

gina@jrossiandassociates.com.

KANKAKEE COUNTY PRACTICE SALE:

Dentist retiring. Freestanding building A-plus.

Fully digital with five plus operatories, digital

pan/ceph. Real estate available. Collections

over \$800,000. Contact Jim Plescia,

jplescia@e-ppc.com. Professional Practice

Transitions.

CAROL STREAM PRACTICE FOR SALE: Four-

operator digital practice with room to expand. New

Schick digital sensors, new digital Pan/Ceph,

CEREC CAD/CAM and milling unit. No patient base.

Inexpensive start up. \$40,000 or best offer. Must

sell quickly. csdentist13@gmail.com.

PALOS HEIGHTS AREA PRACTICE FOR SALE:

Well established. Fully digital practice with three

treatment rooms. Expandable. Merger opportunity

as well. Contact Jim Plescia, jplescia@e-ppc.com,

630.890.6074. Professional Practice Transitions.

BLOOMINGDALE AND DARIEN CONDO SALE: Previously occupied by a periodontist. Ideal for a specialist or general dentist. Turnkey beautifully equipped facilities. Contact Jim Plescia, jplescia@e-ppc.com. 630.890.6074. Professional Practice Transitions.

SOUTH ELGIN PRACTICE SALE: Excellent starter opportunity. Turnkey. Storefront location. Four digital treatment rooms, panorex. Collections \$282,000 part -time. Mainly PPO. Contact Jim Plescia, jplescia@e-ppc.com. 630.890.6074. Professional Practice Transitions.

KANKAKEE COUNTY PRACTICE SALE: Dentist retiring. Freestanding building. Fully digital with five operatories, digital pan/ceph. Real estate available. Collections over \$800,000. Contact Jim Plescia, jplescia@e-ppc.com, 630.890.6074. Professional Practice Transitions.

DENTAL PRACTICE FOR SALE – NORTHWEST SUBURBS: New listing. Beautiful Class A building. Nine operatories (four active). A-dec equipment. Dentrix. Collections \$960,000. Contact Jerry West, west@aptus.ae, 312.275.2000. Aptus Exchange, an advisory services organization.

PALOS HEIGHTS AREA PRACTICE SALE: Well-established. Turnkey fully digital practice with three operatories. Expandable. Merger opportunity as well. Contact Jim Plescia, jplescia@e-ppc.com, 630.890.6074. Professional Practice Transitions.

JOLIET – BUILDING AND PRACTICE SALE: Price reduced. Free standing dental building with four operatories. Located in Cathedral area, near Interstate 80 Joliet mall. Contact Jim Plescia, jplescia@e-ppc.com.

SWEAT EQUITY STARTER: Looking to start a practice but don't want loans? Here it is – Three-op practice in northwest suburbs ready to do. Digital X-rays, scanner, Velscope, Zoom, and more. 300-plus actives, Dr. Uhland 847.814.4149.

DENTAL OFFICE/PROFESSIONAL BUILDING FOR SALE: Professional building for sale. Currently dental office. Ten parking spaces. Great location. Contact Brian Brennan at 708.805.2064 for additional information or to view.

OPPORTUNITIES

PEDIATRIC DENTIST:

Busy PPO/fee-for-service Naperville office is looking to add another pediatric dentist one to two days a week. Please email resume to drsud.dds@gmail.com

PART-TIME PEDIATRIC SPECIALISTS WANTED: Chicago and suburb locations. Generous per diem compensation. Half- or full-day every week or every two weeks. Flexible schedule. Digital/chartless offices. Malpractice insurance paid. New grads welcome. No HMOs. dimitri_h@hotmail.com.

NAPERVILLE GENERAL PRACTICE , ASSOCIATE WITH BUY-IN OPPORTUNITY:

Full-time general dentist. State-of-the-art office with digital X-rays, intra-oral cameras, 3D Pano/Ceph with Implant simulation capabilities, Nobel Biocare implant machine, Laser, and iTero scanner. \$200,000-plus per year earning potential. Please contact us at drplanner@naperdentalcenter.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 Schimmel at 715.225.9126 or cschimmel@midwest-dental.com.

ORTHODONTIST NEEDED: An established general private practice in Naperville is searching for a part-time orthodontist. The practice is fully digital, has five operatories, and accepts PPO/fee-for-service patients only. This is a great opportunity for an orthodontist to get into a growing practice and grow with it. smilesbythemile77@gmail.com.

FULL-TIME DENTISTS WANTED – CHICAGOLAND OFFICES: Gain lots of experience in a digital, chartless office. We see everyone from kids to seniors. Hit the ground running without waiting to build your own clientele. We love to help train new dentists. Recent graduates welcomed. Sign-on bonus and guaranteed base rate. Malpractice insurance paid. Free CE offered. No HMOs. Please email resume to director@allstardentalclinic.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. Website: <http://www.dentaldreams.com>

PEDIATRIC DENTIST:

Excellent opportunity for a pediatric dentist to join our well-established multispecialty group practice in central Wisconsin. We are looking for a pediatric dentist to assume a very active patient load. We offer a new associate an outstanding wage and benefit package with the potential of ownership after three years of employment. This is an excellent opportunity to step into an active practice and become an equal partner in a large group practice. If you are interested, please send CV to Dental Clinic of Marshfield, P.O. Box 929, Marshfield, WI 54449, Attn: Mr. Neil Armitage or call 715.387.1702 or email neil.armitage@dentalclinicofmarshfield.com for additional information.

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 Kelly Gilmour at 715.590.2467 or kgilmour@midwest-dental.com.

PART-TIME ORTHODONTIST OR GENERAL DENTIST FOR ORTHO: Our multi-location practices, located in northwest and far west suburbs, needs a part-time orthodontist or a part-time general dentist who can do conventional braces on our patients. We have a lot of active patients who need orthodontic care. Must be willing to travel between the locations and accept Medicaid for orthodontics. Financing is available for those patients who don't qualify for braces with medical card. Compensation is negotiable. Please email your resume and your active Illinois dental license number with your resume to northwestdentalpc@gmail.com. Please, serious inquiries only.

FULL-TIME GENERAL DENTIST OPPORTUNITY - LOCKPORT: Become part of an experienced, talented, and growing company. Chicagoland Smile Group; modern, digital offices, administrative support provided; in-house oral surgery and dental implants; competitive compensation. Service excellence bonus opportunity. Comprehensive benefits package and 401(k), access to free continuing education, careers@csqsmiles.com.

ASSOCIATE DENTIST: Great opportunity for an experienced dentist to become part of our wonderful team in north suburbs and take home an excellent compensation with a daily minimum guaranteed. Part-time immediate opening for Monday, Wednesday and Saturday. Well-trained staff with a busy schedule for the doctors and an ideal position for a committed and a diligent person. Please send resume to dentalteam99@gmail.com.

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

PERIODONTIST NEEDED: Busy PPO/fee-for-service Naperville office is looking add another periodontist two to four days a month. Please email resume to drsud.dds@gmail.com.

FULL-TIME ASSOCIATE GENERAL DENTIST: Dentologie is seeking a full-time general dentist with three-plus years of experience with significant growth potential. Our practice is focused on the patient experience. Must excel in all phases of general dentistry and preferably molar endo. South Loop location sees between 300-350 new patients/month. Must have a positive, interactive chairside manner with both patients and the team. Unlimited potential. Contact Dr. K. drk@dentologie.com.

PART-TIME EXPERIENCED ASSOCIATE DENTIST: Extremely well-established dental practice in the Hyde Park community is seeking a general dentist with a strong knowledge/skill set in all phases of family practice. Must be available Wednesday, Friday and Saturday. The practice is newly remodeled, digital impression and CBCT. Candidates experienced in treating sleep apnea a plus, and who are willing to implement a program in the practice will be strongly considered. Please send your resume for consideration to loukauf@gmail.com.

ENDODONTIST NEEDED: Western suburbs. Busy multispecialty office with established endo practice looking for an endodontist ASAP. Referrals are established. Looking for weekly or twice-a-month associate. Please email dentaljobssds@gmail.com with resume.

FULL-TIME GENERAL DENTIST NEEDED: Seeking dedicated and enthusiastic dentist for well-established, high end-practice Chicago, north side. Full-time, alternating Saturdays. Minimum one-year experience in root canal, crown and extractions required. medgjob@gmail.com.

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

GLENVIEW FAMILY PRACTICE SEEKS PART-TIME ASSOCIATE: Associate needed at modern, established fee-for-service/PPO practice downtown Glenview. Tuesdays/Fridays/Saturdays. Two years experience mandatory in all phases of dentistry. Highly competitive compensation. CV glenviewdms@gmail.com.

PEDIATRIC DENTIST: Western suburbs. Multispecialty office with busy pedo practice looking to add another pediatric dentist to our two locations. Fee-for-service and PPO practice. Email resume to dentaljobssds@gmail.com.

ORTHODONTIST: Excellent opportunity for an orthodontist to join our well established multispecialty group practice in central Wisconsin. We are looking for an orthodontist to join our current staff to help serve an increasing patient load. We offer a new associate an outstanding wage and benefit package with the potential of ownership after three years of employment. This is an excellent opportunity to step into an active practice and become an equal partner in a large group practice. If you are interested, please send CV to Dental Clinic of Marshfield, P.O. Box 929, Marshfield, WI 54449, Attn: Mr. Neil Armitage or call 715.387.1702 or email neil.armitage@dentalclinicofmarshfield.com for additional information.

ASSOCIATE TWO TO THREE DAYS A WEEK:

Make more, work less. Previous associate netted \$100,000-plus. Largely fee-for-service, five star practice. Solid new patient flow with associate getting the majority for a fast start. We actively create a very enjoyable place to spend our days. Highly appreciative patients who respect us putting their needs first. If you are a uniquely patient focused cheerful dentist this might be for you. High percentage guaranteed compensation, long term retention bonus. Email apply@pleasant-dental.com.

DENTAL HYGIENIST:

Grow with the best hygiene department in Chicago. Located in Lincoln Park area, excellent opportunity in a thriving upscale /fast-pace dental office. No experience necessary willing to train the "right fit". The right candidate would need to be flexible with work schedule and passionate to learn new advanced technology. Positive attitude and communication skills is a must. Competitive salary. We offer benefits: medical insurance, paid vacation, paid holidays, paid training/education FSA/retirement plan. Fax resume to 773.244.9588.

HOMEWOOD DENTIST OPPORTUNITY: University Dental Associates is searching for a skilled and experienced part-time general Dentist (two to three days per week). The ideal candidate for this position has worked with patients of all ages, is proficient in performing regular checkups and complex dental procedures and is committed to the highest quality of patient care. Responsibilities include diagnosing and providing appropriate dental treatment including regular cleanings, root canals, surgical extractions, implants and cosmetic dentistry, educating patients and parents of patients on maintaining proper oral health, communicating patient treatment plans with dental staff, prescribing medications as necessary, carefully and efficiently documenting all medications, diagnoses, treatments and consultations and supervising the work of professional, technical and administrative staff. Contact Peg Rey 630.308.8663; send resume to peg.rey@eonclinics.com.

LEARN TO EARN \$300,000-PLUS ANNUALLY:

Owners looking to invest time into enthusiastic dentists who want to take on more responsibility/refer less. Associates will be taught techniques so they can perform productive procedures such as rotary molar endo, impacted 3rds, comprehensive ortho, etc. effectively while saving patients time. Learn how to help patients overcome their fears, anxiety, uncertainty as well as your own. Majority of our patients are middle class, blue collar Hispanics with PPO/PVT coverage. No adult Medicaid. We will treat the children of our patients with that coverage on a limited basis (exams/prophys/fills/ortho). Will offer \$500 daily minimum to help with your transition to a new office environment. See www.precisiondentalchicago.com for actual before/after cases. Email precision4317@gmail.com today for more information.

PART-TIME GENERAL DENTIST NEEDED:

General dentist needed. Established and growing practices in South Plainfield and Blue Island. All new equipment. Must be competent in endodontics/extractions. We accept PPO/Medicaid and we see all ages. Please email resume to raunakp1@yahoo.com.

PEDIATRIC DENTIST:

Busy PPO/fee-for-service Naperville office is looking to add another pediatric dentist one to two days a week. Please email resume to drsud.dds@gmail.com.

PERIODONTIST NEEDED:

Busy PPO/fee-for-service Naperville office is looking add another periodontist two to four days a month. Please email resume to drsud.dds@gmail.com.

GLENVIEW FAMILY PRACTICE SEEKS

PART-TIME ASSOCIATE: Associate needed at modern, established fee-for-service/PPO practice downtown Glenview. Tuesdays/Fridays/Saturdays. Two years experience mandatory in all phases of dentistry. Highly competitive compensation. CV glenviewdmds@gmail.com.

ASSOCIATE DDS — ROCKFORD:

Associate dentist wanted for growing practice in Rockford area. Three to five days per week, starting March 2019. Competitive base salary with bonus opportunity. Partnership opportunity available. Modern facilities, up-to-date technology and CE benefits. Send CV to miller4494@yahoo.com.

PART-TIME GENERAL DENTIST:

Opening for office located approximately 30 miles north of Champaign and south of Kankakee. This is a great opportunity for someone looking to get away from the corporate stress. Our office is 100 percent fee-for-service. We take no PPOs. We offer excellent compensation. Our support team handles the administrative details, allowing you to lead your team while focusing on dentistry. This is an excellent opportunity for an enthusiastic dentist with great people skills that is competent in all aspects of general dentistry. We look forward to meeting you. Please email your resume to windingroaddental@gmail.com

PERIODONTIST:

Fun, expanding general practice is seeking a periodontist to provide treatment in north Chicago location. Position will be for one or two days per month. Please call 773.631.6802 or email cityedgedental@gmail.com

\$1,000,000 PRACTICE: Great opportunity to join a newer but established practice. Office opened in 2015 and is projected to gross over \$1,000,000 in 2018 with one general dentist working per day. This modern, clean, fully digital and well-managed office is located in Waukegan, 60085. Staff is well-trained and very efficient with a very low turnover rate. We prefer you have some private practice experience. Comprehensive treatment provided to our patients. Please email CV/resume to ilgeneraldentist@gmail.com.

ASSOCIATE DENTIST: Great opportunity for an experienced dentist to become part of our wonderful team in north suburbs and take home an excellent compensation with a daily minimum guaranteed. Part-time immediate opening for Monday, Wednesday and Saturday. Well-trained staff with a busy schedule for the doctors and an ideal position for a committed and a diligent person. Please send resume to dentalteam99@gmail.com.

GREAT OPPORTUNITY:

Part-time associate, far western suburbs. Established dental practice looking for a highly motivated, patient orientated associate to work at two offices. Part-time hours to start with opportunity to expand to full-time in future. We are a modern digital private practices with a great staff and great patients. Possible purchase option in future. Great opportunity for the right person. Fee-for-service/PPO. If this sounds like the right position for you please send resume to dentist1296@gmail.com.

LOOKING FOR RUSSIAN-SPEAKING

ASSOCIATE: Looking for a motivated associate who wants to join our modern, high tech, growing office in Arlington Heights. Full- or part-time. Russian speaking. Possibility of future buy-in. alexkletsel@gmail.com.

DENTAL ASSOCIATE:

General dentist needed at practice in Archer Heights neighborhood, nice location between Pulaski Road and Cicero Avenue. Great commission and bonus, for more information please contact us at jlv1@hotmail.com.

PART-TIME ASSOCIATE: Our established office located in the Round Lake area needs a part-time general dentist for Thursdays and alternate Saturdays. We have a solid patient base, trained staff and relaxed working environment. We have a great mix of PPO/fee-for-service and Medicaid patients. Practitioner must be well versed in all aspects of general dentistry including pediatrics, molar endo and extractions. We pay higher than industry standard on percentage of production or a guaranteed base whichever is higher. Please email your resume to bestparttimeopportunity@gmail.com.

PEDIATRIC DENTIST NEEDED: Busy, state-of-the-art, multispecialty, multilocation office in the western suburbs looking for to add a pediatric dental associate. PPO and fee-for-service practice. Email resume to dentaljobssds@gmail.com.

FULL-TIME DENTIST WANTED FOR GREAT ESTABLISHED PRACTICE: Excellent full-time opportunity in a well-established, modern office in the Crystal Lake area. Very large minimum salary with a signing bonus. The office has a potential in the first year to make over \$180,000-plus, and buy-in opportunity in the future. In addition to compensation, we offer clinical and business mentorship from leaders in the dental industry. Other benefits include incentive bonuses, medical insurance, life insurance, long-term disability coverage, 401(k) plan and paid continuing education credits. If you are interested in becoming an excellent, well-paid dentist, please email all inquiries to 1699dental@gmail.com.

ASSOCIATE DENTIST: Immediate opportunity available on Monday and Wednesday for an experienced dentist in north suburbs of Chicago for a busy fee-for-service, PPO office with some Medicaid kids only. Great flexibility in schedule with excellent staff and patients. Per diem guaranteed along with compensation higher than the standard. Please send resume to dentalfortune@gmail.com.

GENERAL DENTIST:

Full-time general dentist for our Chicago and Lombard offices. Our established, privately owned practices are looking for motivate general dentist to our Chicago and Lombard office. Our offices are paperless and digital, we have trained staff ready to welcome you to our dental family. Working hours are Monday through Saturday. We participate with most major insurance plans, and we also accept fee-for-service patients. An ideal candidate will be friendly, passionate about dentistry and goal-focused. Please email your resume to dentaloffice7011@yahoo.com.

WEBSTER DENTAL HOFFMAN ESTATES:

We've doubled the size of our office and we have the following openings: general dentist, five days except Tuesday; pedodontist: two days per week; periodontist: one day per week. Come see why the Chicago Tribune has named us a Top Workplace seven years in a row. Reply to Dr. Steve Rempas with your resume to drsteve@webster.dental.

GENERAL DENTIST NEEDED: Full-time or part time position in Chicago with some Saturdays. Modern, busy office, with high income. Send resume to info@bptsmiles.com.

PEDIATRIC DENTIST AND GENERAL

DENTIST: Opportunity for a pediatric dentist to work part-time, two to three days a month in a busy dental office in north suburbs. Also part-time opportunity available for an experienced general dentist for Monday and Wednesday with great patient base and flexible schedule. Please send resume to dentistry1199@gmail.com.

PART-TIME GP, SOUTHWEST SUBURBS:

State-of-the-art practice, excellent location, well-trained staff. Looking for an associate two to three days per week. Prefer at least one year experience. ptdentaljob@yahoo.com.

GENERAL DENTIST: General dentist is needed for our Rockford office for five to six days a week. We accept PPO, fee-for-service and Medicaid. Compensation based on 30 percent of collections. Please email resume to rabeh0398@yahoo.com.

ASSOCIATE GENERAL DENTIST: Located in Park Ridge, general dentistry with implant dentistry, ortho and endo (Guttacore). Accepting dental insurance and AI Kids. Good potential, bring home \$100,000 in three working days. Associate dentist private office, room. One year experience/new graduates welcome. Send resume to parkridgedentalclinic@gmail.com.

ORAL SURGEON OR PERIODONTIST: Looking for an oral surgeon or periodontist for our Bucktown office. Doctor needs to be skilled in impacted wisdom teeth extractions, sedation and implant placement. Opportunity is for one day a month. Please email resume at nkdds29@gmail.com.

GENERAL DENTIST:

Full-time/part-time general dentist wanted for new clinic and existing location. If interested or would like more information please send resume/question to recruiting@sfdchicago.com.

FULL-TIME DENTIST OPPORTUNITY:

Dedicated dentist is needed for our growing office located in South Chicago Heights. An ideal candidate would be a dentist that can perform all general dentistry procedures, have skills to educate patients, someone who is committed to patients and a great communicator. Dentist must also be efficient with notes, and manage time very well. We see children, adults and senior citizens, due to this we are looking for a doctor that will be comfortable seeing all age groups. Our office is paper less and we use digital X-ray technology. Very good compensation with minimum guaranteed. Please submit your resume to icyangdds@yahoo.com.

DENTIST:

Associate dentist needed in Calumet City for an established office. Friendly, trained staff. All digital, CBCT. Will mentor.
besmadi@yahoo.com.

ENDODONTIST, PERIODONTIST AND

ORTHODONTIST NEEDED: Endodontist, periodontist, and orthodontist needed for a general and multispecialty dental practice in Naperville. Fully digital, and great compensation. Please send resume to americandental2014@gmail.com.

GENERAL DENTIST:

Seeking a dentist to join a dynamic team of dental professionals and support the continued growth of an established general dentistry practice. Located in the northwest suburbs. Full-time position, great location and hours. Our office is fee-for-service with limited PPO insurance. Please email your resume to tm@ideaconcept.us for additional information.

DENTIST:

Looking for a part-time associate for our growing practice. Modern. Digital. Paperless. Email us for details at hedstrom78@yahoo.com.

GENERAL DENTIST NEEDED: Part-time position available – western suburbs. Dentist owner is looking for a motivated quality oriented associate. Please email CV and cover letter to Jim Plescia, jplescia@e-ppc.com. 630.890-6074.

ASSOCIATE DENTIST: Growing family practice in Hinsdale/Naperville. Great opportunity, associate dentist in Naperville/Hinsdale, beautiful, family focused office. CEREC experience highly recommended. One-plus years of experience preferred. Send resume/CV to resumelivingwell@gmail.com.

FULL-TIME DOCTOR WANTED IN VERY BUSY OFFICE SOUTH OF CHICAGO:

Excellent full-time opportunity in a well-established, two-doctor office south of Chicago. Very large minimum salary with a signing bonus. The position has a potential in the first year to make over \$200,000, and buy-in opportunity in the future. In addition to compensation, we offer clinical and business mentorship from leaders in the dental industry. Other benefits include incentive bonuses, medical insurance, life insurance, long-term disability coverage, 401(k) plan and paid continuing education credits. If you are interested in becoming an excellent, well-paid dentist, please email all inquiries to 1699dental@gmail.com.

GENERAL DENTIST: Naperville office seeking a motivated, caring general dentist associate to join our growing, well-established practice. Candidate should be comfortable working with children of all ages and quality oriented. The practice is paperless and digital. Great opportunity for recent grads. Please email your CV to basseldds@yahoo.com.

FULL TIME ASSOCIATE GENERAL DENTIST AT

DENTOLOGIE: Dentologie is seeking a smart, friendly, and outgoing general dentist on a full-time basis for our South Loop and Streeterville locations. We are a rapidly growing practice seeing 600 new patients per month seeking dentists who are flexible, team-oriented, and focused on the patient experience. Must be comfortable in all phases of general/cosmetic dentistry, molar endodontics, and some surgical experience. Three years experience preferred. Submit CV to DrK@drk@dentologie.com. We look forward to meeting you.

JOLIET DENTIST NEEDED: Part-time position available with excellent growth and ownership potential. State-of-the-art facility with experienced staff. Please email CV and cover letter to Jim Plescia, jplescia@e-ppc.com.

ORAL SURGEON – IMMEDIATE

OPPORTUNITY: Multispecialty practice seeks board certified oral surgeon to join our established dental team. Part-time position available two to three days a week. We are equipped with state-of-the-art equipment, including digital imaging. Enjoy an internal referral network. Located in beautiful downtown Naperville. Requirements: DDS/DMD from an accredited university, active state dental board license, OS residency certificate from an accredited program, conservative approach, strong verbal skills, and high ethical standards. Assume quality of care for patients with oral surgery needs while adhering to the highest standard of dental practice ethics and professionalism. Maintain affiliation with professional groups, dental associations. Participate in marketing events to represent our practices in the local community. Please Email CV to recruiter@ndscare.com.

GENERAL DENTIST:

Full-time experienced general dentist needed in West Dundee. Experience in all phases of dentistry and able to lead a team of approximately three committed staff in offering the highest quality care to our loyal patients. Must have at least two years experience. Well-established office and benefit package offered. Email CV to hr@elmhurstdental.com.

READY TO EARN?:

Motivated and quality oriented associate general dentists wanted. Opportunities in Chicago and Waukegan. Offices are modern, fully digital and paperless with well-trained and efficient staff. Compensation is based on production. We accept PPO and Medicaid; no HMO. Our established associates earn well above the average without getting burned out. Please send resume or CV to ilgeneraldentist@gmail.com.

ASSOCIATE GENERAL DENTISTS – CHICAGO:

Very busy south lakefront practice. All digital. No HMO. Hygiene-focused. Guaranteed \$140,000 salary plus benefits/bonuses. Full-time. Morning/evening shifts available. One to two experience and/or residency preferred. Email teamdentalchicago@gmail.com.

GENERAL DENTIST NEEDED on a full-time basis within commuting distance from west and southwest suburbs such as Naperville, etc. Excellent compensation includes a daily guarantee. Friendly staff and lots of great patients. If interested, please email resume to chicagolanddentist@yahoo.com.

SEEKING ORTHODONTIST: Seeking board-certified orthodontist to join our growing team of board-certified pediatric dentists to grow our orthodontic division of our practices. jkgb4835@gmail.com.

SEEKING PEDIATRIC DENTIST: Seeking board-certified pediatric dentist to join our highly sought out, state-of-the-art, pediatric dental office. Both offices are new and averaging over 150 patients per month. jkgb4835@gmail.com.

FULL-TIME GENERAL DENTIST NEEDED IN WHEELING: Well-established, all-digital practice is looking for a motivated, caring associate. Candidate should be comfortable working with children. Competitive compensation. Please send your CV to nerita777@yahoo.com.

GENERAL DENTIST WANTED, GREAT OPPORTUNITY: Part-time general dentist wanted for busy Chicago and northwest suburban practices. We are looking for an outgoing, friendly dentist who is capable in all phases of general dentistry. Starting with a part-time position Tuesday, Wednesday and Thursday. Opportunity for full time if the fit is right. Please email resume to dentalresumes56@gmail.com.

WHY NOT LOVE WHERE YOU WORK:
Part-time general dentist wanted. Shining Smiles seeks a full-time or part-time general dentist for our Franklin Park office. Well-established modern office with great income potential and an awesome work environment. If interested please email your resume to milad312@gmail.com.

PEDIATRIC DENTIST NEEDED FOR THE CHILDREN'S CLINIC, OAK PARK: One day a week. Two years experience and credentialed Medicaid provider preferred. Sign-on bonus. Please email CV to hiring@childrensclinicwi.org.

PEDIATRIC DENTIST AND ORTHODONTIST OPPORTUNITY: Seeking board-certified pediatric dentist and orthodontist. We offer a market competitive wage and benefit package with the potential of ownership. Please email CV to management@dpsmiles.com.

ASSOCIATE GENERAL DENTIST NEEDED: Family-owned, digital, fast-growing, PPO/fee-for-service practice in west suburbs (Batavia) seeking quality-oriented, part-time dentist for Thursdays, Fridays and one Saturday a month. Email resume to bataviadentists@gmail.com.

SATURDAY DENTISTS WANTED: Seeking general dentists to work busy Saturdays in digital, high-end offices, with experienced support staff. Guaranteed pay of \$100 per hour. Email CV to recruiting@uniteddentalpartners.com.

DENTAL HYGIENIST WANTED IN ROUND LAKE BEACH: Friendly, well-functioning dental office in Round Lake Beach seeks dental hygienist on Mondays, Wednesdays, and Thursdays. Email resume to dmresumes2018@gmail.com.

ASSOCIATE GENERAL DENTIST: Located in Albany Park in Chicago, general dentistry (surgical and restoration), ortho (braces) and endo (GuttaCore), accepting dental insurance and All Kids, 40 percent compensation, associate dentist private room, new graduates welcome. Send resume to albanyparkdental@gmail.com.

GENERAL DENTIST WANTED:
Full-time general dentist for our Lombard and Orland offices. Our established, privately owned practices are looking for motivate general dentist to our Lombard and Orland offices. Our offices are paperless and digital, we have trained staff ready to welcome you to our dental family. Working hours are Monday through Thursday. We participate with most major insurance plans, and we also accept fee-for-service patients. An ideal candidate will be friendly, passionate about dentistry and goal-focused. Please email your resume to dentaloffice7011@yahoo.com.

ASSOCIATE WITH POTENTIAL TO BUY:
Seeking an associate dentist to join a busy Evanston office. Priorities are high quality dentistry, low overhead and collegiality. Compensation based on 40 percent of collections. Path to own for the right individual. Please email gscrine@sbcglobal.net.

PEDIATRIC DENTIST TO JOIN AN ORTHODONTIC PRACTICE: A high-end orthodontic office in an affluent area in the West Suburbs is seeking an ambitious board-certified pediatric dentist to join the practice. There's huge growth potential and partnership possibility. Please email your resume and a cover letter to joinorthoteam@gmail.com to be considered.

PEDODONTIST AND ORAL SURGEON:
Looking for an experienced oral surgeon and pedodontist to join in a busy dental practice in Chicago with 12 locations. Send resume to fadiaqel4@gmail.com.

DENTAL ASSOCIATE - GREAT OPPORTUNITY: Seeking part-time skilled dentist with a focus on high-quality patient care for an associateship in the western suburbs with potential to buy. Prefer experience or GPR. maceronedds@comcast.net.

FULL-TIME DENTIST WANTED FOR GREAT ESTABLISHED PRACTICE: Full-time dentist needed for modern, multi-million dollar practice in Schaumburg. This well-established office is an amazing opportunity for a hardworking dentist. If you have surgical and endo experience, you will thrive here. The office has a potential in the first year to make over \$225,000, and buy-in opportunity in the future. In addition to compensation, we offer clinical and business mentorship from leaders in the dental industry. Other benefits include incentive bonuses, medical insurance, life insurance, long-term disability coverage, 401(k) plan and paid continuing education credits. If you are interested in becoming an excellent, well paid dentist, please e-mail all inquiries to 1699dental@gmail.com.

FULL-TIME/PART-TIME GENERAL DENTIST

NEEDED: Bartlett and Wood Dale. Become part of an experienced and dedicated team. Our two modern, digital offices are in need of a dentist that can perform all general dentistry procedures, have skills to educate patients, someone who is committed to patients and a great communicator. We are high producing PPO and fee-for-service practices and see about 50-60 new patients per month per practice. Our office is paperless and we use digital X-ray technology. Two years experience preferred. Please submit your resume to rp315@yahoo.com.

ASSOCIATE DENTIST: Very well-established office in Elgin looking to transition our current associate for Monday, Thursday, Friday and Saturday. Offering most procedures in-house, trained staff, full schedule, PPO/fee-for-service/Public Aid. Email resume to ddsnewsburbs@gmail.com.

PART-TIME GENERAL DENTIST: Exceptional opportunity for dentist with four-plus years experience. Growing holistic practice looking for a GP/specialist/endodontist/oral surgeon interested in learning state-of-the-art dentistry. Email resume hr@wrigleyvilledental.com.

ASSOCIATE GENERAL DENTIST: Well-established dental digital practice is looking for a motivated, caring general dentist (Polish speaking a plus). Please send your resume to drtruskowski@yahoo.com.

GENERAL DENTIST, ONCE-A-WEEK: Near Schaumburg area. One day/week. We accept fee-for-service, PPO and Medicaid. Compensation on 35 percent collections. Must have at least two years experience. Email resume to dentalofficecv@gmail.com.

OPENING FOR AN ASSOCIATE DENTIST: Great opportunity for a motivated associate looking for a part-time position (three days) very close to downtown (10 minutes) in the Pilsen neighborhood. Excellent mentorship, compensation, staff and autonomy. Great opportunity to grow. PPO and Public Aid mix. Please email at truedentistrychicago@gmail.com.

PART- OR FULL-TIME ASSOCIATE PEDIATRIC DENTIST: Seeking part-/full-time pediatric dentist in Oak Brook. Excellent opportunity at established practice that specializes in providing the highest quality care. Contact jpjeenterprises@gmail.com.

GENERAL DENTIST: Family-owned, busy, state-of-the-art dental practice in the southwest suburbs is looking for a general dentist. PPO/fee-for-service only. Two to three days with full time possibility. Polish language a plus. Be a part of great team who cares. Please send your resume to dentalsolution@comcast.net.

WISCONSIN – APPLETON, JANESVILLE, MENASHA, OSHKOSH, WAUPACA, WEST ALLIS: Do more of what makes you happy. RLJ Dental has immediate dentistry opportunities in Appleton, Janesville, Menasha, Oshkosh, Waupaca, and West Allis. Joining RLJ Dental means enjoying all the things you love about dentistry, with none of the things you don't. Leave the non-clinical tasks to our staff and have the freedom to lead your own patient-focused practice in a whole new way, either as an associate or an owner. At RLJ, you receive the full support of an experienced network of dentists, dental staff, and industry-leading administrative support without the restraints of typical profit-driven chains. Call 920.969.2080 or email opportunities@rljdental.com to explore a different way to practice successfully. Join RLJ Dental today, and stay practice proud for life.

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EXPERIENCED PERIODONTIST AVAILABLE ILLINOIS AND INDIANA: Board certified periodontist with 20 years of experience, more than 3,000 implant cases including A/4. Skilled in wisdom teeth, sinus and ridge augmentation. Excellent communication skills. nogummysmiles@gmail.com.

EXPERIENCED ENDODONTIST AVAILABLE: Licensed in Illinois for endodontics. Seeks part-time practice opportunity. Number of days and terms negotiable. Contact email, rich-beatty@msn.com.

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DENTISTS' ATTORNEY – STEVEN H. JESSER:

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

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

PROGRESSIVE MANAGEMENT:

John Bertagni, Joy Gustafson, Zach Holland, Bruce J. Lowy and Michael Erin. Progressive Management ("PM") is a dental consulting and healthcare advisory services firm. Through a complete and integrated suite of service offerings, including management consulting, valuation and transition services, business brokerage, and advisory support, PM aligns the business and the healthcare profession together. Based in the global city of Chicago, Progressive Management leverages the broad and deep expertise of its people to elevate firms in the dental, healthcare, and professional service industries. Contact PM to learn more. info@pm-chicago.com, <http://pm-chicago.com>, 312.275.2000.

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Who can own a dental practice?

IN 2000, THE ADA PASSED A RESOLUTION THAT SUPPORTS THE CONVICTION LONG HELD BY SOCIETY THAT HEALTH INTERESTS OF

patients are best protected when dental practices and other private facilities for the delivery of dental care are owned and controlled by a dentist licensed in the jurisdiction where the practice is located.

Only Iowa, South Carolina and Utah have no requirement governing who can own a dental practice. Virginia law only places restrictions on ownership if professional corporations are involved. The majority of practice acts make it easy to understand, only a dentist can own a practice.

With the advent of dental management organizations (MSO) and dental service organizations (DSO) in the last 20 years, many states that restrict ownership of practices to dentists are now under siege.

And there have been many reports that a number of MSOs and DSOs are fracturing the laws of ownership by purchasing scores of practices by making handsome offers to the practice owners. Many times MSOs and DSOs then hire a dentist (many times the seller of the practice) to ostensibly manage it in an effort to “comply” with state law that states only a dentist can own a practice.

The courts are involved in this battle.

Park Dental of Minnesota sued American Dental Partners, an MSO in Minnesota, alleging unlawful corporate operation of its dental clinics because a Minnesota licensed dentist was not the owner. The jury awarded Park Dental \$130 million.

Texas officials are conducting extensive investigations into Medicaid fraud by corporate dental clinics; they take the slogan “don’t mess with Texas” literally.

In North Carolina, backed by the North Carolina Dental Association, legislation is pending that would require state approval of agreements between dentists and management companies. It appears obvious to me they are attempting to plug the loophole of a corporation hiring a dentist to run the practice, thus “complying” with the law that only a dentist can own a practice.

One of their not too subtle strategies appears to be lobbying governors to appoint an officer or an executive of their organizations to the state dental examining boards. Isn’t that letting the fox into the henhouse?

In Illinois, when necessary, ISDS provides a list to the governor’s office of qualified member dentists for the governor to consider for appointments to the board; most often the governor selects an ISDS-recommended dentist.

However, for some unknown reason, Gov. Bruce Rauner appointed an individual not recommended by ISDS.

Members of the examining board can’t legislate or make policy, but they do hear cases of violations of the Illinois Dental Practice Act, a serious responsibility. Further, examiners possess a status with the public and the legislature that might not be deserved.

So who is appointed to the board does matter.

I am sure the dental corporations will soon be lobbying our state legislatures to legalize non-dentist ownership of dental practices; the corporations have deep pockets as evidenced by the hundreds of millions they pay out for fines while continuing to operate their businesses without missing a beat. Unfortunately, they can be a formidable force in some legislatures.

Prior to the election in November, many Illinois state legislators retired. Dent-IL-PAC, the CDS Government Affairs and Access Advocacy Committee and our staff, assisted by Dave Marsh, had forged a good working arrangement with the retiring legislators.

Of course, Dent-IL-PAC, our government committee and staff will be forging a good working relationship with the new legislators, but it will take time and much effort to establish relationships with new legislators.

Most of the states with a dentist ownership requirement have not vigilantly enforced it because, I’ve been told, it’s hard to predict the outcome of a court case. Our ISDS legislative leaders, wisely I believe, caution that aggressively lobbying the legislature to place ownership regulations in our dental practice act might not yield a resolution to ownership issues that would be satisfactory to dentists.

But we do need resources to protect the profession in Illinois.

One of the best protectors is the Dent-IL-PAC.

Unfortunately too many ISDS members do not belong to it.

Like the iconic World War I Uncle Sam recruiting poster says, “we need you.”

Join us; you will be doing the right thing for your profession. ■

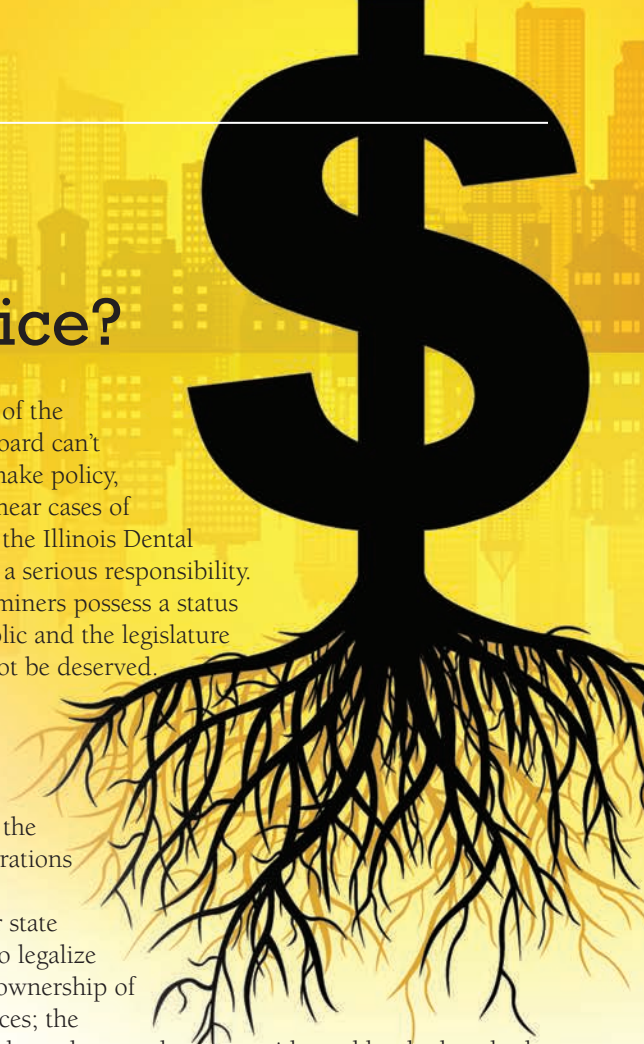


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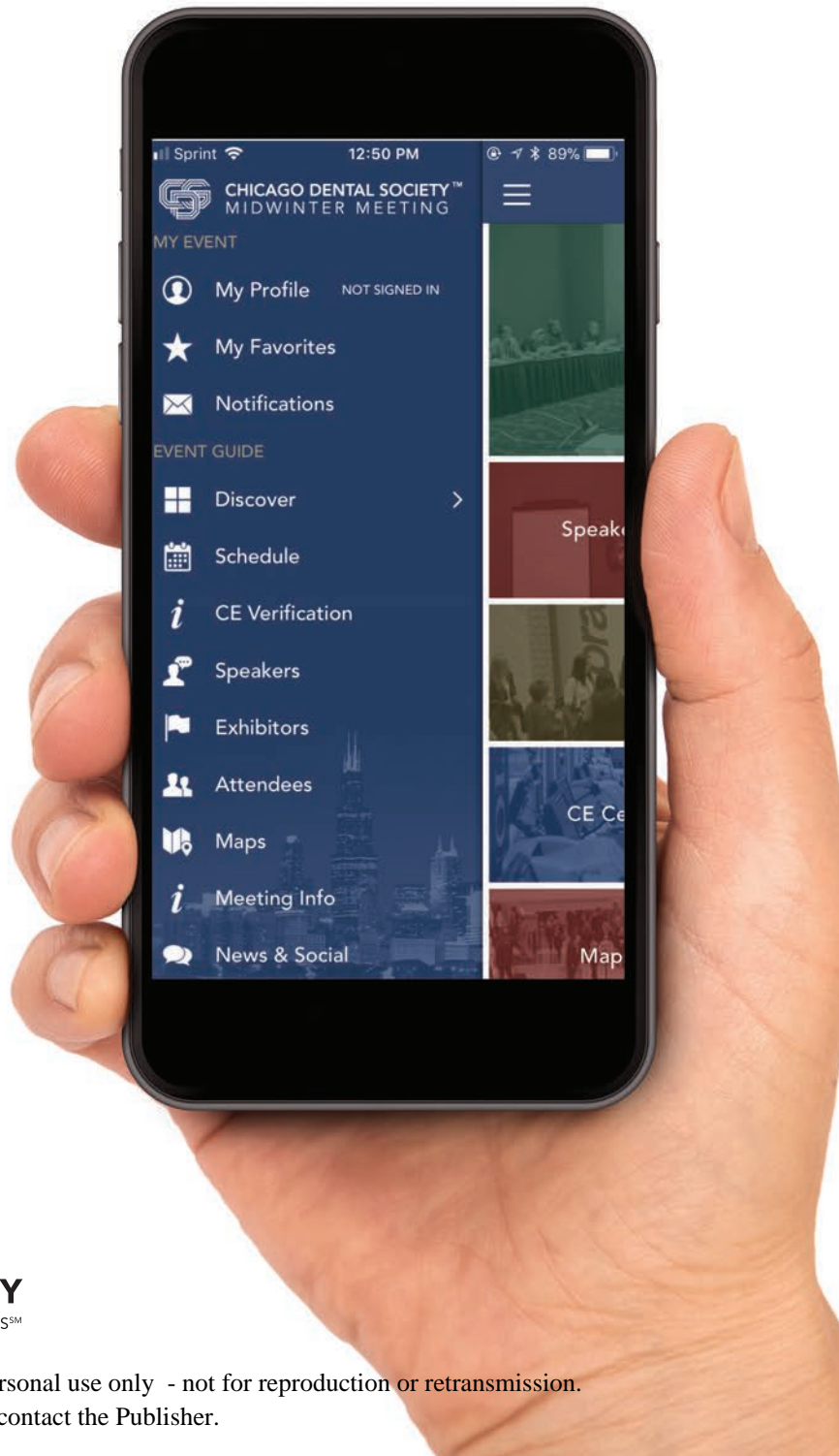
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JAY LENO

Featured at Special Opening Session

The 2019 Opening Session promises to be an outstanding event featuring acclaimed television late night show host **JAY LENO**. Mr. Leno is an admired stand-up comedian, actor, and best-selling children's book author. He hosted the Tonight Show on NBC from 1992 to 2014.

Mr. Leno is the recipient of many honors, including Emmy, People's Choice, and TV Guide awards, Harris Poll selection as most popular star on television, the Hasty Pudding Award at Harvard University, The Mark Twain Prize, a star on Hollywood's Walk of Fame, and being the first person to drive the pace car of all major NASCAR events.

Mr. Leno, produces and is host of the CNBC Television series Jay Leno's Garage now in its third season. "Jay Leno's Garage" explores the world of cars, never forgetting that it's the people behind the wheel who provide the real stories.

Also during the Opening Session Program recipients of the Gordon J. Christensen Award, the Cushing Award and the CDS Foundation Vision Award will be honored.

THURSDAY, FEB. 21

- Event open to all attendees/exhibitors
- Tickets: \$30 per person purchased online prior to February; \$40 per person online in February or on-site in Registration Area
- Ticket Required for Entry
- Reception 4:30 – 5:15 pm W375E Foyer (small bites and beer, wine & soft drinks)
- Ballroom doors open at 5 p.m. (W375E)
- Program will start promptly at 5:30 p.m.

Event number: SE1

Purchase tickets online at www.cds.org until Feb. 18. Tickets may also be available on-site at McCormick Place West at the Special Events ticket counter in the Registration Area, Level 3, Concourse, subject to availability.

Notice: Absolutely no photography or recording (e.g. cameras, audio recording, video cameras, cell phone cameras, cell phone videos, etc.) of any kind shall be permitted during the performance of Jay Leno. Violating this policy will result in removal from the venue and any unauthorized photos/recordings shall be immediately destroyed.