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Renew your license by Dec. 31

2021 is drawing to a close, and members are reminded that dental licenses expire on Dec. 31.

With a problematic computer upgrade this year at the Illinois Department of Financial and Professional Regulation that created havoc with an online renewal process, the Illinois State Dental Society is conducting a survey to glean information to help members.

Complete the survey at:
on.cds.org/isds-survey.

Volunteer at the Midwinter Meeting and earn CE!

CDS is inviting members and dental students to sign up as Presiding Chairs (members) and Room Chairs (students) who assist in the lecture rooms and introduce speakers.

Presiding chairs receive breakfast and lunch the day they work, CE credit for the courses they work and a \$100 per-day honorarium.

Sound interesting? Email Ted Borris, Director of Scientific Programs, tborris@cds.org, or call 312.836.7312. or complete the Presiding Chair form at on.cds.org/chairs.

From the Board Room

- In an effort to provide better continuity, sharpen the mission and broaden voices that go into planning for the annual CDS Midwinter Meeting and Regional Meetings, the Special Task Force on Midwinter Meeting Planning has made multiple recommendations to reorganize committees and their responsibilities.

The Board of Directors accepted the recommendations to implement the changes over several years.

A Dental Meetings Committee will be formed that would oversee two subcommittees: a Scientific Programs Subcommittee that focuses on continuing education program development, scouting, speaker selection, as well as Regional Meeting planning, and a CDS Officers Subcommittee that focuses on events and marketing. Committee and subcommittee membership would rotate over three-year terms.

The goal of the changes is to create a member reservoir of experience that would help preserve lessons learned and offer continuity in planning Midwinter Meetings, one of the largest dental conferences in the country.

- The board agreed to conduct a survey of members to determine interest in non-dental vendors being a part of the Midwinter Meeting exhibit floor. CDS is circulating the survey through branch and CDS newsletters to collect suggestions on vendor and exhibit categories. Results will be examined, and the board will consider whether to move forward with expanding the types of vendor applicants at future Midwinter Meetings.

Help CDS by offering your valuable feedback.

- A search committee was formed in August and continues work on filling the position of editor of the CDS Review. Several members threw their hats – and pens – into the ring this fall, and the committee is reviewing applications.

The position became open when Editor Walter F. Lamacki passed away in July. He was the longest-serving editor of the *CDS Review*. ■

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All good things must come to an end

AS ALL GOOD THINGS MUST EVENTUALLY END, THIS IS MY FINAL COLUMN. It is hard to believe that a little over a year ago I was preparing my speech for our first virtual installation as your Chicago Dental Society president.

So much has happened this past year; my heart has been full of a plethora of emotions during my term. The starts and stops, life and death, tears of sorrow and tears of joy are just a few of the many sentiments that caused my heart to beat with expectations and realizations during my term as your president.

Some have said that my experience was unique and one-of-a-kind as CDS president. Colleagues and friends still cannot believe that I was the only president that not only had the first virtual installation of officers but also the only virtual Midwinter Meeting in the history of CDS as well. I still can't believe it.

It was disheartening that all the years of preparations that we put together for the benefit of our members did not become a reality and could not be resuscitated. I did not suffer this loss alone as this affected our entire membership and dental community. While our CDS family was experiencing these hardships, humanity was learning a new normal as well as other firsts. We worked together during our heartbreaking times and tried to keep a perspective on life as it was changing.

Your outpouring of love, kindness and affection was truly overwhelming and helped me tremendously during this past year. People from all over the world reached out to offer their support and encouragement to me. It was during these times that the *Heart of Dentistry* theme took on its own life and touched so many in diverse ways.

Some would say I received a bad break to be the president this past year. I know now that I was given this opportunity at this time for a reason. I have been given a gift similar to that of George Bailey in the movie *It's a Wonderful Life*. I was able to experience firsthand what people are made of and the true essence of how people respond during tough times.

Although my term is nearing the end, my commitment to organized dentistry remains strong. I have been blessed and honored to be your president during this era and will forever be grateful and optimistic about the future. My heart will always bleed Cubbie Blue and CDS Green as long as the beat goes on. ■

Blessings and love always.

Presidentially yours,

Dr. Dino



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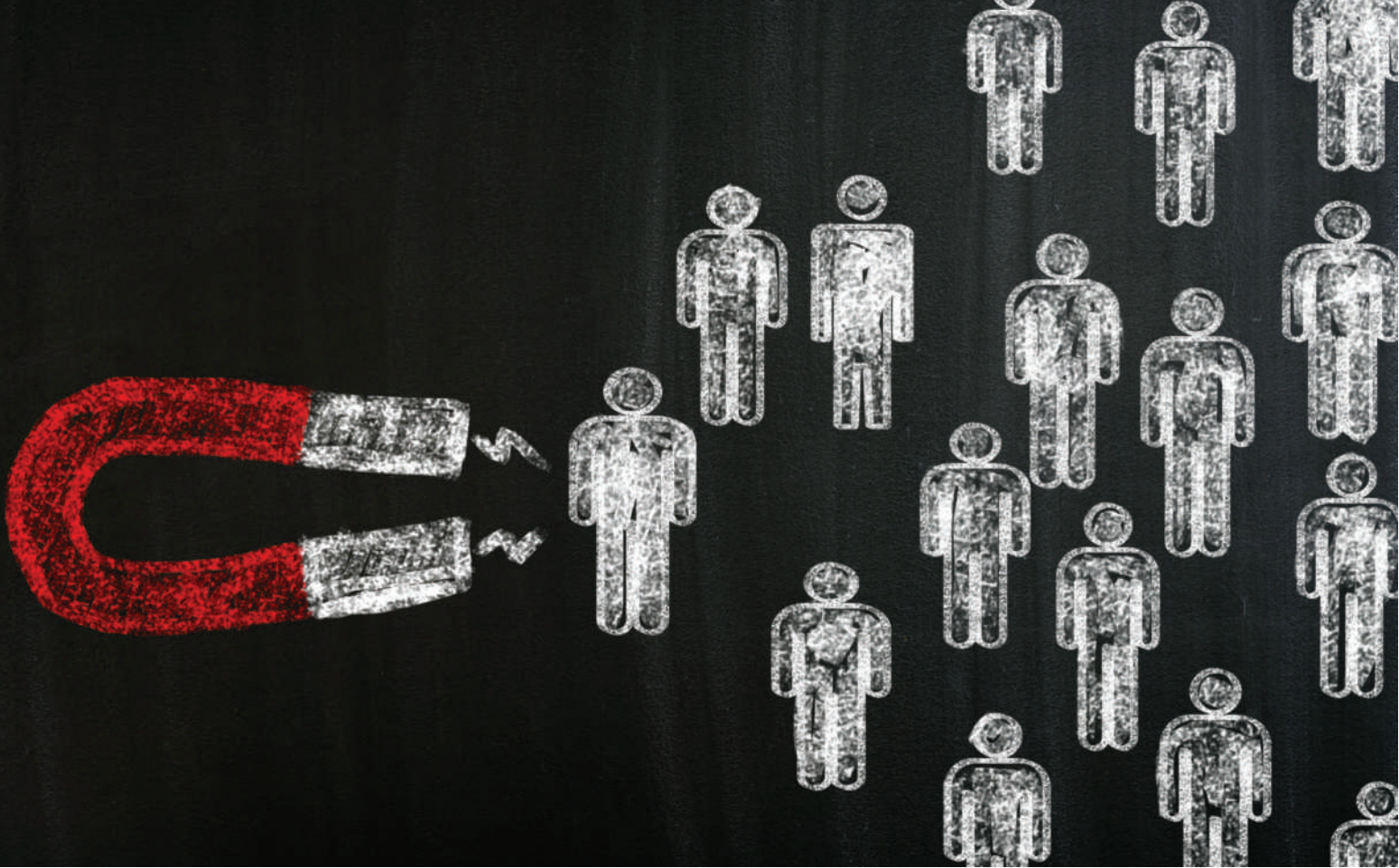
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ATTRACTING STAFF IN THE NEW ECONOMY

by Joseph DeRosier

JUST AS ATTRACTING PATIENTS TO THE DENTAL PRACTICE HAS CHANGED AND EVOLVED, so too have the conditions dentists face when trying to hire and keep employees.

And the COVID-19 pandemic has only magnified an issue that many dentists were experiencing even before they had to close their doors and only work on emergency cases back in the spring of 2020.

Times change, and the expectations of good employees and the methods to attract and keep them have changed as well.

What was once a simple matter of advertising an open position – be it for a dental hygienist, dental assistant, front office staff or even an associate dentist who might one day take over the practice – finding not only the right person but anyone is becoming even more difficult.

For the past few years the trend has been a tight hiring market, but dentists say the pandemic has magnified the problem.

According to a November ADA Health Policy Institute poll, about 90% of hiring dentists said it has been “extremely” or “very” challenging to recruit dental hygienists

and dental assistants since the pandemic started.

That same struggle is also seen in recruitment of associate dentists.

One regular user of the *CDS Review* classified advertising section said that in the past he would get numerous applicants soon after posting an associate dentist opening. But recently the flood of applicants has dwindled to a trickle, and he is wondering if corporate-owned dental practices or recruiters are the reason.

“Current employees can become ‘talent magnets’ and be a catalyst for attracting talented co-workers.”

HAVING A PURPOSEFUL PRACTICE CAN ATTRACT STAFF

David Burkus, an organizational psychologist from Oklahoma and author of the book *Leading From Anywhere*, said the dental profession is simply facing issues that other health care-related professionals, such as pharmacists, optometrists and physicians, have already encountered.

“This was the 20-year attack in (the) pharmacy (field),” Mr. Burkus said, when drug store chains built relationships with pharmacy students, showed them student loan repayment plans and promised substantial salaries.

“As a result, there are basically very few independent pharmacies anymore,” he said. “It (big business) comes for all.”

There are things dental professionals can do, but it takes legwork and time.

“Just because you don’t have the private equity backing and the money to sponsor lunches for the students. . . that doesn’t mean you can’t be involved with the local (dental) schools and be trying to be someone who is providing counsel,” he said.

He said dentists would do well to become involved in mentorship programs as well as more involved in organized dentistry, which will provide “face time.”

“It’s what you do with that face time that matters,” he warned.

One avenue to pursue, he said, is to stress the humanistic element of dentistry.

“It’s really easy for the dentist who went to school, had a feeling and calling to it and opened his or her practice, to assume that rubs off” on early career dentists, Mr. Burkus explained, “It’s easy not to pay attention to the fact that purpose is part of your job.”

He said that is where leadership comes in: the dentist should stress to staff that they are making a difference in people’s lives.

Being patient-centric will pay dividends, he said.

It’s not a matter of dental professionals being disconnected from feeling that purpose, but that they are not finding ways to express it, he explained.

“A lot of times you don’t know how to speak that (purpose) to other people. You don’t know how to show that or tell the story of the life-changing procedure that we just did on this person who finally has a smile they feel confident in,” he said.

Mr. Burkus said current employees can become “talent magnets” and be a catalyst for attracting talented co-workers.

He said if employees feel the work they are doing is significant and appreciated by the practice, they would share that feeling with others. And that feeling of purpose can override money issues.

“People are willing to forgo sometimes tens of thousands of dollars in compensation to work for an organization that helps them feel like the work that they do matters,” Mr. Burkus said.

Amisha Singh, the director of diversity and inclusion programming and a clinical assistant professor at the School of Dental Medicine at the University of Colorado Anschutz Medical Campus, echoed that money is not always the only factor in hiring.

“Especially in the aftermath of the pandemic, many have really stressed the importance of time, and the intention with which you spend that time. As our world shifted, many people started thinking about time with family, time doing things which align with your intended legacy, time feeling fulfilled, and I think all that factors into how we make decisions about work, now more than ever,” Dr. Singh wrote in an email interview.

She wrote that mentorship is the No. 1 tool dentists can use to better attract associates.

“Any guidance we can give our new

graduates, especial during those first five years, has the ability to be foundational for that personal and professional development,” Dr. Singh wrote.

And having a positive workplace culture is a key, she wrote.

“I have always stated that culture is of the utmost importance when it comes to retention, productivity and brand,” Dr. Singh wrote. “Feeling like we belong, being able to see how our work fits into the greater picture and finding a place whose values align with your own is all part of it.” ■

Joseph DeRosier is the CDS staff writer.

Illustration by marrio31/istockphoto.com.



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



Photo by Astarov/stockphoto.com

Let your staff know you appreciate their efforts

AMERICAN SHOPPERS ARE A NIGHTMARE, *The Atlantic* magazine declared at the top of an article published Aug. 3. It cited examples of customer revolts made famous by social media during the pandemic, including instances where flight attendants lost teeth and grocery store clerks were assaulted beside empty shelves.

While this level of widespread outrage over poor service is a recent development, the concept of good customer service was born 150 years ago, a side effect of industrialization. Consumers, merchants realized, needed help choosing from all the new options put before them.

“The customer is always right” emerged as the essential precept of American consumerism – service workers weren’t just there to

ring up orders, as store clerks had done in the past. Instead, they were there to fuss and fawn, to bolster egos, to reassure wavering buyers, to make dreams come true. If a complaint arose, it was to be resolved quickly and with sincere apologies.

So it is today, still. But the pandemic has made customers much harder to please. Even as our lives slowed down, our patience plummeted. A phone call left unreturned is felt as a personal affront, and agreeing to disagree is just not good enough. *The Atlantic* explained, “When customers can’t find anyone to help them or have to wait too long in line, they take it out on whichever overburdened employee they eventually hunt down.”

The only way small businesses will survive this hypersensitive climate is to double down on the customer service methods that have gotten them this far. Tiny customer service

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

efforts to make your patients feel welcome and appreciated are easily sidelined on long and arduous days. But the small stuff you sweat today makes tomorrow easier.

Revisit your customer service practices at your next staff meeting.

Listen to yourself speak. Physically smiling when you speak changes the tone of your voice. On the phone, this suggests to the caller that you are happy to hear from them, not annoyed by the interruption; it starts every conversation off in a good direction. Listen closely, too, when they state their name at the beginning of a call so that you can respond personally to their questions; have a notepad handy if you are prone to forgetting names.

Watch the clock. While time may fly in your busy office, the clock moves far more slowly for a patient who is feeling pain, worrying about a developing problem or hopping mad about a billing error. Commit to responding to all communications – email, phone, and social media comments – on the same business day.

Work your social media. In the weeks and months that pass between appointments, patients will feel connected to your practice when they see your business in their newsfeeds. Posting links to good health information or photos of staff doing fun activities feels to patients like the doctor is available for more than delivering bad news and costly bills. Just keep it professional; photos of an office dress-up day to support a local team are great, but your afterhours happy hour might not be.

Mind your manners. I was recently at a service appointment where the manager who was helping me was simultaneously dressing down a more junior associate. It was uncomfortable to watch and lessened my respect for the manager's professional opinion of my situation. Colleagues will inevitably disagree, but during business hours you must always treat each other with respect and kindness. It models for patients how you will treat them and how you expect patients to respond.

Keep your promises. If you tell a patient after a particularly rough procedure that someone from the office will call to check in on them in a few days, call. Make a note in your calendar to call a specific patient on a specific day to ask a specific question. If you forget, the patient will remember your indifference, and it will take a lot of effort from you to overcome that perception.

Be generous. When things seem to be running smoothly at the office, know that it's because your staff is successfully making Herculean efforts to serve your patients. Be generous with your praise of these efforts. Leave no doubt that you appreciate the energy they bring to their work. ■



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Independent contractor or employee?

MANY DENTIST-OWNERS (OWNER) HAVE AN AGREEMENT WITH A DENTIST OR DENTAL SPECIALIST whom the owner designates – verbally or in a written contract – as an independent contractor (IC) to provide treatment to the owner's patients, to increase profits and to insulate the owner's practice from liability if the IC commits malpractice.

But does designating the dental professional as an IC really insulate the owner's practice from liability? The short answer is "probably not."

Per Illinois law, an owner's practice is usually vicariously liable for a negligent act by an IC as the IC would likely be considered an "apparent agent" of the owner's practice since the patient would reasonably believe that the IC is an employee. The legal standard is what the patient perceives the IC to be, not what the owner believes.

So what can an owner do to reduce (not necessarily insulate) his or her practice from potential liability from negligent treatment by the IC?

*Does designating the dental professional
as an (independent contractor)
really insulate the owner's practice from liability?
The short answer is "probably not."*

- First and foremost, make sure that the IC has his or her own malpractice insurance policy. If the IC is sued, the IC's policy should pay the bulk of the defense costs and the majority of any settlement payment.

- Require the IC to name the owner's practice as an "additional insured" under the IC's malpractice policy. Therefore, if the IC and the owner's practice are sued based on alleged malpractice by the IC, the owner's entire "defense" may be picked up by the IC's malpractice policy. It's known as "tendering the defense."

- The owner should inform a patient, in writing, that the IC is not affiliated with the owner's practice.

- However, even informing a patient that the treating dentist is an IC, an owner's practice may still not be insulated from liability if the patient sues the IC because most owner-IC relationships are really employer-employee relationships, regardless if the owner has a contract that designates the treating dentist/dental specialist as an IC or tells the patient the treating dentist/dental specialist is an IC or the owner 1099s the IC at the end of the year. Why? Because the owner typically supplies the patients, bills patients for IC's treatment, pays the IC a percentage of collections and provides the IC with equipment and staff. . . all of which are indicative (to the IRS) that the treating dentist is really an employee, not an IC.

Therefore, while there are certainly many benefits in having an IC work at the owner's office, the owner must be aware of the exposure their practices face when they designate a dentist/dental specialist as an IC and should take steps to reduce the practice's liability if the IC were to be sued. ■

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

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

Volunteer Spotlight: Nevin Brittain

THIS COLUMN IS DEDICATED TO THE MANY VOLUNTEERS WHO GENEROUSLY HELP THE CDS FOUNDATION provide access to care programs and dental education in our communities.

Nevin Brittain is a future dentist who turned his race in the Chicago Marathon into a fundraiser for the CDS Foundation by securing \$3,300 in donations to support the CDS Foundation Clinic.

Why did you decide to raise money for dental care by participating in the Chicago Marathon?

Well, I have always said that when I am a dentist, I want to help as many people as I can. Since I'm not a dentist, I had to think of ways that I could help people without doing actual dental procedures. I prayed for an idea, and it came to me that the best way to help people would be to provide funds to a foundation that prioritizes helping people, specifically in dentistry. So I decided to sign up for the Chicago Marathon.

How did you hear about the CDS Foundation?

When I knew that I was selected to run in the marathon, I started looking for foundations that shared the same values of helping people through dentistry. After a few internet searches, I found the CDS Foundation. When I read that providing dental care to low-income residents was



central to its mission, I immediately knew this is what I was looking for. Reading further and watching the videos of people who were helped by the clinic, I just knew that I wanted to help this amazing cause. Their mission statement hit home for me. I had witnessed a friend lose his mom be-

cause she couldn't afford to get her problem assessed by a dentist or other health professional. I know there are others out there who hesitate to see dentists because of cost, and that mistake could be fatal. So, I thought that if I could help raise funds for the clinic, they could hopefully

“The thought of being able to help people is what drives me to be a dentist.”

help more people! I contacted Kristen Weber, executive director, and the rest is history.

What made your fundraising efforts so successful?

I was able to raise the money through Facebook and many generous donors. The most rewarding part was knowing that the funds will be used to help patients in need. A bonus was realizing that I have so much support from so many amazing people. I truly couldn't have raised \$3,000 without the love and support from friends, old and new, and family.

What obstacles did you encounter?

I never imagined that one of the most difficult parts of the fundraiser would be cold-calling people to see if they were willing to contribute to the CDS Foundation.

Outside of that, I would have to say the marathon was challenging, to say the least. There were times I didn't think I would make it because of some cramping. But remembering that there were so many people who supported the CDS Foundation and me propelled me to the finish line.

How did the experience change you?

This was actually my first time running in a marathon and my first time fundraising for anything. I now have a new respect for fundraisers and people that run

marathons. Both had their own respective difficulties, but I loved the challenge. Now that I know that I can fundraise and run a marathon, I would want to do it again.

What is your current job and why are you pursuing a career in dentistry?

I currently work at the University of Chicago as a research technician. I am pursuing a career in dentistry because I love people. I love helping people and making

personal connections. The thought of being able to help people is what drives me to be a dentist. I also love that dentistry can be used as a preventative health measure for a person's overall health. ■

Thank you Nevin, for your dedication to oral health and to underserved families in our communities. The funds you raised will provide much-needed dental supplies, PPE, clinical materials, disposables and lab fees for patients at the CDS Foundation Clinic.

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David Markiewicz book shows children that dentists care, not scare

By Joseph DeRosier

THE UNKNOWN CAN BE SCARY, ESPECIALLY TO CHILDREN who have vivid imaginations. And who can blame them, everyone has a tendency to fill in the gaps with ideas that are plausible but might not be true.

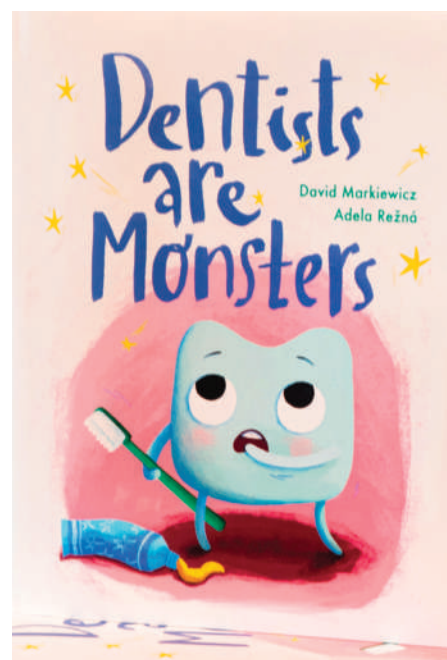
With that in mind, CDS member David Markiewicz set out to find a way to put children at ease with a visit to the dentist, especially those heading into the operator for the first time.

The result was a self-published children's book with the title, *Dentists are Monsters*, in which the book's protagonist, Tony the Tooth, hears from his fellow teeth all sorts of scary things about dentists, just the type of misinformation children may have heard or envisioned about a dentist.

But Tony the Tooth learns the truth and in the end sees dentists are not so scary but are really helpful.

Dr. Markiewicz said some dentists have said they aren't crazy about the title but he said it is intended to appeal to parents as a motivation to pick up the book. The title is purposely catchy and plays on the fact that children can have a runaway imagination.

"Whether we like it or not some people view dentists as monsters, they don't like coming in for visits or have



"I wanted to use it as a tool to help kids in our practice, but also spread my reach beyond just the patients who I see"

had bad experiences," Dr. Markiewicz explained.

He said he wants parents to get the book because of the title, show that there are preconceived notions, and then "get them at the end of the book when they realize that dentists are not monsters."

Dr. Markiewicz is a general practice dentist who graduated two years ago from the University of Illinois at Chicago College of Dentistry and now works alongside his father at their Mundelein

office. He didn't have experience as an author when he started the book project but always enjoyed writing.

He said he agrees with the notion that dentists have varied interests and skills melding science and art in the profession.

"You have both the right and left part of your brain," Dr. Markiewicz said. "Writing is my creative way to express myself, and I always wanted to publish a book. My wife, Erica, is a third grade teacher, and she has a lot of insight into

kids and storytelling. She helped me in this process to make this dream become a reality for me.”

Dr. Markiewicz said he also worked with an editor and an illustrator to complete the book that took more than two years from inception to the end product.

“This was a project that I wanted to do for myself, I had no intention to make millions of dollars off this,” he said. “I wanted to use it as a tool to help kids in our practice, but also spread my reach beyond just the patients who I see; so if a kid could read this from a different state hopefully I can be helping them with their dental anxiety even if they aren’t in my own chair.”

He came up with the idea for the book while a dental student and working at the University of Illinois at Chicago pediatric clinic.

“I saw a lot of kids and some of the anxieties they had about coming in and that’s when some of the ideas started to form,” he said. After writing out the manuscript it was a matter of finding the right illustrator, who he discovered online in an illustrator forum. She lives in Bratislava, Slovakia, and he said her work is warm and welcoming.

“It was a very collaborative experience,” he said, with the two exchanging ideas before the final drawings were completed.

Before the pandemic hit, and before it was even published in May of 2020, he read the book to children in a number of classrooms and libraries and reports that parents liked it. View the video of Dr. Markiewicz reading his book at on.cds.org/dentistsaremonsters.

The book is being sold on Amazon and as of mid-October it had sold out. Another shipment had been ordered, he said.

He’s hoping dentists see it as a tool to help kids prepare for a first or even sec-

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ond visit to the office.

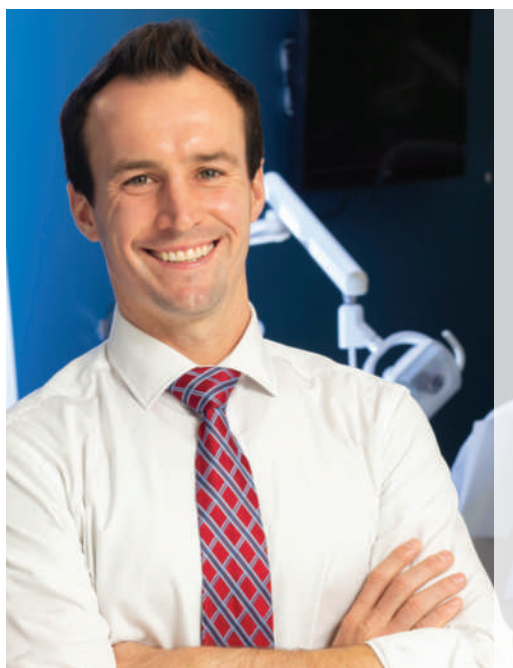
Dr. Markiewicz uses the book in his office, sometimes reading it to children in what he calls “happy visits,” meant to foster a positive experience for first-time appointments. If he gets a chance to do an actual dental examination, then so much the better, but that is not the visit’s purpose.

“Our goal is to make sure the patient is having a good experience,” he said. “We want them to have lots of good visits leading up to those appointments so they become more and more comfortable each time they come in.”

And to learn, that dentists are NOT monsters. ■

member profile

No shortage of challenges for dentists starting out



Ben Youel

Education: I'm a 2013 University of Illinois at Chicago College of Dentistry grad and a 2019 UIC Ortho grad.

Practice: Grayslake Orthodontics, grayslakeortho.com.

Biggest challenge to date: Although COVID was a challenge to navigate, I think it was a greater challenge transitioning patients, family and staff from the previous owner of my practice to me when I took over in the summer of 2019.

the CDS Membership Committee, the ISDS New Dentist Committee, the ADA Council on Membership and a member of the ADA's New Dentist Committee.

Seismic shifts have dominated the dental world in the last few years, not least of which is COVID-19. For early career dentists, hardships are plain: student debt and career paths. Dentistry issues writ large, such as the effect of DSOs and the commercialization of the profession, loom as well. Add in COVID-19 complications due to dental office shutdowns, financial hits and lingering staff shortages. It's a complicated time to start a dental career.

Student loan debt, and the intrinsic value of a dental education, pose difficult questions. Dr. Youel praises his mentors and his career choice but acknowledges that the cost of a dental degree today – an average of \$300,000 and often quite higher in some parts of the country and excluding advanced degrees – can seem a mountain too high.

The existential question, Dr. Youel says, is: "Is it worth it? What is the number (total tuition cost) before it doesn't make sense to become a dentist?"

This is a subject near to his heart and one he follows closely. Dr. Youel is well-versed in dental school tuition, applicant numbers, loan interest rates, how dental school clinics are factored into tuition, and why Dental Service Organizations look attractive to new graduates with a large debt load.

by Stephanie Sisk

THERE IS NO SHORTAGE OF CHALLENGES FOR DENTISTS at the outset of their careers. CDS member Ben Youel has walked that road. While there have been some bumps and learning curves, eight years out of dental school, he finds his career has "exceeded expectations."

As the son of schoolteachers growing up in Crystal Lake, Dr. Youel enjoyed a bucolic childhood of friends and tennis in the suburb, located about 50 miles northwest of Chicago. It was on the tennis court he met an orthodontist, and the dentistry seed was planted.

"I didn't know hardly anything about dentistry before I started" at the University of Illinois at Chicago, he said, looking back. He wanted some foundation right from the start to determine "What am I getting myself into?"

Dr. Youel graduated in 2013 from UIC's dental school, did a General Practice Residency at Illinois Masonic Hospital, worked as a general dentist and a few years later returned to UIC for his orthodontic training with a Master of Science degree. In 2019, he took over at Grayslake Orthodontics in Grayslake. Today, he serves as a member of

The issues are “daunting,” he says, but some steps toward solutions are possible.

Start, Dr. Youel says, by offering a more competitive interest rate on federal student loans, which can run well over 8% compared to mortgage loans or car loans in the 3% to 6% range. Offer more loans that wait to launch compounding interest until after graduation, he adds, to give an early career dentist a chance to find and start work minus the worry of looming interest payments.

One small silver lining of the pandemic, Dr. Youel shares, is that loan interest was paused, giving him a chance to chip away at the interest owed on his loans.

Organized dentistry provides a path to engage with these issues and more, and Dr. Youel is a hearty proponent of their ability to do good for dentists and dentistry.

He considers his background, completely lacking any kind of family connection to dentistry:

“If you’re like me, how can you not join organized dentistry?”

“Why would I not be drawn to have the opportunity to join the profession I’m carving out for myself? Through organized dentistry I can influence things for the better.”

ADA’s strong lobbying arm is always poised to fight for dentistry’s best interests, he says, including on loans and repayment terms – top issues for early career dentists – as well as oral health education and licensing issues, among many other issues.

Challenges have popped up to test the ADA, however. DSOs historically have been considered something of a threat to organized dentistry. Additionally, the Diversity, Equity and Inclusion (DEI) movement presents some soul-searching for a largely white male-

‘Commodization’ of dentistry a threat to patient health

While there are challenges, Dr. Ben Youel sees threats to patient health in the commercialization and “commodization” of dentistry in the Internet Age.

Do-it-yourself dentistry, misinformation and dubious sales pitches are everywhere, particularly worrisome for his field of orthodontics.

Direct-to-consumer aligners are “so dangerous,” he argues, because prescribing aligner treatment to someone without an in-person exam and without radiographs is malpractice. This can, and has, resulted in the creation of bite-issues that didn’t previously exist, increasing tooth mobility and the loss of teeth in some patients. An orthodontist who develops a treatment plan based on an examination can ensure patients’ complete needs are met.

Google searches to find the “cheapest” dentistry does a disservice to patients and to dentists, he said. The mouth is a window to early health problems, and an ongoing relationship with a dentist provides a continuity of care not just for the mouth but provides the critical “connection” to patients’ health overall. Second opinions on treatments are not to be discouraged, Dr. Youel said, but dentistry is not like “Amazon,” where the cheapest product with good reviews rules in sales.

“There’s been a shift in the broader market in America to see health care – and dentistry – as a commodity,” he said, posing an on-going threat.

dominated profession despite growing more female and ethnic every year.

“DSOs are not a threat to organized dentistry,” Dr. Youel said. Those who choose that path are “full-fledged dentists.” Though he sees that attitude easing, organized dentistry “dug a bit of a hole for itself by not embracing dentists who choose to practice that way.”

Same on DEI: “We need all these diverse perspectives to guide us,” he added.

“Organized dentistry is pivoting to be more welcoming” particularly to those pursuing jobs in DSOs, he said. The ADA “needs to be the organization for all of dentistry.”

“Everyone out there is trying to do dentistry in a way that is comfortable to them, what they pictured themselves doing when they started dental school,” he said. That the path is not the same for all should carry no judgment.

Change anywhere can be slow-going, and it needs to be “intentional,” he said, to have a meaningful and lasting impact. The ADA needs to champion the values and aspirations of all of its members in a recommitment to its founding mission.

The future of dentistry will continue to face trials, Dr. Youel said, but he said he made the right choice years ago, and the needed sacrifices were worth it. “It has certainly exceeded expectations,” he said. His commitment and dedication have gained broader attention too. He accepted the William J. Greek Memorial Leadership Award at the Illinois State Dental Society’s annual session in September in recognition of his leadership and involvement in organized dentistry. ■

Stephanie Sisk is the CDS Assistant Director of Communications. Photo by Tricia Koning.

new members

CDS welcomes you

New Members

Afshari, Anita

University of Tennessee HSC, 2020
Chicago, Kenwood/Hyde Park Branch.

Aguirre, Juan

University of Illinois at Chicago, 2021
Schaumburg, Northwest Suburban Branch

Al-Farra, Nisreen

University of Detroit-Mercy, 2020
Addison, West Suburban Branch

Al-Shaikhli, Fatimah

University of Illinois at Chicago, 2021
Chicago, Kenwood/Hyde Park Branch

Al Saadi, Sura

University of Illinois at Chicago, 2021
Lisle, West Suburban Branch

Al Sammarraie, Noor

University of Illinois at Chicago, 2021
Addison, West Suburban Branch

Ammar, Nihad

University of Illinois at Chicago, 2021
Chicago, Englewood Branch

Antwi, Maame

University of Illinois at Chicago, 2020
Chicago, Kenwood/Hyde Park Branch

Asami De Souza, Kesia

University of Illinois at Chicago, 2021
Chicago, North Side Branch

Awadallah, Tesneim

Midwestern University Illinois, 2021
Burbank, Englewood Branch

Bianco, Anthony

Midwestern University Illinois, 2021
Schaumburg, Northwest Suburban Branch

Casey, Dina

University of Illinois at Chicago, 2021
Chicago, West Side Branch

Choi, Wooyoung

Midwestern University Illinois, 2020
Oswego, West Suburban Branch

Chojnowski, Justyna

Marquette University, 2021
Gurnee, North Suburban Branch

Chon, Minji

University of Illinois at Chicago, 2021
Chicago, North Side Branch

Cole, Rachael

University of Illinois at Chicago, 2021
Lombard, West Suburban Branch

Cyriac, Akhila

University of Detroit-Mercy, 2021
Chicago, Northwest Side Branch

Dalloul, Remy

University of Illinois at Chicago, 2021
Deerfield, North Suburban Branch

DeFries, Sarah

University of Illinois at Chicago, 2021
Chicago, Englewood Branch

Echezarreta, Jesus

Marquette University, 2021
Skokie, North Side Branch

Elborno, Lana

Midwestern University Illinois, 2021
Oak Park, West Side Branch

Flores-Hutton, Nicholas

University of Illinois at Chicago, 2021
Chicago, North Side Branch

Gallegos, Evan

Tufts University, 2021
Palos Heights, South Suburban Branch

Ghani, Xavier

University of Illinois at Chicago, 2020
Chicago, North Side Branch

Golemo, Angelika

Midwestern University Illinois, 2021
Arlington Heights, Northwest Suburban Branch

Groh, Hannah

Indiana University, 2020
Chicago, Northwest Side Branch

Ha, Yelin

University of Illinois at Chicago
Chicago, Kenwood/Hyde Park Branch

Halabiyah, Mujahed

University of Illinois at Chicago
Oak Lawn, Englewood Branch

Hasan, Massara

University of Minnesota, 2021
Naperville, West Suburban Branch

Hassenplug, Jacqueline

Midwestern University Illinois, 2021
Roselle, West Suburban Branch

Hobbs, Charlie

Midwestern University Illinois, 2021
Chicago, North Side Branch

Ibne-Rasa, Neha

University of Illinois at Chicago, 2020
Chicago, Kenwood/Hyde Park Branch

Im, Christina

University of Illinois at Chicago, 2021
Chicago, West Side Branch

Issa, Naimeh

Midwestern University Illinois, 2021
Orland Park, South Suburban Branch

Jibawi, Leena

University of Illinois at Chicago, 2021
Skokie, North Side Branch

Joo, William

University of Illinois at Chicago, 2021
Oak Lawn, Englewood Branch

Kandi, Kaveh

Indiana University, 2021
Bloomington, West Suburban Branch

Karim, Hedaya

Midwestern University Illinois, 2021
Lansing, South Suburban Branch

Khan, Aoun

University of Illinois at Chicago, 2021
Chicago, North Side Branch

Korona, Bryan

University of Detroit-Mercy, 2020
Lansing, South Suburban Branch

Kutinsky, Aaron

University of Michigan, 2020
Chicago, Kenwood/Hyde Park Branch

Lavagnoli, Priscilla

University of Illinois at Chicago, 2021
Calumet City, South Suburban Branch

Magee, Dylan

University of New England, 2020
Chicago, Kenwood/Hyde Park Branch

Magner, Patrick

University of Illinois at Chicago, 2021
Mount Prospect, Northwest Suburban Branch

Maloney, Elizabeth

Southern Illinois University, 2020
Homewood, South Suburban Branch

Nguyen, Michael

Midwestern University Illinois, 2021
Park City, North Suburban Branch

Robin, Megan

University of Illinois at Chicago, 2021
Hawthorn Woods, Northwest Suburban Branch

Schroer, Erica

Midwestern University Illinois, 2021
Chicago, North Side Branch

Somers, Medalith

University of Illinois at Chicago, 2021
Naperville, West Suburban Branch

Uribe, Carmen

University of Illinois at Chicago, 2021
Westchester, West Suburban Branch

Vergados, William

Southern Illinois University, 2020
Palos Hills, South Suburban Branch

Witik, Caroline

Southern Illinois University, 2021
Downers Grove, Englewood Branch

Deceased Members

Blake, Gene, Jr.

University of Illinois at Chicago, 1976
Palatine, Northwest Suburban Branch
Aug. 7

Bonus, Harold

University of Illinois at Chicago, 1964
Glen Ellyn, West Suburban Branch
Jan. 9, 2017

Jordan, John

Ohio State University, 1957
Washington Court House, OH,
Associate Member Branch
Jan. 19

Klein, Alan

Loyola University of Chicago, 1955
Wilmette, North Suburban Branch
Oct. 7

Pavlatos, James

Loyola University of Chicago, 1965
Palos Park, Englewood Branch
Aug. 31

Recktenwall, John

Northwestern University, 1958
Elizabeth, West Suburban Branch
Jan. 3

Taylor, Oliver, Jr.

Meharry Medical College, 1960
Chicago, Kenwood/Hyde Park Branch
July 29

Torchia, James

University of Kansas City, 1957
Tulsa, OK, Associate Member Branch
Jan. 7

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branch news

Reports from our nine branches

Englewood Branch

by Genaro Romo Jr., DDS

Ken Grebliunas reports that he moved to Montana in April.

Ken hoped to be in there in time to celebrate his 65th birthday with his children, but COVID-19 put that on hold. “We all lived through the pandemic. It was the straw that finally broke my back,” he said. “My sons told me, ‘Dad, it’s time to slow down and enjoy life more.’ I took their advice.”

Ken continued, “If you love the outdoors, this is a great place to live. I can pedal eight miles from our rental and be out in the country. There are tons of places to hike or go mountain biking, or take the kayak on the Missouri River. Plenty of hunting and fishing.”

On July 17, Ken’s eldest son, Brian, got married to Amanda Bryson. The church was the shade of a big tree and the backdrop was the Missouri River.

Ken’s younger son, Eric, and his wife, Stephanie, live in Lakewood, CO. “Hopefully, we will be able to get together more often for family fun.”

Ken added that retirement is still in the future. He is currently an independent contractor associate in Great Falls. Nice change of pace not having to deal with the day-to-day aspects of managing a practice. He thanks **John Kozal** for taking on his patients. And he sends a shout out to his two assistants – Katharina Kilimnik and Vanessa Melgoza – who were such a pleasure to work with. They understood the importance of treating patients with kindness and compassion.

“There is no way I would have succeeded in practice without the help of organized dentistry. The CE programs and Midwinter Meeting are top-notch. Member services have been very helpful. The staff at the ADA and ISDS always there to answer questions and provide advice. My time working in Mediation



ENGLEWOOD:
Ken Grebliunas (left) has moved to Montana. Below is a view of the Missouri River that he now gets to enjoy.



and Peer Review has made me a better dentist.”

“I was saddened by the passing of **Walter Lamacki**. Dr. Lamacki, was a fellow member of the Englewood Branch. He was always very friendly and gracious to me. There was an open invitation to sit with him at the dinner table. Organized dentistry is a better profession because of

people like Walter. So many thanks to all the people from the Englewood Branch who served us. Belonging to organized dentistry was one of my best decisions ever. I will miss all of you. To the group at Kitty O’Shea’s after the Midwinter Meeting, I hope our paths cross there again.”

Kenwood/Hyde Park Branch

by Lori Lightfoot, DDS

We welcomed the “Green Coats” at our Nov. 9 branch meeting.

CDS President-elect **Tom Schneider Jr.**; 2022 Midwinter Meeting General Chair **Michelle Jennings**, and CDS Executive Director Randy Grove, joined us and invited our branch to attend the 2022 Midwinter Meeting.

We enjoyed getting together in person, as we listened to **Jason Luchtefeld** deliver a presentation called, “Navigating the Rollercoaster of Options in Dentistry.”

Branch President **Nichol Houston** welcomed many guests, new dentists, hygienists and students.

Chalice Coleman, (UIC, 1981) got to know **Angel Frazier** (UIC, 2020). Despite the difference in years they graduated, they realized they had a lot in common.

(Chalice is looking for an associate, if you know of anyone interested, please contact me to get her information)

North Side Branch

by Ray Tsou, DDS

We have two additions to the families of our two past presidents.

Chelsea Jones and her husband, Adam Weil, welcomed a beautiful baby girl, Lillian Rae Weil, on June 10. Chelsea said, “Lillian has been a blessing and a joy.”

Ashley Kauffman and her husband, Tim, celebrated the birth of their son, Joey, Oct. 21. She reports, “everyone is healthy and happy.”

Good news from **Dan Berman**, who now resides in Colorado following his retirement due to illness. He recently underwent two successful spinal procedures.

Dan has been a CDS member since 1988, and a graduate of Temple University School of Dentistry. He promises to be at the 2022 Midwinter Meeting. We look forward to seeing you, Dan.



NORTH SIDE: Ashley Kauffman and her husband, Tim, announced the birth of their son, Joey (Above), Oct. 21.

(Below) Chelsea Jones and her husband, Adam Weil, welcomed the birth of their daughter, Lillian Rae Weil.



KENWOOD/HYDE PARK: Chalice Coleman and Angel Frazier at our Nov. 9 branch meeting.



We thank our branch members for volunteering at the CDS Foundation Clinic, including: **Maska Bartosz, David Behm, Erla Calderon, Megan Davenport, Christen Dinikha, Chelsea Jones, Jeffery Kramer, Janet Kuhn, Richard Leyba, Jun Lim, Ilie Pavel, Cristian Pavel, Joy Poskozim, Noah Rosen, Milton Salzer, Kelly Skerrett, Mary Um, Zackary Weiss, and Ben Youel.** And a special thank you to our superstar, **Margaret Buell**, who volunteers there about six times a month. We are grateful to everyone for your generous spirit and commitment to serving those in need.

For those of you nearing retirement, **David Behm** has some ideas to fill your days. Shortly after graduating from Loyola University School of Dentistry in 1981, David started a private practice in Edgewater Beach. After 40 years in practice, David's retirement will be filled acting as president of Dent-IL-PAC for ISDS, Chair of the Mediation Committee for the CDS and Chair of Peer Review for our branch. In his spare time he serves as a vaccinator for the Skokie Health Department, Chairman of Congregation B'nai Chai and a volunteer at the CDS Foundation Dental Clinic. David also enjoys drumming with friends, hanging with his Westie pups, and spending time with wife, Donna, and the grandkids.



NORTH SIDE: Cissy Furusho, William Simon and Jun Lim at the ADA SmileCon.

A hearty thank you to our out-going branch director, **Janet Kuhn**. She represented the our branch on the CDS Board for the past three years while managing an office move and taking care of her family.

Members of the North Side Branch attended the 2021 ADA SmileCon and participated in the House of Delegates this past October. **Cissy Furusho, Bill Simon** and **Jun Lim** met with dedicated dentists from all over the country to prepare our field for the rapidly chang-

ing environment. Our delegation was led by 8th District Trustee **Susan Doroshov**, and ISDS President **Stacey Van Scoyoc**. The delegation remarked that they all felt like a family and enjoyed each other's camaraderie.

Our newest member, **Christian Caicedo** has been very busy this year. He celebrated his 32nd birthday with girlfriend, Sarah, close friends and family. Christian loves learning and completed his implant training at the Chicago Implant Institute. He will be taking the AAID fellowship exam later this year.



NORTH SIDE: (left) David Behm in his favorite chair. (center) Janet Kuhn. (above) Christian Caicedo and girlfriend, Sarah.

North Suburban Branch

by Rafael Peña, DDS

Julie Laverdiere Beck welcomed **Phil Meehan** as an official partner to her practice – Oral Surgery of the Glen. They have been working together for over eight years. In addition, after a year delay due to COVID-19, Phil married his longtime girlfriend, Bridget Niebruegge, in September. The ceremony was held at Cafe Brauer in Lincoln Park. Bridget is a physician assistant in the ER of North Shore Hospitals.

Also due to pandemic delays, Julie finally was able to celebrate her son Matthew's white coat ceremony at Marquette University School of Dentistry. She is excited to be supporting her son in following in her footsteps. Her daughter, Madeleine, will also soon be completing her graduate degree at Northwestern University.



NORTHWEST SIDE:

Tom Schneider, Spencer Bloom, Mike Biasiello, Barbara Mousel, Elise Adley and Sal Storonolo accepted the 2021 Chauncey Cross Award.



NORTH SUBURBAN: Julie Laverdiere Beck and her son, Matthew.

Northwest Side Branch

by Paul Muhr, DDS

Our branch is proud to be recognized with the 2021 Chauncey Cross Award for Outstanding Component Participation in Dent-IL-PAC. The award was presented in September at the ISDS Annual Session.

This award is given to the branch or ISDS component with the highest percentage of PAC members. It's the Northwest Side Branch's record breaking sixth consecutive year to win this award! Branch Director **Mike Biasiello** said, "Congratulations to all of our members who contribute to Dent-IL-PAC."

Patrick Fitzgerald started our season stating, "We can offer our patients the good news that there is more we can do for saving the compromised tooth." Patrick introduced **Marty Rodgers**, an endodontist, who challenged us to rethink how we approach the decayed, fractured or infected tooth. Rather than quickly accepting extraction and



NORTHWEST SIDE: Patrick Fitzgerald with Larisa Spirtovic.

implant placement, Marty presented clinical cases and updates on what is now possible in saving teeth.

Patrick then recognized our outgoing branch president, **Larisa Spirtovic**, thanking her for her wonderful work during the COVID-19 year, conducting all branch meetings via Zoom.

We held our first in-person branch meeting Oct. 5 at Café La Cave. We had not been able to gather in person since December 2019.

The 100-Year Celebration for our Branch will be held April 9. Mark your calendars now! A promotional video was presented at the branch meeting followed by discussion with all our members on how we will celebrate 100 years.

Northwest Suburban Branch

by Sylvia Deek, DDS

Congratulations to CDS Secretary **Michael Durbin** and past branch director, **Renee Pappas** on the wedding of their son, Peter, to Casey Macdonald. on Oct. 22.

Peter is a third-year orthodontic resident at the University of Illinois at Chicago College of Dentistry and Casey works for Morningstar in Chicago. The wedding was at St. George Greek Orthodox Church in Lincoln Park, and a beautiful reception followed at the Chicago Cultural Center.



NORTHWEST SUBURBAN (above, L-R): Kristen Durbin, Casey Macdonald, Peter Durbin, Renee Pappas and Michael Durbin.

Mike Unti and his daughter, Evy, completed hiking the entire Appalachian Trail in September. Mike met up with his daughter and her friend and hiked with them for the last five miles to the top of Mount Katahdin in Baxter State Park in Maine.

Congratulations to **Paul Litvin**, who is proud of his daughter, Beth, on the birth of her son, Colin. This will be Paul's third grandson, two from his daughter and one from his son.



NORTHWEST SUBURBAN (left) Mike Unti and his daughter, Evy. (right) Joe Baldassano and his family celebrated a Wisconsin Badgers win with Bucky.



South Suburban Branch

by Kevin Patterson, DDS

What a treat to be back to in-person meetings. In a strange way, I actually missed the abuse that my friends dish out. Maybe it's just a South Suburban thing. I appreciate old friends exchanging snarky comments and sarcastic zingers like a tennis match going back and forth. Our branch has some masters.

There's been a lot going on and we have plenty to crow about.

Chris Coffey and his wife, Breanna, welcomed their second child, Luke Gabriel, on Labor Day weekend. That makes **Ken Coffey** a grandpa again.

Congratulations to **Phil Schefke** on his Installation as CDS Treasurer. I'm writing this before it has actually happened, but we all have a lot of faith in Phil.

Cheers to **Ron Waryjas** and his wife, Marianne. Ron recently began his term as an ISDS Trustee. Marianne is serving on the board of the Girl Scouts of America.

Ben Hoekstra reports that he had a fun summer gardening with his son and grandson. He also enjoyed spending time with his great-grandchildren.

Midwestern University College of Dental Medicine – Illinois students and faculty volunteered at the third annual Heal Elgin health clinic on Nov. 13

The Bears delivered a rare win in Las Vegas for **Keyur Shah's** 47th birthday. **Sunil Sinha** and some other friends were there to celebrate with him.

I saved the best news for last. **Ni Van** married Reginald Woo Aug. 22. Heartfelt congratulations from our branch to the happy couple.

West Side Branch

by Richard Kohn, DDS, and Michelle Jennings, DDS

Sharon Horowitz competed in The Ironman 70.3 in Des Moines, IA, this past June. Sharon then raced in August at the USA National Triathlon Championship in Milwaukee, after she qualified for her age group from a previous race. Congratulations Sharon!

Don Bennet is a man of many talents. Besides being a dentist, he is a talented woodworker. Don learned woodworking as a boy from his father. It has been his lifelong interest, one of many. Over the years he has made many different things, some for fun some for utility.

Kamal Vibhakar and **Charu Vibhakar** vacationed in Cabo where Kamal also found time for his golfing passion.

We have a great lineup of speakers for this year's branch meetings, starting



SOUTH SUBURBAN: Midwestern University students and faculty volunteered Nov. 13 at Heal Elgin. (Front row) Kevin Patterson, Sudhin Krishnan, Shazil Hayat, Micah Shaw, Kia Naderi, BriAnna Bedi. (Middle row) Neam Asaad, Furrukh Ashraf, Brigitte Winn, Hyemin Yoo, Kelli Christensen, Mindy Chui, Maggie Miller. (Back row) Ken Kadziela, Sid Mohan, Sarah Stewart, Atmiya Sheth, Eddie Craciun, Jon Aiuppa. (not pictured) Husam Hiwadi, Alicia Liu and George Zehak.



Chris Coffey and his wife, Breanna, welcomed their second child, Luke Gabriel.

with the uncle of **John Polivka** – David Iglehart –who presented a lecture called, “The Saga of an Undetected Oral Lesion” at our September meeting. Our October meeting featured Bob Gray, who spoke about tax deductions and finances. I know that our branch members truly have enjoyed being back in person not only for the interactive nature of the CE, but also for the camaraderie and finally catching up with our West Side dental family.

Our branch was well represented at the ISDS Annual Session in Oak Brook this September. Delegates and alternate delegates included **Shafa Amirsoltani, Jim Bryniarski, Carol Everett, Larry Jacobs, Michelle Jennings, Richard Kohn, Colleen McShane, Sharon Perlman, John Polivka, Mike Tauber, Kamal Vibhakar, and Susan Zelazo-Smith**. The West Side Branch has three current trustees: **Jim Bryniarski, Michelle Jennings and Susan Zelazo-Smith**. We thank **Shafa Amirsoltani** for her work as ISDS trustee from our branch.

On the political end, **Gary Alder** and his wife, Diana, attended the third annual Fall Reception for Chicago City Commissioner Bill Lowry, husband of **Cheryl Watson-Lowry**.

Richard Kohn retired in September after 40 years of practicing endodontics. He has truly been an example of hard work, dedication and caring. Now it is time to travel! His first short trip was to Connecticut with **Michelle Jennings** to visit her son, Michael, and daughter-in-law, Ashley. One highlight was visiting the Mark Twain House and Museum. A trip to the East Coast would not be complete without lobster



WEST SIDE: Richard Kohn enjoying retirement.



WEST SUBUBAN: Iron Man John McNamara.

West Suburban Branch

by Michael McCormick, DDS

Congratulations to **John McNamara** on completing an Ironman Triathlon (2.4 mile swim, 112-mile bicycle ride and 26.22-mile run) in Chattanooga, TN. What an amazing feat! You are an inspiration.

Our branch held its first in-person branch meeting Oct. 5 at Maggiano’s in Naperville. Congratulations to the winners of our raffles (pictured below): **Taisa Szeremeta-Brower, James Zajac, Barb Chang and Paul Kempf**.

We look forward to the rest our season. ■



meeting place

SOCIAL & EDUCATIONAL OPPORTUNITIES

January

11: Englewood Branch

Risk Management, Estate Planning, Tax Planning, Lawsuit Prevention: Presented by Jamie Otto of Legally Mine. At Francesca's on 95th, 6248 95th St., Oak Lawn. Cocktails: 6 p.m.; Dinner and Program: 7 p.m. Contact Paul DiFranco, pdifra2@gmail.com or call 708.761.4255.

11: North Side Branch

Valuations, Transitions, and the Untold Realities of Selling and Working for DSOs: Presented by Peter Ackerman, CPA, from ADS Midwest Transitions. At Maggiano's Little Italy Old Orchard, 4999 Old Orchard Shopping Center, Skokie. Cocktails: 6 p.m.; Dinner: 7 p.m.; Program: 8 p.m. Contact Bill Simon at northsidecds@gmail.com.

11: North Suburban Branch

Resorption: Our New Epidemic: Presented by Scott Bentkover, DDS. At Exmoor Country Club, 700 Vine Ave., Highland Park. Cocktails: 6 p.m.; Dinner and Program: 7 p.m. Contact Karen Benedetto, karen.kasinski@gmail.com, or call 847.256.1070.

11: Northwest Suburban Branch

Tobacco, Vaping, and Cannabis: What Do We Know?: Presented by Larry Williams, DDS, MPH. At Meridian Banquet & Conference Center, 1701 W. Algonquin Rd., Rolling Meadows. Cocktails: 6 p.m.; Dinner and Program: 7 p.m. Contact Jeff Langefeld, jdlangefeld@gmail.com, or call 847.255.2968.

11: South Suburban Branch

Opioid Prescribing Principles and Alternatives for Post-Operative Pain Management: Presented by Andrew Kalin, MD. At Cooper's Hawk in Orland Park, 15690 S. Harlem Ave., Orland Park. Cocktails: 6 p.m.; Dinner and Program: 7 p.m. Contact Robin Gallardi, DDS, MS, 708.755.0800, or face2facesurgeryoffice@gmail.com.

11: West Side Branch

Buckingham Strategic Wealth: Evidence Based Investing and Holistic Planning: Presented by Buckingham Advisors Sara Cooke and Madaline Creehan. At La Notte Ristorante Italiano in the Carleton Hotel, 1120 Pleasant St., Oak Park. Cocktails: 6:15 p.m.; Dinner and Program: 7 p.m. Contact Lawrence Jacobs, ltident4@aol.com, or call 708.453.0250.

11: West Suburban Branch

The Restorative/Specialist Connection: Creating Predictable Outcomes Through Collaborative Effort: Presented by Jeffrey Bonk, DDS. At Maggiano's Little Italy, 1847 Freedom Dr., Naperville. Branch Board Meeting: 5 p.m.; Cocktails: 6 p.m.; Dinner and Program: 7 p.m. Contact Dottie Mackie, damr1953@gmail.com, or call 630.750.1409.

EVENTS MAY BE SUBJECT TO CHANGE:

Rapidly changing developments may impact CDS events and branch meetings. Watch your email for updates in case new state or local mitigation requirements prompt last-minute changes to branch schedules or conditions for meeting attendance.

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 – 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 MT Murphy, DMD, 847.869.9303.

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. Contact HADS at info@hads.com. 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.

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

classifieds

Place your ad online at CDS.org

DEADLINES

January/FebruaryDecember 10, 2021
March/April.....February 3, 2022
May/June.....April 9, 2022
July/August.....June 12, 2022
September/OctoberAugust 3, 2022
NovemberSeptember 1, 2022
DecemberNovember 2, 2022

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.

NOTICE: Classified advertising rates to change, effective Feb. 3, 2022.

CDS MEMBER RATES:

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

NON-MEMBER RATES:

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

RESTRICTIONS

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

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

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

OPPORTUNITIES

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.

OUTSTANDING OPPORTUNITY: Family Dental Care is a dental group owned by dentists (over 150 employees) and is expanding and seeking general dentists, specialists and residents. Currently seven locations and growing. Our partners earn at the top 1% of dentists. Come and talk to them. Highly competitive salary. No Public Aid or HMOs. Latest technology including digital X-rays, microscopes, CEREC, CBCT, LANAP with specialists on staff. Full-time or part-time positions available. Very busy quality-oriented practice. Recent graduates welcome. 773.978.7801 (ask for Peter) or email personnel@familydentalcare.com, www.familydentalcare.com.

PART-TIME PERIODONTIST:

Looking for a part-time periodontist two days a month to join our modern, established, multi-specialty practice in Orland Park, and Worth. Please call Shaker 708.415.0225 or email asfourse@aol.com.

SEEKING PART-TIME ASSOCIATE: Our Lombard dental office is seeking a dental associate for two days a week and one Saturday a month. We are flexible on hours and will work with the right candidate to make it the perfect fit. Our office is PPO and fee-for-service. We do not take Public Aid. This position can become full time. Very busy modern office. Long-time knowledgeable staff. Competitive package, independent contractor or W-2, which works best for you. Group insurance, sign-on bonus and daily minimum. If interested, please send resume to funtimesdental@gmail.com.

DENTAL HYGIENIST: International dental Rockford location is currently looking for part-time dental hygienist. Must have a degree in dental hygiene with an Illinois license. Apply now and join our team. Please send your resume to rabeh0398@yahoo.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.

FULL-TIME GENERAL DENTIST:

Elmhurst Dental Care is actively seeking a highly motivated dentist for our very busy family practice located in Elmhurst. We are seeking a full-time associate general dentist to join our well-established, multi-site group practice. Fee-for-service practice with solid patient base needs a professional experienced in all phases of general dentistry. Knowledgeable staff with state-of-the-art equipment. Email CV to hr@elmhurstdental.com.

ENDODONTIST OPPORTUNITY: A well-established endodontic specialty practice located in the western suburbs is looking to add a part-time endodontist. The position is for one to two days a week. Contact 215.perj@gmail.com.

CONSULTING DENTIST: Licensed dentists wanted to review dental claims for MetLife in the Chicagoland area. Applicants must have a minimum of five years clinical experience and must possess good clinical judgment and communication skills. Computer literacy and proficiency in keyboarding is necessary. Please send CV to bfitzgibbons@metlife.com for consideration.

GENERAL DENTIST NEEDED: Private, well-established practice located in Villa Park/Lombard area seeks a full-time/part-time general dentist. Along with experienced staff, we offer great compensation, daily guarantee, paid malpractice and sign-on-bonus. No corporate red tape-complete clinical autonomy, and mentorship to learn implants, braces, Invisalign and Botox. Email westdentaljobs@gmail.com.

ASSOCIATE DENTIST: Well-established office in Calumet City looking for a skilled associate who is familiar with all phases of dentistry. The office is fully digital and has well-trained staff. Excellent compensation. besmadi@yahoo.com.

ASSOCIATE NEEDED: Busy PPO/fee-for-service office in western suburbs looking for a full-time/part-time dentist with a minimum of one year of experience. Great work environment. Paperless, All digital, CBCT, Cerec and microscope on site. Looking to fill position as soon as possible. No Medicaid/HMO. Dentist should be proficient in all aspects of general dentistry. Please contact drsud.dds@gmail.com.

ORTHODONTIST NEEDED: Webster Dental Care of Hoffman Estates is seeking a part-time orthodontist about 6 days per month. \$1,250 per day plus incentives for selling cases. Send resume to drsteve@webster.dental.

ASSOCIATE DENTIST: Busy general dental office in southwest suburbs in search of part-time or full-time associate. Compensation based off adjusted production with \$900 daily minimum guaranteed. Send resume to nrfdental5@gmail.com.

ORTHODONTIST: We are looking for part-time orthodontist for our Rockford office. \$2,500-a-day. Please send your resume to rabeh0398@yahoo.com.

GENERAL DENTIST:

Busy PPO and private pay office in southwest suburbs looking for a full-time/part-time dentist with a minimum of one year of experience. Great compensation/daily guarantee. No Medicaid/HMO. Dentist should be proficient in all aspects of general dentistry. Please contact nwestpractice@gmail.com.

ASSOCIATE DENTIST NEEDED:

Western suburbs: Our modern state-of-the-art dental group practice is looking for a full-time/part-time motivated dentist to work in our Oswego office. We have lots of patients and very friendly office staff. Practice offers great income potential for the dentist as well as great learning opportunities via CE courses. Please send your resume to mydental123@gmail.com.

ASSOCIATE GENERAL DENTIST:

Our Crest Hill office is seeking a part-time general dentist. Tuesday to Thursday at Crest Hill and we have the flexibility to make this a full-time position with an additional nearby location. We offer a very generous base pay with additional compensation on collections. Along with benefits such as malpractice insurance coverage, partial lab fee coverage, CE reimbursement, and more. Additional benefits package for full-time employees. Please email your resume to sahmed@gldpdental.com.

EXPERIENCED ASSOCIATE DENTIST:

We are a busy fee-for-service /PPO dental office located in north suburbs of Chicago, seeking an associate dentist with minimum of one year experience. Office has great work environment, CBCT, digital dentistry and a highly efficient support team. This can be a part-time or a full-time opportunity where you will be busy with a good patient base from Day One. Please contact with resume at northsuburbdentist@gmail.com.

NORTHWEST INDIANA DENTIST WANTED: Our multi-location practice is looking for a motivated and patient-orientated dentist to join our amazing team. This position is immediately open and will cover Crown Point, Portage, Chesterton and Dyer Indiana. We are looking forward to meeting with you to share all of the benefits that this opportunity holds. drdhayes@comcast.net.

ASSOCIATE DENTIST NEEDED, DOWNTOWN

CHICAGO: Excellent opportunity for a general dentist to join a modern, private, multi-site group practice in the Chicagoland area. We are an extremely high-volume practice. Associate must have at least four to five years of experience as a practicing dentist, be proficient in Cerec and have three-plus years experience with Invisalign. We provide excellent patient care with the latest state-of-the-art technology jamie@thechicagodentalstudio.com.

ASSOCIATE DENTIST, FLOSSMOOR:

Practice dentistry without the administrative and financial burdens. Beautiful practice, mentorship, camaraderie and an A-plus dedicated team. The Center for Dental Excellence – all specialties under one roof: 50-plus-year practice, recently expanded from nine to 21 treatment suites with the latest technology, modern technology. Busy productive schedule, one of our associate doctors is relocating, patient base is ready for you. Compensation highlights: excellent earning potential, sign-on bonus, medical, dental, vision, flex spending, 401(k), malpractice and life Insurance, CEs. Full-time preferred, but part-time opportunities available. Let's connect. tnardi@brightdirectiondental.com.

PART-TIME ENDODONTIST NEEDED, CHICAGO:

Excellent opportunity for an endodontist to join a modern, private, multi-site group practice in the Chicagoland area. We are an extremely high volume practice. Ideal candidate will have at least four to five years of experience as a practicing endodontist. We provide excellent patient care with the latest state-of-the-art technology. Our offices are fully equipped with Seiler Precision Microscopes and CBCT scanners. jamie@thechicagodentalstudio.com.

ASSOCIATE DENTIST NEEDED in West Suburbs: Associate dentist wanted for six-operator, digital, PPO/fee-for-service practice. No Medicaid or HMOs and no Saturdays. 36% collections and no lab fees. Days needed include Monday, Wednesday, Thursday, and Friday. Please email jarguetadds@gmail.com.

SEEKING GENERAL DENTISTS:

Grand Dental is looking for dentists who are interested in being mentored and coached, bring their very best to the office everyday, and want to be part of their community to join our group. We have experienced tremendous growth in the Chicagoland area by empowering and supporting motivated dentists. We take care of the business aspects of running a practice so you can focus on the patient in front of you and perform your craft to the best of your ability. Together we build and develop winning, patient-centric practices that are beloved by employees and the community. Our team-driven culture is fun, friendly, and professional. We have beautiful state-of-the-art offices in Aurora, Channahon, Franklin Park, Lake Zurich, Lockport, Naperville, Sycamore, and Wilmington, all of which are supported by a central business office. Our Dentists lead the industry in earnings averaging \$120,000 to \$350,000 annually based on production. Grand Dental also offers competitive benefits for all employees, including medical insurance, 401(k), EAP, discounted dental services, and more. We would love to meet you. Please email your CV to dlaveau@granddentalgroup.com.

GENERAL DENTIST, LINDENHURST: Avid Dental Lindenhurst is looking for the right general dentist to join our team to take over our well-established patient base due to our long time associate relocating. Many opportunities to learn specialty services such as dental sleep medicine, orthodontics, and TMD treatments. Please email resume to drgoel@aviddentallindenhurst.com.

DENTAL ASSISTANT WANTED:

Practice in Des Plaines is seeking a dental assistant. This individual should be professional, have excellent customer service qualities, and want to belong to a great team. This position is a 30-plus hours a week position available immediately.

PART-TIME GENERAL DENTIST NEEDED: Our busy private practice in the northern suburbs. Compensation is based on our high collections rate. Latest technology and great staff. Please, email applicantssdds1@comcast.net.

TIRED OF RUNNING YOUR OWN PRACTICE?: Want to learn how to make things easier? Upstat Dental Solutions can help. We can buy your practice or be your partner using our outstanding dental management technology. Come and see our offices in Chicago and Northwest Indiana and talk to our partners. Call Peter at 708.807.5526 to start the conversation.

GENERAL DENTIST NEEDED: Modern, fully digital, busy office located near city of Chicago looking for full-time associate. Along with robust patient base we offer daily guarantee \$600 to \$700, paid malpractice, CE, bonus, mentoring. H-1B available. Email dentistjobs12@gmail.com.

GENERAL DENTIST, PART-TIME:

City and south suburbs. Come work for a wonderful dental company (solely-owned, not DSO). Most dentists at Sonrisa stay for years. Sonrisa Family Dental is hiring several general dentists to work with adults and children. Location dependent on days. Yearly guaranteed salary plus benefits. Average production is \$2,000 to \$6,000 per day. As a dentist with Sonrisa Family Dental you are dedicated to delivering excellence to not only your patients but the communities you service as well. All of our offices are multilingual making our impact on the neighborhoods we assist valuable, to both Sonrisa Family Dental, and the families we take care of. Dentrix Ascend. jason.korkus@sfchicago.com.

FULL-TIME ASSOCIATE DENTIST: Flossmoor multi-doctor fee-for-service private general practice. Join a respected, growing modern practice and be surrounded by professionals who know how to over deliver on patient service. Send resume to southlandsmiles@gmail.com.

PART-TIME ASSOCIATE GENERAL DENTIST ROLE, ST. CHARLES:

General dentist associate role. Join a state-of-the-art private practice with this part-time role in St. Charles. All experience levels are welcome to apply. Up to three days/week available including Friday and Saturday. Owner is offering a competitive pay package, mentorship, and clinical autonomy. Motivated clinicians can learn more by contacting Rex Plamann at DDSmatch Chicago, 1.855.546.0044 or email to, rplamann@ddsmatch.com.

FULL-TIME/PART-TIME GENERAL DENTIST and pedodontist: We are seeking a full-time/part-time motivated general dentist and pedodontist to join our state-of-the-art, and fully digital office in northwest suburbs of Chicago. New graduates welcome. Apply at chicagodental12@gmail.com.

ASSOCIATE DENTIST, FULL-TIME ROLE,

Chicago Associate general dentist role, City of Chicago. A steady stream of patients, diverse payer mix, and clinical autonomy are just a few of the features included in this rewarding full-time general dentist associate role. To learn more please call Rex Plamann at DDSmatch, 1.855.546.0044 or email to rplamann@ddsmatch.com.

GENERAL DENTIST NEEDED on a part-time or full-time basis in a private practice, non-DSO setting in the northwest suburbs. Compensation includes guarantee and an incentive-based mechanism. Friendly staff and lots of (new) patients. Mentorship and Visa/Permanent Residence support available if needed. Email resume to chicagolanddentist@yahoo.com.

WINTER OPENINGS AT WEBSTER DENTAL

CARE: Webster Dental Care has the following openings for this winter, general dentists: Hoffman Estates, Berwyn, Sauganash. We also have openings for part-time specialists: pedodontists, endodontists, periodontists. Send your resume to Dr. Steve Rempas, owner and founder, drsteve@webster.dental.

PART TIME ORAL SURGEON NEEDED: Seeking a part-time oral surgeon for our growing practices in Chicago/Orland Park and Lisle areas. Most cases will be full sets of 3rd molars or implants. Great patients and friendly, highly trained staff. Looking for a motivated individual with good patient and clinical skills. We offer competitive compensation. Please email resume to dentaloffice7011@yahoo.com.

GENERAL DENTIST NEEDED IN LANSING, IL: Well-established fee-for-service and PPO dental practice wanting experienced dentist or can mentor new graduate. For immediate hire with great compensation. Email resume to brandonbecker65@gmail.com.

ASSOCIATE DENTIST NEEDED: Seeking a part-time general dentist to join our well-established family-oriented practice in the Chicago/Midway area. Two to three days a week including Saturdays and your choice of any other two days. Great patients and a friendly, highly trained staff. Looking for a motivated individual with good patient and clinical skills. We offer competitive compensation. Please email resume to dentaloffice7011@yahoo.com.

GENERAL DENTIST NEEDED:
We are seeking a full-time/part-time motivated dentist to join our state-of-the-art, fully digital, busy office on there South Side of Chicago. Great opportunity to grow and be productive. New grads welcome, mentorship available. Great compensation, daily minimum guarantee, sign-on bonus and more. Excellent support staff, amazing work environment. Apply at dentist2235@gmail.com.

DENTIST: Seeking a full-time/part-time general dentist for our well-established office in Addison. Our office is state-of-the-art digital office with lots of patients and very friendly staff. Very high income potential. Please email resume to applydds@gmail.com.

FULL-TIME DENTIST ASSOCIATE POSITION:
Full-time opportunity at our office in Schaumburg or Elgin. High Point Dentistry offers a great working environment PPO/fee-for-service office. One of the highest rated dental offices in the area. Please email resume to vkong@highpointmiles.com.

PART-TIME GENERAL DENTIST: Our dental practice is seeking a part-time general dentist for our Chicago office. New graduates are welcome. We offer competitive compensation. Please email your resume to dentis@northwestpointdental.com.

ASSOCIATE DENTIST/PARTNER:
Growing group in Kankakee, Tinley Park and Bloomingdale. Experienced dentists ideal. New grads consider – suburbs, modern, with mentorship, implant\ortho training provided. Daily guarantee, relocation assistance, plus help with student loan. pdccareers@gmail.com.

LIBERTYVILLE AREA ASSOCIATE: Join our high tech, fee-for-service, patient-centered Libertyville office. Unique opportunity for right associate to practice treating patients like family. CBCT, digital, diode, multiple implant and endo systems, etc. Practice how you always wanted. Email libertyvilledentists@gmail.com.

ORTHO PRACTICE SEEKS ASSOCIATE/PARTNER: Highly successful ortho practice looking for an associate or partner to help grow and eventually take over the office. The practice currently has a long waiting list, so you will be immediately busy. Located in a desirable suburb just north of the city. If interested, please email toothdoc1209@gmail.com for more details.

DENTIST NEEDED FOR HIRE, PART-TIME/ FULL-TIME: Two offices in northwest Chicago suburbs hiring. Practice is open six days a week. Option available for renting, hiring, or sharing office. Five-operatory fully digital clinics with panoramic machine. Contact Rose at 847.493.9328.

ASSOCIATE DENTIST:
Full-time and part-time opportunities available in our busy Joliet and Aurora locations. Practice all phases of dentistry on diverse patient population. Full-time associates earn \$200,000 to \$250,000 annually. Email jfdental825@gmail.com.

PRACTICES FOR SALE, INDIVIDUALLY or combined: Outstanding 47-year-old practice with two locations for sale; combined or separated. Both have low overhead and are fee-for-service. Michigan Avenue office in Chicago has revenue of \$370,000 with three operatories and room for a fourth. Suburban Flossmoor office has two operatories plus a hygiene room. Contact Dan Pesavento, 708.310.6742.

GENERAL DENTIST, BOLINGBROOK:
We are seeking a full-time/part-time (minimum three days), motivated and quality-oriented general dentist to join us in our new state-of-the-art practice in Bolingbrook. New grads have been hired with great success. Prefer one to two years experience or experience with CBCT-guided implants and Invisalign. Comp based on percentage of production/collection plus \$500 to \$600 minimum guarantee, sign-on bonus and more. Great reputation with patients. Excellent support staff, amazing work environment and great compensation. Email dentist3@myntdental.com.

PART-TIME GENERAL DENTIST, ROUND LAKE AREA: Our established, state-of-the-art and productive practice, located in Round Lake Area, seeks a part-time general dentist. We are looking for a team player doctor who puts our patient's care as their top priority. We have a solid patient base and trained friendly staff. We accept most insurances. Compensation is based on 35% of production or \$750/day whichever is higher. Our current doctors on average produce \$5,000 to \$6,000 per day. Paid malpractice and signing bonus. bestpaiddental@gmail.com.

PART-TIME PERIODONTIST:
Looking for a periodontist one day a month to join our established multi-specialty practice in Lansing, IL. Send CV to cmmed1500@hotmail.com.

SEEKING PART-TIME DENTIST:
Seeking a part-time general dentist to join our well-established family-oriented fee-for-service practice in the Oak Lawn area. Three days a week to include Saturdays and your choice of any other two days. Great patients and a friendly, highly trained staff. Looking for a motivated individual with good patient and clinical skills. Please fax resume to 708.423.0719, or email to drajsampalis@gmail.com.

ASSOCIATE DENTIST OPPORTUNITY, ST. CHARLES: Searching for a part-time general dentist to join our team two to three days per week. Newly updated and digital office equipped with CBCT and iTero. We accept PPO and fee-for-service. Two years of experience or GPR is preferred, but not required. Minimum daily pay or 35% collections. Please email resume or CV to cdoran.dds@gmail.com.

FULL-TIME DENTIST WANTED FOR CHICAGO neighborhood practice: Busy multi-doctor practice in a brand new facility is looking for a full-time doctor to join the team. This spacious, modern office has long term employees and an excellent reputation in the community. The position comes with competitive compensation and full benefits. If interested, please contact 2011toothdoctor@gmail.com to learn more and visit the office.

PART-TIME ENDODONTIST:

Calling all endodontists. MSDA in Vernon Hills is seeking an endodontist to join their team. We have a flexible part time position open with highly competitive pay and generous perks. Please email your resume to sahmed@gldpdental.com.

LOOKING FOR A PATIENT-ORIENTED

RESTORATIVE DENTIST: A top-of-the-line general practice looking to add a full-time restorative dentist to help care for our growing patient base. Patients are not shared between our associates. You are in charge of your patients. Part time is accepted as well. One to two years of experience are desired so is a GPR or AEGD training. Please email with any questions to searchdds@yahoo.com.

HIGH INCOME, FULL-TIME DENTIST NEEDED:

Looking for a self motivated individual who wants to push and challenge themselves to learn more. Comprehensive ortho, implant placement, impacted 3rd extractions, CT-guided implants, molar endo/re-tx. All-digital offices, doctors seeing approximately 10-15 patients daily. No adult Medicaid. Hires are able to earn \$350,000 after one year working at our offices. \$600 daily minimum. New grads have been hired with great success. Prefer one to two years experience. Great reputation with patients. See company reviews on Indeed as well as offices reviews on Google. See before/after cases at www.precisiondentalchicago.com.

PEDODONTIST (OR EQUIVALENT) FOR OFFICE

IN ADDISON: Our office in Addison is looking for a full-time pediatric dentist, or a general dentist comfortable working with pediatric patients. Please email us at eshadental1409@gmail.com. We work with an anesthesiologist twice a month.

HOFFMAN ESTATES, NORTHWEST SUBURBS:

Northwest Suburbs, Hoffman Estates. Looking for a well-rounded, experienced dentist (three years minimum) to run a growing practice in the western suburbs. Daily minimum, and percentage of production offered. Paid time off, annual CE allowance, and benefits. Monday through Thursday work schedule with evening hours and selective Saturdays. Patient-centered focus care. PPO only. Please email drjones@firstpointdental.com if interested.

ORTHODONTIST WANTED:

Established private practice in Northern Illinois is in search of an orthodontist to work two days per week. This is a non-DSO, multi-doctor practice located in a larger city. Please send resume to illinoisorthodontist@yahoo.com.

CIVILIAN DENTIST:

Spectrum Healthcare Resources is hiring a general dentist at Naval Station Great Lakes in Waukegan. Monday - Friday schedule. No evening, weekend, or holiday responsibilities. General dentistry clinic with great support staff. Apply today at www.spectrumhealth.com. EOE/Minorities/Women/Disabled/Veterans/Gender Identity/Sexual Orientation.

LOOKING FOR GENERAL DENTIST:

We are looking for a general dentist to join our team. We offer high compensation for part-time or full-time position. Email resume to bridgeviewsmiles@gmail.com.

CHICAGO, OMFS OPPORTUNITY:

Join our progressive, multi-specialty group in Chicago. Seeking a motivated, energized oral surgeon looking to become the next member of our rapidly expanding, state-of-the-art office(s) with an established patient referral base. Contact Dede Lush at dede@parkdentalspecialists.com.

GENERAL DENTIST:

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

ASSOCIATE DENTIST NEEDED: the ultimate patient experience. We place a strong emphasis on customer service, and our future team member needs to be willing to work hand and hand with our team to make this a thriving practice. The ideal candidate will need to have great communication and organizational skills. Our beautiful state-of-the-art, high-technology, digital office is located in the Gurnee /Wadsworth area. The primary purpose of the general dentist will be to provide honest, ethical, efficient, quality, and functional dentistry to all patients requiring treatment. This position would involve comprehensive general dentistry and hygiene supervision. Must be excited to help the practice grow and become the neighborhood's premiere dental office. This is a Wednesday, Thursday, and Friday position. To apply, please email your cover letter and resume. smilesoflakecounty@gmail.com.

GENERAL DENTIST, WESTERN SUBURBS:

Westmont, western suburbs. Looking for a well-rounded, experienced dentist (three years minimum) to run a growing practice in the western suburbs. Daily minimum, and percentage of production offered. Paid time off, annual CE allowance, and benefits. Monday through Thursday work schedule with evening hours and selective Saturdays. Patient centered focus care. PPO only. Please e-mail drjones@firstpointdental.com if interested.

DENTIST IN LAKEVIEW, BUY-IN POTENTIAL: Want something more purposeful? High-tech, holistic, fee-for-service office looking for part-time associate. three-plus years experience necessary. Could lead to buy-in. Email for more details. dr.t@wrigleyvilledental.com.

TEMPORARY FILL-IN FOR 3 WEEKS:

We are in Woodridge. Temporary general dentist needed Nov. 22 to Dec. 11. Monday, Wednesday, and Friday, 9 a.m. to 6 p.m.; Saturday 8 a.m. to 1 p.m. Please call 815.505.3185.

DENTIST: Looking for dental associate for South Elgin Illinois. Great salary, \$225,000-plus. Full time or part time. Very busy dental office with state-of-the-art office. Please send resume to soniabrar-dentistry@gmail.com.

PART-TIME GENERAL DENTIST:

Seeking a part-time general dentist to join our established multi-specialty office in Lansing, IL. Our patients are fee-for-service, we also accept most PPO plans and Medicaid for children only. An ideal associate would be someone who is comfortable treating patients of all ages, must be committed to patient care, excellence and must be goal oriented along with having a great chair-side manner. Send CV to cmmmed1500@hotmail.com.

ORAL SURGEON: Experienced oral surgeon needed for busy private practice with multiple general dentists. Located in a beautiful northwest suburb steps away from a lovely Forest Preserve. Modern office with all the technology needed for oral surgery. One day minimum per week required. jama.mcd87@gmail.com. Or call 847.437.8360 and ask for Jama.

FULL-TIME DENTIST ASSOCIATE POSITION:

Our office, located in Elgin, is a busy PPO/fee-for-service practice with a high patient flow and is in need of a full-time associate dentist. We are looking for someone who is friendly and willing to continue to grow as a dentist. If you are interested in this great opportunity, email us your resume, vukong@gmail.com.

ASSOCIATE DENTIST: Located in Belvidere (east of Rockford). General dentistry with implant dentistry. Rayscan CT X-ray, Periolas Laser, Cerec Restoration. Accepting insurance and All Kids. 45 percent compensation, New dental school graduates welcome. Send resume to belvideredental@gmail.com.

EXPERIENCED GENERAL DENTIST:

Established, fast-growing, multi-disciplinary, multi-locations in Chicagoland looking for motivated providers. Modern facilities/equipment. Committed to comprehensive dentistry. H1-B possible. careers@dental360usa.com.

GENERAL DENTISTS: Busy Chicago practices. Digital, CBCT, laser, implants, Invisalign. Fee-for-service/PPO. Mentorship. New grads welcome. High guaranteed hourly or 30% production. Mornings, evenings and weekends. Unlimited income potential. Email resume to sidwjobs@gmail.com.

NEW ORTHODONTIST OPPORTUNITY IN JOLIET: Red & Ritchey Orthodontics is seeking a part-time, personable, and easy-going orthodontist to treat a fantastic community of patients in Joliet. Our orthodontist can expect high-income potential and competitive daily rate with additional production bonus, CE opportunities, 100% clinical autonomy. Qualifications, DDS or DMD, valid state dental license, orthodontic specialty certificate, ability to maintain state-required insurance coverage. doctor@mb2dental.com.

ASSOCIATE DENTIST:

Immediate opening in Chicago and Bolingbrook. Full-time/part-time. Busy offices. Fully digital, Excellent commission based pay. Can easily do \$250,000 to \$300,000. Email ddschicago@hotmail.com.

DENTAL ASSOCIATE POSITION: State-of-the-art, fee-for-service/PPO dental practice in Lombard/Oak Brook area seeking a highly motivated general dentist with excellent communication skills. Candidate should be patient-focused and detail-oriented. Please email resume to highlandsdentalcare@gmail.com.

ASSOCIATE GENERAL DENTIST:

Fast growing multi location practice in Lake County seeking general dentist. Competitive pay, health benefits, profit sharing available. Must have private practice experience and leadership qualities. Bi-lingual is a plus. smilejobs123@gmail.com.

PEDIATRIC SPECIALIST: A well-established family dental practice is looking for a pediatric dental specialist or an experienced general dentist who sees pediatric population primarily. This position is for a fixed day which is once a week with a solid schedule, well trained staff and a guaranteed minimum pay per day along with a percentage of the collections. Please send resume to northsuburbdentist@gmail.com.

PART-TIME GENERAL DENTIST:

Established office in Des Plaines looking for a part-time associate for one to two days a week. Fee-for-service and PPO patients. Proficiency in surgical extractions and molar endo is a plus. 35% of collections/minimum daily guarantee. Please email CV to dentaljobsdp@gmail.com.

PART-TIME ASSOCIATE DENTIST, SHOREWOOD: Advanced Family Dentistry is seeking a part-time DDS to join our team. We are flexible on the days, Tuesday/Wednesday is highly preferable. We offer very competitive daily guarantees or percentage on collections and benefits. Please email your resume to sahmed@glpdpdental.com for more details.

GENERAL DENTIST NEEDED:

Modern, with robotic patient base, office near city of Chicago, looking for full-time/part-time associate. Along with mentoring we offer competitive compensation, guaranteed pay, experienced staff, plus paid malpractice, CE and bonus. dentistjobs12@gmail.com.

GENERAL DENTIST NEEDED: Successful general practice in St. Charles, IL, seeks associate to work approximately 31 hours per week. Please send resume to docd@thewestgatedental.com.

FULL-TIME GENERAL DENTIST ASSOCIATE:

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

ASSOCIATE DENTIST NEEDED: Associate dentist needed Tuesday and Thursday for fine restorative dentistry. Must have training in Dawson or Pankey method or experience in fabrication of restorations on the articulator. Practice is 100% fee-for-service. Send CV to tmjcenter@yahoo.com.

BUSY DENTAL OFFICE IN CICERO

Looking for an associate: Established dental office in Cicero looking for a full-time/part-time associate dentist. Office has PPO and fee-for-service patients. Owner will train the candidate. Proficiency in Surgical extraction and molar endo is a plus. Candidate should have great communication skills and should be goal oriented. Our office is paperless has digital X-rays and CEREC. New graduates are welcome. suburbdentist11@gmail.com.

PARTNERSHIP LEADING TO FULL PRACTICE OWNERSHIP:

Extraordinary opportunity for a general dentist to join our fee-for-service highly respected general restorative practice with an impeccable reputation of quality and integrity. Offering an exceptional standard of care spanning multi-generations, this practice is well established in a friendly, mid-size Southwest Michigan community. Features include a highly skilled and dedicated team, state of the art technology and a well-built facility in a prime location. I am eager to utilize my decades of practical and academic knowledge and experience to provide on-site mentorship in both clinical and business skills. I am seeking a dentist with a similar practice philosophy to become a partner leading to full practice ownership. Please email Lisa at lisa.teamcoordinator@gmail.com.

PART-TIME GENERAL DENTIST:

Seeking a part-time general dentist who has an excellent chair-side manner, compassionate, motivated and great communication skills. Must be able to work with the senior population and memory care patients. Candidate must be willing to travel throughout the Chicago area and surrounding suburbs. Two-plus years experience required. Please contact us to learn more about for this unique opportunity. Email resume to cmmmed1500@hotmail.com.

PEDIATRIC SPECIALIST NEEDED: We are looking for a pediatric specialist for our practice in Barrington. Fee-for-service/PPO only, \$1,500 daily minimum, 50/50 production split. aiwasz1023@gmail.com.

ASSOCIATE DENTIST:

Looking for a full-time/part-time associate for our northwest suburban modern family practice with well trained staff and loyal patient flow. No HMOs, new graduates welcome. Non-DSO. illinoisdentist@yahoo.com.

OPPORTUNITY TO BECOME A PARTNER at Bay Lakes Center for Complex Dentistry. We are searching for a motivated prosthodontist to join our team and transition to a partner. Our practice focuses on comprehensive dental care featuring all phases of implant and reconstructive dentistry. Potential candidates should have extensive dental implant skills, both surgical and restorative. For additional information, contact Jim Hammond at jehammon@newnorth.net.

SPECIALISTS NEEDED:

Looking for a part-time/full-time pediatric dentist and part-time orthodontist. Great support team and systems with clinical autonomy. Pedo must be willing to learn the Biolase laser, have confidence with behavior management, nitrous and sedation treatment planning. Must be able to handle a fast-paced schedule. Orthodontist should be confident and outgoing, good communicator and excellent with treatment planning. Competitive compensation package available with \$20,000 sign-on bonus. Email resume to management@dpsdmsiles.com.

****CHICAGO, OMFS OPPORTUNITY:** Join our progressive, multi-specialty group in Chicago. Seeking a motivated, energized oral surgeon looking to become the next member of our rapidly expanding, state-of-the-art office(s) with an established patient referral base. Contact Dede Lush at dede@parkdentalspecialists.com.

PERIODONTIST NORTHWEST SUBURBS: CBCT on site. Laser available for use. 50/50 split on procedures and supplies. \$1,500 daily minimum. We refer to the periodontist about four to six patients a day for sinus augmentation, implant placements, soft tissue grafting, block grafting, ridge split procedures, and management of periodontitis – you will be busy. Laser available for use. Office in Barrington. aiwasz1023@gmail.com.

POSITIONS WANTED

ORTHODONTIST AVAILABLE: Experienced orthodontist available to provide specialty services to your patients in a dental or orthodontic office setting. Please contact orthodontist125@gmail.com.

KEEP PERIO PATIENTS IN-HOUSE:

Periodontist available to treat perio/implant patients in-house two days a month or possibly more if needed. If interested, please email perioinhouse@yahoo.com.

KEEP SPECIALTY ENDO IN-HOUSE: Illinois-licensed endodontist with more than 17 years of private practice experience is available two Fridays a month and possibly more to provide endodontic specialty services to your patients. Staff and all equipment and supplies to be provided by practice. Compensation expected 50% production on out-of-network or fee-for-service basis. If interested please email Dr. Al-Sabek at fsabek@hotmail.com.

PERIODONTIST AVAILABLE: Aurora 60504, 50 miles radius. Periodontist available in Aurora/Naperville and willing to travel within 50 miles of 60504. I can bring my own supplies if the office doesn't have. Please send an email to mk.jabar@gmail.com.

ORTHODONTIST AVAILABLE: Experienced orthodontist looking to help in an orthodontic or dental office. kizwizme@aol.com.

FOR RENT

DENTAL CLINIC SPACES: Located at front and facing Lutheran General Hospital in Park Ridge, and near the Chrysler Plant in Belvidere. From \$8 to \$25 per square foot gross without any additional fees. Already built-out dental clinics. Contact parkridgedentalclinic2@gmail.com or 773.988.8971.

SOUTHWEST SUBURB PRACTICE:

Associate driven southwest suburb practice available. Beautiful newer office with five operatories, tons of parking, signage, and exposure. Dentist will stay on indefinitely. Great opportunity to instantly expand your organization. Contact Peter Cangialosi at 630.885.3994 or pete@jrossiandassociates.com.

TURNKEY SPACE AVAILABLE, SPECIALIST:

Specialist wanted in Schaumburg. State-of-the-art facility housing four operatories, three of which are equipped with state-of-the-art equipment available today. CBCT and digital scanner highlight the rest of the equipment on site. This turnkey operation would be perfect for any periodontist, endodontist or oral surgeon. Some goodwill is applicable in acquiring this practice with an established brand. Reach out to discuss the possibilities. Contact Rex Plamann at DDSmatch Chicago by email at rplamann@ddsmatch.com or call 855.546.0044.

LIBERTYVILLE OFFICE FOR RENT: Modern, professionally designed office building, exclusive for dentistry, excellent exposure on Milwaukee Avenue, five-plus operatories, private entrance, ample parking, part of four-condo complex, full basement access, available spring 2022, call 847.404.6458, leave message.

TURN-KEY DENTAL OFFICE IN LAKEVIEW:

Amazing opportunity. This fully furnished dental office includes three chairs and all related equipment to start your practice. It is located in the heart of Lakeview in Chicago. Contact 773.248.4700.

ELMHURST, 4,000-SQUARE-FOOT

Dental office for lease: York and North avenues. Five operatories; room for more. Large reception and business office. Two consults, recovery, nitrous. 13 parking spaces. Call 630.379.6876.

FOR SALE BY OWNER

PART-TIME IN SAUGANASH AREA with opportunity to buy: Part-time opportunity in Sauganash area near Edens Expressway. Great opportunity for a general dentist looking for option to buy practice. Part-time hours available in active well-established family dental practice with three updated operatories. While part-time you will receive a percentage of collections you produce. All overhead paid. No benefits or insurances. Send interest to Dr. Richard Vogel at doctorv24@gmail.com.

7-OPERATORY DENTAL PRACTICE FOR SALE:

Seven equipped operatory dental practice located in a big strip mall in Mt. Prospect for sale. Averaging 30-plus new patients per month. Yearly average collection \$600,000-plus with 2.5 days open/week. Only fee-for-service and PPO insurance patients. Great opportunity to expand and open more days. Inquiries email tleeper@alchemy-gold.com or call 630.363.5006.

OFFICE FOR SALE BY OWNER:

Orland Park, three fully equipped operatories, all digital. Pre-Covid, \$310,000 gross; post-Covid, \$200,000 gross. Fourth operatory plumbed. \$120,000. Call Bill at 708.287.3887.

ELMWOOD PARK: Starter office/charts for sale. Doctor retiring soon. drprrr@aol.com.

ELK GROVE OFFICE SALE: Excellent store-front

visibility. Three fully furnished ops, room for fourth. Nitrous oxide plumbed. Very motivated seller. Asking \$35,000. Contact Jim Plescia, jplescia@e-ppc.com, 630.890.6074 or gfdental21@gmail.com.

PRACTICE IN DOWNTOWN DES PLAINES

Start up: Beautiful starter office, three ops, fully digital. Averaging over 50-plus new patients a month. No patients included. Email dentaljobsdp@gmail.com if interested.

PRACTICE FOR SALE, GENERAL: Tinley Park general practice for sale. 17-year-old practice, 1,450 plus patients, 1,200 square feet – great location, four ops, Dentrix software. Post Covid gross 2021 estimate \$210,000. PPO and self pay. No HMOs or Medicaid. Email dentaloffice3434@gmail.com.

OFFICE FOR SALE BY OWNER:

Kankakee, Three fully equipped operatories, all digital. Gross, \$200,000. \$120,000 includes building. Call Bill at 708.287.3887.

DENTAL PRACTICE SALE: Busy, attractive fee-for service office in a beautiful northwest suburban location. Long-standing, five-treatment-room practice with solid patient retention and strong referral patterns and partners. Practice emphasizes comprehensive, relationship-based patient care. Service mix is approximately 75% prosthodontics/25 % general. Perfect location and facility for seasoned practitioner or aspiring prosthodontist. Dentist selling to focus on teaching and mentoring dental professionals. If interested, please email to clrunft@comcast.net.

OFFICE FOR SALE:

Office for sale in Kankakee. Fire sale. Gross \$240,000. Three fully equipped operatories, all digital. \$150,000 includes building. Call 708.287.3887 or email me at williammitsos@yahoo.com.

FOR SALE BY BROKER

DDSMATCH CHICAGO, Transition on your terms: ddsmatch Chicago, please contact Rex Plamann aemail rplamann@ddsmatch.com or call 1.855.546.0044 to start a free and confidential conversation.

SOUTHWEST SUBURBS: Periodontal practice, \$1.8 million in collections, five operatories, transition options.

ROCKFORD: General Practice, \$900,000 in collections, cosmetic, fee for service, real estate available.

SOUTHWEST SUBURBS – Periodontal practice, \$1.8 million in collections, five operatories, transition options.

LAKE COUNTY – General Practice, 10 operatories, new equipment, large parking lot, real estate available. Asking \$625,000.

SOUTH SUBURBS: General practice in Will County, \$400,000 in collections, three operatories, real estate available.

WEST SUBURBS: General practice, three operatories, \$215,000 in collections, PPO, busy thoroughfare, real estate available, DuPage County.

WEST SUBURBS: Specialty practice, state-of-the-art equipment, impressive décor, three operatories with expansion available. Jump start.

WEST SUBURBS: Oral surgery, \$1 million collections, 5,000 square feet, immaculate design, AAAHC accredited surgery suite, real estate available, attractive location.

SOUTH SUBURBS: \$160,000 in collections, two operatories, sale or merger, motivated seller.

NORTHWEST INDIANA: General Practice, \$800,000 in collections, five operatories with expansion opportunity, real estate available.

NORTHWEST INDIANA: General practice, \$425,000 in collections, newly renovated, four operatories, good location.

WEST SUBURBS: Pediatric practice, \$520,000 in collections, great location, ample space to grow.

WEST SUBURBS: Jump start opportunity.

Three equipped operatories, busy thoroughfare, great visibility.

New opportunities on the horizon. Call to discuss your future practicing plan, 1.855.546.0044.

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

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

NORTH SHORE: \$1 million fee-for-service, restorative/preventative 50% overhead

PALOS: Four ops, high visibility building with income producing tenant, \$400,000. Fee-for-service/PPO.

DESIRABLE SOUTH SUBURB: High quality, fee-for-service, modern, \$700,000-plus.

SOUTHWEST SUBURB: \$1.2 million collections, \$650,000-plus net income, 5 ops.

NEAR WESTERN SUBURB: \$760,000-plus fee-for-service, four ops, high visibility. Real estate.

WESTERN SUBURB: \$2.8 million. Sold.

WESTERN SUBURB: \$2.6 million. Fee-for-service, high quality, high tech, incredible location.

FAR WESTERN SUBURB: \$1 million fee-for-service/PPO five-plus beautiful ops, free standing building.

NORTHWEST SUBURB: \$1 million collections, implant based, real estate for sale.

NORTHWEST SUBURB: \$900,000, fee-for-service. Pending.

MCHENRY COUNTY: \$700,000, fee-for-service/PPO, 50% overhead, six ops, modern paperless facility.

NORTH CENTRAL IL: \$1.4 million, 5 ops-plus, hygiene 38% of revenue, four days/week.

LASALLE COUNTY: 2,300 square feet, four ops free with the purchase of real estate.

PERIO: Western suburbs, \$660,000 collections, five digital ops.

PERIO: North Central Il, \$400,000 with real estate.

ORTHO: Highly desirable Chicago neighborhood, \$1.2 million fee-for-service and growing.

ORTHO – Lincoln Park. Sold.

ORAL SURGERY: West suburbs, \$1.6 million.

CHICAGO DENTAL BROKER:

The only locally owned dental brokerage that is operated by a dentist and CDS member. I help fellow dentists because I am a dentist.

Dr. Robert A. Uhland,

chicagodentalbroker@gmail.com, 847.814.4149, www.chicagodentalbroker.net.

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

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

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

NORTHWEST SUBURBAN:

1) Office only with equipment. Beautiful four-op facility with some charts. Fire sale.
2) Three-op practice doing \$180,000 on 1.5 days per week. Almost all fee-for-service, new technology, priced to sell.

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

SOUTHWEST SUBURBAN:

1) Four-op giant doing over \$1 million, associates and specialists come in. Over 700 new patients, growing steadily, needs full-time owner and will be \$2 million. Real estate available.

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

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

SOUTH SUBURBAN:

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

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

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

CHICAGO MICHIGAN AVE. AND FLOSSMOOR, practice sale: Revenue \$574,000 combined. Great fee-for-service and low overhead practice. Established over 47 years ago. Chicago; three operatories with room for a 4th. Flossmoor; two operatories, plus one hygiene room. Doctor wishes to retire. Call Dan Pesavento 708.310.6742.

ENDODONTISTS: Live and work where others come to play. Own your own established, successful practice in Southwest Michigan. Vibrant community located on Lake Michigan. Inquiries at endodoc9321@gmail.com.

CHICAGO PRACTICE SALES: 773.502.6000 or www.chicagopracticesale.com. Thinking about a move or a start up? Need a great location? No cost office location services available. Call Sharon at 847.370.9131.

ILLINOIS PRACTICES FOR SALE:

ADDISON: New. Three ops with windows. Highly profitable. Turnkey. Fee-for-service and PPO. Associate Driven. Must see.

CHICAGO, MOUNT GREENWOOD: Four ops, expandable. Street level storefront on a busy corner with ample parking. Fee-for-service and PPO.

CHICAGO, NORWOOD PARK: Three ops expandable to four. Busy corner storefront location. Seller can stay. Fee-for-service and PPO. Onsite lab a plus.

CHICAGO, NORWOOD PARK: Four ops at street level. Awesome location near train. Fee-for-service and PPO. Building for purchase. Motivated seller.

CHICAGO, PORTAGE PARK: Three ops at street level. Heavy walk by traffic, busy area. Fee-for-service and PPO. Associate can stay. Great opportunity.

GLENVIEW: New. Two ops, expandable. Modern build, highly profitable. Digital and paperless. Digital pan. Fee-for-service, PPO, Medicaid for kids.

LANSING: Three ops. Highly visible street level location. Fee-for-service and PPO. Priced to sell.

NEW LENOX: Four ops, expandable to five. Fee-for-service/PPO. High annual gross. Stunning modern build, full of natural light. High tech.

NILES: Four ops, expandable. Street-level dedicated building and parking lot. Fee-for-service and PPO. Must see. Building available for sale.

WOODRIDGE: Three ops in a street level storefront. Ample parking. 100% Fee-for-service. Low rent. Must see.

WORTH: Six ops, expandable. Corner location with signage and parking lot. CBCT. Turnkey.

WINNETKA: Three ops in desirable Winnetka. High tech. Motivated seller wants to make a deal.

ELK GROVE VILLAGE OFFICE FOR SALE:

Great opportunity. Huge savings. Well-established equipped and turnkey built-out location with excellent storefront visibility. Four treatment rooms. Very motivated seller. Contact Jim Plescia jplescia@e-ppc.com, 630-890-6074, www.e-ppc.com. Professional Practice Transitions.

ILLINOIS DENTAL SPACES FOR LEASE:

MORTON GROVE: Five ops, leased.

WILMETTE: Three ops.

HIGHLAND PARK: Vacated office for sale or rent.

BUFFALO GROVE – Six ops.

Henry Schein Professional Practice Transitions—helping buyers and sellers:

For details contact Henry Schein Professional Practice Transitions Consultant Al Brown, 630.781.2176, al.brown@henryschein.com.

NORTHWEST/WESTERN SUBURB: Well-kept fee-for-service practice with four operatories. In a very busy, newly renovated “Town Center” type location within a residential area. #IL1981

SOUTHWEST SUBURB: One-doctor owner/two practices with combined historical revenue of \$450,000 on total of approximately 32 hours a week. #IL2635

WEST SUBURB: Very profitable, updated, fee-for-service, four-op practice \$350,000-plus range revenue on only 16 patient hours a week...by design. Perfect as second office for extra income or main office that you can easily grow. #IL2649

CENTRAL ILLINOIS: Established \$900,000-plus revenue GP practice in the Eastern Illinois University area. Paperless, digital nine- to 12-op practice including newer Conebeam.

Great location for multi-specialties. #IL141

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

SOUTHWEST SUBURB: Well maintained practice in one-story professional building with signage right on high traffic Route 30 (Lincoln Highway). This profitable practice can be kept at current limited patient hours or increased for growth. #IL2889 For details contact Henry Schein Professional Practice Transitions Consultant Al Brown, 630.781.2176, al.brown@henryschein.com.

ENDODONTISTS: Live and work where others come to play. Own your own established, successful practice in Southwest Michigan. Vibrant community located on Lake Michigan. Inquiries at endodoc9321@gmail.com.

HIGH-END GENERAL DENTAL PRACTICE for sale in Chicago Metro: New to the market is a gorgeous, high-end general dental practice in the Chicago metro area. The practice is conveniently located in a desirable community just 15 miles north of Chicago’s downtown Loop. The current doctor has practiced in the community for nearly 30 years and is therefore interested in exploring transition options to retirement. With a passion for cosmetic, implant and reconstructive dentistry the practice specializes in highly individualized procedures for their patients. The practice itself is gorgeous and recently remodeled. Additionally, an expansion opportunity for 1,100 to 2,600 square feet is available. Three fully equipped operatories. Collections of \$2.14 million and EBITDA over \$750,000. 100% fee-for-service practice. To learn more please contact Professional Transition Strategies: sam@professionaltransition.com or give us a call: 719.694.8320. We look forward to speaking with you.

GREATER CHICAGO ORTHODONTIC PRACTICE for sale: Busy orthodontic practice in a desirable and growing community within two hours of downtown Chicago. With two locations the practice has great visibility and allows easy access for patients. Additionally, the real estate is also for sale if desired. The current doctor is most interested in affiliation and continuing to grow the practice! 15 total operatories. Collections of \$1.2 million and EBITDA \$200,000. 365 active patients, currently in treatment. Average of 18 new starts per month. Now scheduling tours. To learn more, contact Professional Transition Strategies: sam@professionaltransition.com or call 719.694.8320. We look forward to speaking with you.

GENERAL DENTISTRY PRACTICE FOR SALE:

DUPAGE COUNTY: Established, high-tech, 3,200-plus D1110, six ops, PPO/fee-for-service, beautiful buildout. Collections: \$1.9 million. Standalone building. Associates in place.

<https://buildout.com/website/968140-sale>.

Contact Jerry West,

jerry@rossiandassociates.com, 716.936.3081.

PROFESSIONAL PRACTICE TRANSITIONS:

Ready to sell or buy a practice? Practice appraisals, associateships. Connect with Professional Practice Transitions to discuss your confidential transition plan. Contact Jim Plescia, jplescia@e-ppc.com, 630.890.6074. www.e-ppc.com. Professional Practice Transitions.

CHICAGO ORAL SURGERY practice for sale: Now scheduling tours for this oral surgery practice in Chicago. The current doctor is interested in selling to another doctor and exploring options that lead to retirement. The practice is located in a condo/office building and the real estate is for sale as well. Currently equipped with three operatories, there is expansion opportunity for a fourth op. Collections of \$850,000 and SDE \$325,000. Over 2,400 active patients and 85 new patients per month. To learn more contact Professional Transition Strategies. Email: sam@professionaltransition.com or give us a call: 719.694.8320. We look forward to speaking with you. <https://professionaltransition.com/properties-list/chicago-oral-surgery-practice-for-sale>.

OPPORTUNITY IN NORTHWEST CHICAGO: Five-op general practice serves mostly fee-for-service patients. Historical collections average around \$900,000. Seller is Spear Faculty and will provide mentorship or leave post-transition. Contact Blake Ring, 317.464.7857 or blake@legacypracticetransitions.com.

APTUS EXCHANGE:

Aptus Transition Specialist: Contact Adam Joseph Borgetti at, 312.275.2000, adam@aptust.ae or aptusexchange.com. General practice, southwestern suburb: Average collections, \$1.2 million, 6 ops, fully equipped, 100 percent fee-for-service, plaza shopping center.

GENERAL DENTISTRY PRACTICE FOR SALE:

Downers Grove: Four ops. retail with parking, \$385,000 collections. Owner net \$210,000. 3.5 days per week, very low \$1,800/month rent and low overhead. <https://buildout.com/website/801958-sale>. Contact George Bozonelos, george@jrossiandassociates.com, 630.440.4644.

CHICAGO PRACTICE-NEAR MIDWAY

Excellent opportunity. Located in a neighborhood setting with excellent street visibility. Three operatories with unlimited room to expand. Average collections: \$489,000 Contact: Jim Plescia, jplescia@e-ppc.com, 630.890.6074. Professional Practice Transitions.

GENERAL DENTISTRY PRACTICE FOR SALE:

South suburbs: Well-established family practice, six ops, PPO/fee-for-service, beautiful buildout. Collections: \$1.45 million. Real estate Available. Owner is moving. <https://buildout.com/website/966456-sale>. Contact Jerry West, jerry@jrossiandassociates.com, 716.936.3081.

GENERAL DENTISTRY PRACTICE FOR SALE:

Arlington Heights: Well-established restorative practice. 1,400-plus D1110, four ops, PPO/fee-for-service. Collections: \$450,000. Seller refers out most specialty work. <https://buildout.com/website/905144-sale>. Contact Jerry West, jerry@jrossiandassociates.com, 716.936.3081.

HOLISTIC PRACTICE FOR SALE:

Great four-operatory practice in the North Shore. All fee-for-service, low overhead. Join the fastest growing area of dentistry and be mentored by the best. Huge upside, no marketing, many new patients. Rare opportunity, hurry. Dr. Uhland 847.814.4149, chicagodentalbroker@gmail.com.

PLAINFIELD PRACTICE FOR SALE:

Motivated seller. Dentist looking to retire. Well-established highly visible storefront location. Four treatment rooms, digital panorex. Fee-for-service/Delta Premier. Contact Jim Plescia, jplescia@e-ppc.com, 630.890.6074, www.e-ppc.com. Professional Practice Transitions.

GENERAL DENTISTRY PRACTICE FOR SALE:

SOUTH BARRINGTON: Well-established family practice, four ops, PPO/fee-for-service, beautiful buildout. Collections, \$450,000. Real estate available. <https://buildout.com/website/532584-sale>. Contact Jerry West, jerry@jrossiandassociates.com, 716.936.3081.

GENERAL DENTISTRY PRACTICE FOR SALE:

NORTHERN IL: Well-established family practice. Strong hygiene. Nine ops, PPO/fee-for-service. Collections, \$1.3 million. Standalone building. <https://buildout.com/website/974527-sale>. Contact Jerry West, jerry@jrossiandassociates.com, 716.936.3081.

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GLENVIEW PRACTICE FOR SALE:

New listing. Established turn-key state of the art practice. Four fully equipped Adec operatories. Mainly fee-for-service/Delta Premier only. Collections, \$ 1.3 million. Contact Jim Plescia, jplescia@e-ppc.com, 630.890.6074. Professional Practice Transitions.

ATTRACTIVE CONDOMINIUM FOR SALE:

Attractive condominium for sale in the Ukrainian Village/Wicker Park neighborhood. The ground level office is 2,000 square feet housing four operatories of modern equipment. They spared no expense with the buildout and includes a fully built-out basement level. The equipment is available for purchase. Reach out to learn more. Contact Rex Plamann at DDSmatch Chicago, 855.546.0044 or email rplamann@ddsmatch.com.

LINCOLN PARK PRACTICE SALE:

Established high end state-of-the art legacy practice. Great street visibility. Four fully equipped operatories, expandable. Recently remodeled, updated computers and equipment. PPO/fee-for-service. Average collections, \$1.2 million. Contact Jim Plescia, jplescia@e-ppc.com, 630.890.6074.

PLAINFIELD PRACTICE FOR SALE:

Great opportunity. Well-established highly visible storefront location. Dentist looking to retire. Four digital treatment rooms, digital Panorex. Average collections, \$391,000. Fee-for-service/Delta Premier. Contact Jim Plescia, jplescia@e-ppc.com, 630.890.6074. Professional Practice Transitions.

GENERAL DENTISTRY PRACTICE FOR SALE:

NORTHERN IL: Well-established family practice. Strong hygiene. Nine ops, PPO/fee-for-service. Collections, \$1.3 million. Standalone building. <https://buildout.com/website/974527-sale>. Contact Jerry West, jerry@jrossiandassociates.com, 716.936.3081.

FOX VALLEY PRACTICE AND CONDOMINIUM:

Established state-of-the-art practice and condominium. Excellent freestanding location. Six treatment rooms, four equipped. Collections, approximately \$500,000. Fee-for-service. Eaglesoft and Schick. Contact Jim Plescia, jplescia@e-ppc.com, 630.890.6074. Professional Practice Transitions.

LOOKING TO PURCHASE

WANTING TO PURCHASE TURNKEY PRACTICE:

We are looking for a turnkey dental practice for purchase, possibly with the real estate. 2,000 to 3,000 square feet. North Shore area (Northbrook, Glenview, etc). Purchaser is a practicing clinician, not a DSO. 773.357.7077 dr.gromov@gmail.com.

GP SEEKING PURCHASE OR TIME SHARE:

Quality, warm GP looking to purchase practice in Wilmette/Evanston/Skokie area or time-share two to three days a week. My background is entirely fee-for-service. Pre-approved for financing with Bank of America, and the area's leading dental specialists would relate good things about me. Reply to ceramlab357@gmail.com or call 847.902.8906.

SPACE SHARING

LOMBARD: MERGER /SPACE SHARING: Lombard office seeking interested practices for a potential merger or space sharing opportunity. Office has five ops with CBCT/Ceph in place. Email ddslombard@gmail.com for details.

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

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Planning to renovate or build a new dental clinic? We have extensive experience in designing dental clinics. Contact Mythili Thiagarajan, mythili@auomiraarchitects.com, 612.804.4959. Visit us at www.auomiraarchitects.com.

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Regional Meeting minutes

November 10, 2021

The Regional Meeting of the Chicago Dental Society convened Nov. 10 at the Drury Lane Oak Brook in Oakbrook Terrace at 9:06 a.m. with CDS President Dean Nicholas presiding.

Inasmuch as the official minutes of the meeting of Sept. 22, 2021 had not yet been published, a motion was entertained to forego the reading and approving of the minutes at this time until everyone had an opportunity to review them.

MOVED by Theodore Constantine, DDS, seconded by Patrick Hann, DDS, and carried to dispense with reading the Sept. 22 minutes at this time.

There were no reports of the Board, Special or Standing Committees. There was no Unfinished Business to report.

NEW BUSINESS

Dr. Nicholas reported that nominating petitions for the 2022 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. Nicholas entertained a motion to direct the Secretary to cast a single unanimous ballot on behalf of all the respective candidates for office.

MOVED by Janet Kuhn, DDS, seconded by Louis Imburgia, DDS, and carried, that a single unanimous ballot be cast on behalf of all the respective

candidates for office.

Dr. Nicholas then congratulated Philip Schefke, Treasurer-elect; Denise Hale, Vice President-elect; David Lewis Jr., Secretary-elect; and Michael Durbin, President-elect.

He noted that these officers would be installed Nov. 14, along with Thomas Schneider Jr., who will assume the office of the president. These officers will assume their respective duties on Jan. 1, 2022, and will continue through Dec. 31, 2022, in accordance with the fiscal year. Dr. Nicholas extended an open invitation to all CDS members and their families to join them for the Installation of Officers at the Drake Oak Brook Hotel to personally congratulate them and wish them well while enjoying refreshments. He noted that the Society's 50-year graduates would also be recognized at that time.

ANNOUNCEMENTS

Dr. Nicholas announced that registration for the 2022 Midwinter Meeting was now open. The 157th CDS Midwinter Meeting will be held Feb. 24 – 26. He encouraged everyone to get involved by volunteering as a Presiding Chair during the Midwinter Meeting.

Dr. Nicholas again encouraged everyone to visit the CDS website for information on text messaging and how to opt - in to receive text messages from CDS and to sign up to receive texts from CDS by texting DENTAL to 877.494.7237.

Dr. Nicholas 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. Everyone was asked to silence their cell phones.

MONTHLY MEETING PROGRAM:

With no further business, Dr. Nicholas called upon the Regional Meeting Program Chair, Dr. Dorothy Anasinski, to introduce Lois Banta, owner and CEO of Banta Consulting, who presented the program entitled "End-of-the-Year Wrap-Up."

The meeting was adjourned near 2 p.m.

September 22, 2021

The Regional Meeting of the Chicago Dental Society convened Sept. 22 at the Drury Lane Oak Brook, in Oakbrook Terrace at 9:06 a.m. with CDS President Dean Nicholas presiding.

Inasmuch as the official minutes of the Zoom meeting of April 7, 2021, were published on www.cds.org, a motion was entertained to dispense with reading them.

MOVED by Douglas Kay, DDS, seconded by Jun Lim, DDS, and carried to dispense with reading the April 7 minutes at this time.

MOVED by John Hagopian, DDS, seconded by Donald Kipper, DDS, and carried to accept the April 7 minutes.

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

There was no Unfinished Business to report.

NEW BUSINESS:

Proposed Modifications to the CDS Constitution and Bylaws:

Dr. Nicholas announced that the proposed modifications to the CDS Constitution and Bylaws were published in the May/June 2021 issue of the *CDS Review* as well as published on the CDS website. Dr. Nicholas noted that printed copies of the proposed changes were also made available at the registration table in the foyer area of Drury Lane.

Dr. Nicholas asked if there was any discussion on the proposed changes to the CDS Constitution and Bylaws. Hearing none, he then entertained a motion to accept the proposed changes to the CDS Constitution and Bylaws.

MOVED by Thomas Schneider Jr., DDS, seconded by Mary Starsiak, DDS, and carried to accept the proposed changes to the CDS Constitution and Bylaws.

ANNOUNCEMENTS:

Dr. Nicholas 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. Nicholas invited everyone to attend the upcoming Installation of CDS Officers to be held on Sunday, Nov. 14, 2021 at The Drake Oak Brook Hotel. Dr. Nicholas further commented that the election of CDS officers for 2022 would be held at the next Regional Meeting on Nov. 10.

Everyone was asked to silence their cell phones.

MONTHLY MEETING PROGRAM:

With no further business, Dr. Nicholas called upon the Regional Meeting Program Chair Dorothy Anasinski, to introduce the moderator, John M. Green, DDS, JD, and Panelists: William Simon, DMD, Anne Oldenburg, JD, and Linda Hay, JD, who presented a panel discussion sponsored by The Dentists Insurance Company (TDIC), entitled “Calibrate Your Risk Radar.”

The meeting was adjourned near 1 p.m.

April 7, 2021

The Chicago Dental Society Regional Meeting convened April 7 via Zoom. CDS President Dean Nicholas called the meeting to order at approximately 12:55 p.m.

APPROVAL OF MINUTES

The minutes of the meetings of Sept. 23, 2020, and Oct. 28, 2020, were approved as published.

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

There was no unfinished or new business to report.

ANNOUNCEMENTS

Dr. Nicholas directed attention to Proposed Bylaws Changes and asked all to refer to the “Proposed Constitution & Bylaws” link accessible in the “About Us” section on the CDS website for information on the proposed Bylaws changes. He announced that the proposed

changes would also be printed in the May/June issue of the *CDS Review* and would be presented for vote at the Sept. 22 Regional Meeting. Dr. Nicholas encouraged everyone to visit the CDS website, www.cds.org, to sign up to receive text messages. CDS members can also opt in to receive text messages from CDS by texting DENTAL to 877.497.7237 to receive text messages.

MONTHLY MEETING PROGRAM

Dr. Nicholas commented that the education program was being co-sponsored by AirGuard Health. He then introduced Dr. James Orrington II, founder of AirGuard Health, who gave a brief presentation.

Dr. Nicholas thanked Dr. Orrington and AirGuard Health for their support of CDS.

With no further business, Dr. Nicholas called upon Regional Meeting Program Chair, Dorothy Anasinski, who provided information and a few house-keeping items on the Zoom webinar before introducing the speaker.

Dr. Anasinski then introduced Lisa Mal-lonee, BS, MPH, who presented the program entitled *The Power of Prevention: Healthy Habits for a Healthy Smile*.

CDS Director of Scientific Programs Ted Borris served as the moderator for the Q&A session following the presentation. The meeting was adjourned near 4:30 p.m. ■

Don't forget



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

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

There are other ways you can help

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



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CHICAGO DENTAL SOCIETY™
MIDWINTER MEETING

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