

*CDS President, 2019*  
**Cheryl Watson-Lowry**

Meet your 2019 CDS Officers  
154th Midwinter Meeting preview  
Branch News

# TAKING CONTROL & FINDING FREEDOM

If you have a passion for implants,  
why not own it?



At Affordable Dentures & Implants, we believe treatment plans should be guided by your expertise—not the bottom line. When you affiliate with Affordable Dentures & Implants, you have complete control to do what's right for your practice and your patients.

You can also rely on our expertise in business operations to take the stress of running a practice off your shoulders. Our affiliated practice owners also receive:



ON-SITE LABS AND 3D CONE  
BEAM IMAGING



LIVE IMPLANT AND SURGICAL TRAINING



ZERO OUT-OF-POCKET INVESTMENT



FULL RELOCATION PACKAGE



DOUBLE THE AVERAGE INCOME OF A  
PRIVATE PRACTICE + EQUITY



360° BUSINESS SUPPORT – FROM  
MARKETING TO OPERATIONS



\$25K SIGN-ON BONUS\*



STUDENT LOAN REPAYMENT\*



**AFFORDABLE  
DENTURES &  
IMPLANTS®**

[careers.affordabledentures.com](https://careers.affordabledentures.com)

Visit us at booth #1929 at the Midwinter Meeting to learn more about practice ownership. While you are there, enter our raffle for a \$1,000 Delta Gift Card.

Content is copyright protected and provided for personal use only - not for reproduction or retransmission.

For reprints please contact the Publisher.

\* for select nationwide locations

## February is National Children’s Dental Health Month

CDS members are stepping up with efforts to improve the oral health of children. This year’s slogan for the ADA’s campaign to promote oral health for children is “Brush and clean in between to build a healthy smile.”

Dozens of CDS members are planning events and efforts to educate children about the importance of taking care of their teeth. More than 145 CDS dentists have requested materials from CDS to help in that effort.

CDS provides educational materials as well as free toothbrushes and toothpaste that members can distribute to children during their programs.

For instance, Kerry Lowery of Chicago said that she was going to use the materials from CDS to visit a local school “to promote healthy smiles.”

Dr. Lowery wrote that the effort includes instructing children “how to brush and floss and what healthy foods to eat.”

Member Judy Fan-Hsu wrote that she plans to visit schools in the underserved area of Chicago’s Chinatown neighborhood. Her emphasis during her visit will be on “good oral health habits that will last a lifetime for these kids.” She said that she will also distribute the supplies at summer health fairs held in the city.

Many of the efforts try to reach children when they are young and teachable with many members mentioning that they will be speaking to kindergarteners.

For instance, Karen Murphy requested materials that she can share with youngsters in the St. Germaine kindergarten classes in Oak Lawn. She will also make presentations to Girl Scouts troops in Tinley Park.

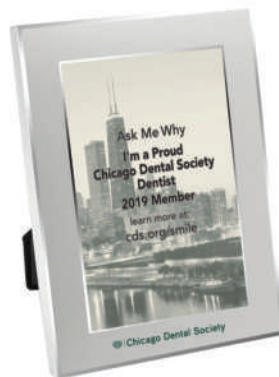
George Skoog in Palatine wrote that his office plans on visiting students at six kindergarten classes at three different schools in the northwest suburbs. And if he can’t get to the schools he then offers to host the children at the office and spends a half-day teaching them all about dentistry.

## Get your 2019 CDS member frame

Looking for your FREE member frame?

In 2018, the member frame concept was developed to help promote your CDS membership to your patients and show the importance of visiting a CDS member dentist. We suggest you prominently display it in your reception area, front desk, or exam room. The goal is to spark a conversation with your patients about your commitment to organized dentistry.

To request your frame, go to [on.cds.org/memberframe](http://on.cds.org/memberframe).



## Sign up to receive grassroots text alerts from ISDS

ISDS has launched a new text alert system for its advocacy efforts. Phone2Action provides members with a quick, easy way to contact their legislators on issues before the General Assembly – right from their cell phone. To ensure

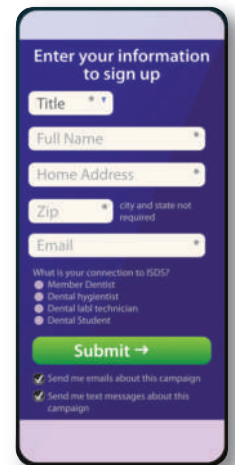
the success of this grassroots action tool, ISDS is asking that members sign up to use it. Signing up is easy.

Text the word *TOOTHPARTY* to 52886.

You will receive a message thanking you for signing up. You are not finished at this point. Click the link provided to enter your information. Fill out each field and choose your connection to ISDS (member dentist, hygienist, etc.) and click Submit.

You will receive a “thank you” message for taking action with ISDS. You have now completed the process and will receive important alerts to your phone.

When ISDS sends an alert, you’ll receive a text message asking you to take action. With just a few quick clicks, you’ll be able to send information directly to your legislator’s email account or Twitter feed, or you can even call their office directly. ■





**You are not  
a benchmark.**



**tdic**

You are also not a sales goal or a quota or a statistic. You are a dentist. And if you're looking for a company that understands that distinction, we'd like to introduce ourselves. We are The Dentists Insurance Company, TDIC. We only protect dentists and are relentless in our pursuit of innovative ways to protect you, your first year in the profession and every year after. Take our New Dentist Program.

### **New Dentist Program**

**\$0** Professional Liability insurance for your first year.\*

**45%** discount in your second year and 25% in your third.

**Guidance** through our Risk Management Advice Line.

**Five-minute** short form and e-signature make the online application process a breeze.

Apply today at [tdicinsurance.com/newgrad](https://tdicinsurance.com/newgrad)

\* First year TDIC Professional Liability coverage rates are \$0 in IL. Rates depicted are for new and never practiced dentists, licensed within the last twelve months and are valid for \$1M/\$3M coverage amounts. Rates increase until a mature policy is reached.

Endorsed by the  
Illinois State  
Dental Society

**Protecting dentists. It's all we do.®**

800.733.0633 | [tdicinsurance.com](https://tdicinsurance.com)

Content is copyright protected and provided for personal use only - not for reproduction or retransmission.  
For reprints please contact the Publisher.



## FEATURES

### Q & A with Cheryl Watson-Lowry ..... 8

CDS Editor Walter Lamacki speaks with our 2019 president.

### Installation of CDS Officers ..... 12

Will Conkis and Joseph DeRosier report.

### 2019 Midwinter Meeting Preview ..... 22

We provide a peek at what is coming this February.

### Index to 2018 Articles & Authors ..... 26

## COLUMNS

### President's Perspective ..... 6

Cheryl Watson-Lowry, DDS: Why Midwinter Mardi Gras?

### Practice Smarts ..... 30

Joanna Brown: One person can't know everything'

### It's the Law ..... 34

John M. Green, DDS, JD:

Justifiable Criticism? Things not always what they seem

### Final Impressions ..... 68

Walter Lamacki, DDS: What's more powerful than a tsunami?

## DEPARTMENTS

Directory ..... 4

Snap Shots ..... 36

Meeting Place ..... 42

New Members ..... 44

Branch News ..... 48

Classified Advertising ..... 56



Cover photo taken at the Japanese Garden in Jackson Park in Chicago by Tricia Koning

**COPYRIGHT 2019** by the Chicago Dental Society.

*CDS Review* (USPS 573-520) January/February 2019, Vol. 112, No. 1.

The *CDS Review* is published seven times a year by the Chicago Dental Society.

**Circulation:** 9,200. Periodicals postage paid at Chicago, IL, and at additional mailing offices.

## STAFF

**Editor:** Walter Lamacki, DDS

**Director of Publications/Managing Editor:** Will Conkis

**Publications Coordinator/Graphic Designer:** Tom Long

**Director of Communications:** Rachel Schafer

**Staff Writer:** Joseph DeRosier

**Freelance Designer Assistant:** Chris Reckling

## ADDRESS CHANGES

**Postmaster:** Send address changes to: Chicago Dental Society, Member Services, 401 N. Michigan Ave., Suite 200, Chicago, IL 60611-5585

## ADVERTISING INDEX

Accident Fund Insurance Co. .... 43

ACOA, Ltd. .... 111

AFTCO ..... 44

Affordable Dental Care.....cover 2

American College of Prosthodontics ..... 31

Andrews Construction, Inc. .... 7

Apex Design Build ..... 21

Artistic Dental Laboratories ..... 5

Beutlich Pharmaceutical..... 29

Chicago Dental Broker....cover 4, 47

Chicagoland Smile Group ..... 48

DentalPost ..... 49

Denterprise ..... 51

First Midwest Bank ..... 33

Glidewell Laboratories ..... 39

Law Office of Todd L. Erdman..... 44

Monahan Radiology..... 53

Office Anesthesiology and Dental Consultants, PC ..... 46

Professional Practice Consultants ..... cover 3

R & D Services..... 35

Russell Pelton ..... 50

Shofu Dental Corp. .... 41

TDIC - The Dentists Insurance Company..... 2

Treloar & Heisel, Inc. .... 40

Video Dental Concepts..... 45

## PURCHASE INFORMATION

Subscriptions and individual issues are available for purchase through our secure website at [www.cds.org/store/cds-store](http://www.cds.org/store/cds-store).

# directory

## PHONE DIRECTORY

CDS Review .....	312.836.7325
Communications.....	312.836.7330
Classified Advertising.....	312.836.7324
Display Advertising.....	312.836.7326
Member Services .....	312.836.7321
Peer Review.....	312.836.7331
Scientific Programs.....	312.836.7312

## STAFF DIRECTORY

### Executive Director

Randall Grove, 312.836.7308, [rgrove@cds.org](mailto:rgrove@cds.org)

### Associate Executive Director

Barry Ranallo, 312.836.7314, [branallo@cds.org](mailto:branallo@cds.org)

### Exhibitor Services Director

Lisa Girardi, 312.836.7327, [lgirardi@cds.org](mailto:lgirardi@cds.org)

### Member Services Director

Joanne Girardi, 312.836.7320, [jgirardi@cds.org](mailto:jgirardi@cds.org)

### Publications Director

William Conkis, 312.836.7325, [wconkis@cds.org](mailto:wconkis@cds.org)

### Scientific Programs Director

Ted Borris, DDS; 312.836.7312, [tborris@cds.org](mailto:tborris@cds.org)

### Communications Director

Rachel Schafer, 312.836.7330, [rschafer@cds.org](mailto:rschafer@cds.org)

### Financial and Information Services Manager

Mohammed Adil, 312.836.7316, [mkadil@cds.org](mailto:mkadil@cds.org)

### Mediation and Peer Review Manager

Helen Rabitoy, 312.836.7331, [hrabitoy@cds.org](mailto:hrabitoy@cds.org)

## AFFILIATED ORGANIZATIONS

### AMERICAN DENTAL ASSOCIATION

312.440.2500 or 800.621.8099; [www.ada.org](http://www.ada.org)

### CHICAGO DENTAL SOCIETY FOUNDATION

Kristen Weber, Executive Director

312.836.7301, [kweber@cdsfoundation.org](mailto:kweber@cdsfoundation.org);

Fax: 312.836.7337; [www.cdsfoundation.org](http://www.cdsfoundation.org)

### ILLINOIS STATE DENTAL SOCIETY

217.525.1406 or 800.475.4737

[www.isds.org](http://www.isds.org)

## CDS OFFICERS

**President:** Cheryl Watson-Lowry, 773.768.3100, [cwatson-lowry@cds.org](mailto:cwatson-lowry@cds.org)

**President-elect:** Terri Tiersky, 773.286.3750, [ttiersky@cds.org](mailto:ttiersky@cds.org)

**Secretary:** Dean Nicholas, 630.678.9090, [dnicholas@cds.org](mailto:dnicholas@cds.org)

**Vice President:** Thomas Schneider Jr., 773.794.1332, [tschneider@cds.org](mailto:tschneider@cds.org)

**Treasurer:** Michael Durbin, 847.824.0154, [mdurbin@cds.org](mailto:mdurbin@cds.org)

## BRANCH OFFICERS

### ENGLEWOOD

**Director:** Peggy Richardson, 708.532.6868, [prichardson@cds.org](mailto:prichardson@cds.org)

**President:** Nicholas Cudney, 708.448.8670, [nickcudney@gmail.com](mailto:nickcudney@gmail.com)

**Correspondent:** Denise Hale, 708.599.7090, [denise.haledds@yahoo.com](mailto:denise.haledds@yahoo.com)

### KENWOOD/HYDE PARK

**Director:** Yetta McCullom, 773.488.3738, [ymccullom@cds.org](mailto:ymccullom@cds.org)

**President:** Jorelle Alexander, 773.383.7827, [jorellealexander@gmail.com](mailto:jorellealexander@gmail.com)

**Correspondents:** Lori Lightfoot, 708.753.5241, [lighfoot1@cookcountyhhs.org](mailto:lighfoot1@cookcountyhhs.org);

Sherece Thompson, 773.238.9777, [sbthompsondds@gmail.com](mailto:sbthompsondds@gmail.com)

### NORTH SIDE

**Director:** Janet Kuhn, 773.588.2100, [jkuhn@cds.org](mailto:jkuhn@cds.org)

**President:** Agata Skiba, 773.294.3869, [askibadds@gmail.com](mailto:askibadds@gmail.com)

**Correspondent:** Stefania Spilotro, 847.542.8388, [stefania.spilotro@gmail.com](mailto:stefania.spilotro@gmail.com)

### NORTH SUBURBAN

**Director:** David Lewis Jr., 847.729.2233, [dlewis@cds.org](mailto:dlewis@cds.org)

**President:** Jacqueline Rosen, 847.215.9971, [rosen.jacqueline@gmail.com](mailto:rosen.jacqueline@gmail.com)

**Correspondent:** Rafael Peña, [rafaelfpena@gmail.com](mailto:rafaelfpena@gmail.com), 847.767.9270

### NORTHWEST SIDE

**Director:** Michael Biasiello, 847.825.1457, [mbiasiello@cds.org](mailto:mbiasiello@cds.org)

**President:** Mark Spinazze, 847.255.7080, [markspinazze@gmail.com](mailto:markspinazze@gmail.com)

**Correspondent:** Tara Culligan, [culligta@gmail.com](mailto:culligta@gmail.com)

### NORTHWEST SUBURBAN

**Director:** Scott Smoron, 847.255.2526, [ssmoron@cds.org](mailto:ssmoron@cds.org)

**President:** Bryan Nakfoor, 847.392.0330, [bryannakfoor@gmail.com](mailto:bryannakfoor@gmail.com)

**Correspondent:** Sylvia Deek, 708.527.8992, [drsdeek@gmail.com](mailto:drsdeek@gmail.com)

### SOUTH SUBURBAN

**Director:** Ronald Waryjas, 708.596.2226, [rwaryjas@cds.org](mailto:rwaryjas@cds.org)

**President:** Kenneth Coffey, 708.403.7888, [kcoffey830@gmail.com](mailto:kcoffey830@gmail.com)

### WEST SIDE

**Director:** Brian Caraba, 773.237.8855, [bcaraba@cds.org](mailto:bcaraba@cds.org)

**President:** Richard Kohn, 708.579.0488, [drrichardkohn@yahoo.com](mailto:drrichardkohn@yahoo.com)

**Correspondents:** Richard Kohn, 708.579.0488, [drrichardkohn@yahoo.com](mailto:drrichardkohn@yahoo.com);

and Michelle Jennings, 708.354.4545, [lgrangeperio@yahoo.com](mailto:lgrangeperio@yahoo.com)

### WEST SUBURBAN

**Director:** Donald Kipper, 630.469.2444, [dkipper@cds.org](mailto:dkipper@cds.org)

**President:** John Milgram, 630.922.0005, [tallgrassdental@yahoo.com](mailto:tallgrassdental@yahoo.com)

**Correspondent:** Anna Orland, [akorland1@yahoo.com](mailto:akorland1@yahoo.com)

## CORRESPONDENCE & CONTRIBUTIONS

Address editorial correspondence to:

Chicago Dental Society

*CDS Review*

401 N. Michigan Ave., Suite 200

Chicago, IL 60611-5585

**Phone:** 312.836.7300

**Fax:** 312.836.7337

**Email:** [review@cds.org](mailto:review@cds.org)

**Dr. Lamacki's email:** [wlamacki@cds.org](mailto:wlamacki@cds.org)

All material submitted for consideration must be emailed or typewritten, not handwritten. Original articles published herein become the property of the *CDS Review*. Opinions and statements expressed within this publication are those of the writer and not necessarily those of the Chicago Dental Society.

## MEETING ANNOUNCEMENTS

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

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

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

## ADVERTISING

Email [adinfo.cds@foxrep.com](mailto:adinfo.cds@foxrep.com) or contact one of the following regional offices:

### Fox-Chicago

800.440.0231 or 312.644.3888,

Fax: 312.644.8718

### Fox-New York

212.725.2106, Fax: 212.779.1928

### Fox-Los Angeles

805.522.0501, Fax: 805.522.0504

### Fox-Detroit

248.626.0511, Fax: 248.626.0512

THE FUTURE OF DIGITAL DENTAL TECHNOLOGY  
IS HERE

*Artistic*  
DENTAL LABORATORIES, INC.

## SCREW RETAINED RESTORATIONS ALL INCLUSIVE - PREDICTABLE PRICING

FABRICATED WITH GENUINE (OEM) IMPLANT COMPONENTS



Screw Retained Solid Zirconia  
**\$399.00**

Screw Retained Zirconia (Layered)  
**\$469.00**

(Price for conventional impression)  
Call for pricing when submitting Digital Scans

**NAME BRAND COMPONENTS YOU CAN TRUST**  
5 YEAR WARRANTY - FREE PICK-UP & DELIVERY (Chicagoland area)



*Artistic*  
DENTAL LABORATORIES, INC.

A Full Service  
Certified Dental Laboratory

A member of **TEREC**  
Technical Research Consortium  
NORTH AMERICA

470 Woodcreek Drive  
Bolingbrook, Illinois 60440

30 North Michigan Avenue  
Suite 1817  
Chicago, Illinois 60602

630.679.8686  
ARTISTICDL.COM



Content is copyright protected and provided for personal use only - not for reproduction or retransmission.  
For reprints please contact the Publisher.



Write to Dr. Watson-Lowry at [cwatson-lowry@cds.org](mailto:cwatson-lowry@cds.org).

# Why a Midwinter Mardi Gras?

**M**Y THEME FOR THIS YEAR'S MIDWINTER MEETING IS: *A MIDWINTER MARDI GRAS - CELEBRATING INNOVATION, CAMARADERIE & DIVERSITY*. There is a lot to unpack in that theme so let's get started. First, why a Midwinter Mardi Gras?

Mardi Gras is known for excitement and fun. Besides having the best in continuing education, the Midwinter Meeting has always been fun for me. I have memories of attending with my dad and the rest of our family, back when the meeting was held at the Conrad Hilton, currently the Chicago Hilton.

We have come so far with our meeting; it is now one of Chicago's largest conventions and the best dental meeting in the world. My team, Sharon Lyn-Malinowski, general chair, Susan Zelazo-Smith, program chair, and the CDS staff have worked tirelessly to make this meeting the best ever.

There will be fun surprises going on every day. After a day of attending courses and visiting the convention floor, what could be more fun than the comedy of Jay Leno. This event is open to all attendees and includes food and beverage, so make sure you bring your whole staff and your family.

We've also moved the traditional Friday afternoon special event, a fashion show and luncheon, to McCormick Place and condensed it so that you don't have to miss your morning or afternoon courses. Sit down with your staff or invite your friends, enjoy a delicious meal and watch as Chicago's best designers present their spring collection. Sign up for *Carnivale, Couture and Cuisine* and enjoy the show.

If you like the music of Prince or you just like to dance, the Friday night concert at the Park West concert venue is a must-attend.

The Purple Xperience band features "Doc" from the original Prince and the Revolution band. This event includes an open bar and snacks; you can't beat it. To wind up your amazing Midwinter Meeting experience, make sure you attend Saturday

night's President's Dinner Dance. And while its not a masquerade ball, feel free to bring your favorite Venetian mask (you know, the fancy ones on a stick); we'll pick the best one of the night. We have a new orchestra this year. Opal Staples of the iconic Staples Singers family is the orchestra leader. She will have you dancing until midnight.

Now I'd like to take a closer look at the meeting theme.

**Innovation:** Our Midwinter Meeting is known the world over for not only having speakers on the latest and most innovative techniques but also our exhibitors have, year after year, utilized our meeting to launch their newest products with the latest innovations.

There will be courses showing the innovation in dentistry; for example, Saturday offers a course by the ADA Volpe Center on Dental Research. Imagine inserting a partial that sends signals to the patient's smart phone to alert them that their blood sugar is dropping. This course covers that and many more exciting innovations.

**Camaraderie:** This concept applies to the Midwinter Meeting and CDS overall. Whether you are attending a Regional Meeting, your local branch meeting, or the Midwinter Meeting, there are no better places to meet your colleagues and classmates to share memories or new ideas and techniques that can be applied in your practice.

**Diversity:** Diversity has a number of meanings, but for this discussion, I hope you attend the Midwinter Meeting and enjoy all of the things the meeting has to offer. Whether you would like to catch up on your continuing education, take advantage of the great deals on the convention floor or enjoy the evening entertainment, there is a diverse offering of things to do for everyone. If you have never been to the Midwinter Meeting, bring a friend and enjoy it together.

See you at the "Mardi Gras." ■

*"The Midwinter Meeting has always been fun for me. I have memories of attending with my dad and the rest of our family..."*





Founded in 1984, Andrews Construction has established itself as a leader in the field of medical, particularly dental office construction.

Whether remodeling, building out, or building from the ground up, from affordable start-ups to award winning showcase offices, we concentrate all of our efforts into making sure that our customers have a stress-free and pleasant experience. We take pride in giving you the best value, while ensuring that your new office is completed in a professional and timely manner.



- Architecture and Engineering\*
- Design and Decorating Services
- Financing and Appraisals
- Custom Cabinetry
- Total Turn Key Construction

\* Done by licensed engineers and architects.

Content is copyright protected and provided for personal use only - not for reproduction or retransmission.  
For reprints please contact the Publisher.

# Q & A

## Our conversation with CHERYL WATSON-LOWRY CDS PRESIDENT, 2019

by Walter Lamacki, CDS Editor

**T**HE MIDTERM ELECTIONS SWEEP 90 WOMEN INTO CONGRESS; the #MeToo movement has empowered women. Women are assuming leadership positions in government, industry and education.

After a generation of service to the profession and seven years on the CDS Board, Cheryl Watson-Lowry has become the third woman president of the society.

---

Do you think the glass ceiling holding women back for generations is permanently shattered, or is there more to be done?

We are living in amazing times, and we are witnessing history before our eyes every day.

Relationships between men and women have changed dramatically since I left dental school. However, I still think we have a ways to go before we can say that the glass ceiling is forever shattered. Until we no longer have to

say, “I am the first or the second woman” to take a position the ceiling isn’t broken. Until we can look up and see a female holding positions from CEO of a large firm to firefighter, from pastor of a church to car valet, from cardiac surgeon to electrician and not think it looks out of place somehow, the ceiling isn’t broken. I think a time will soon come when we will not be surprised by a woman holding any of these empowering positions. As long as someone can do a job, it shouldn’t matter if they are male or female, black, white or brown.

---

What is your top priority for CDS as president?

I am so very proud of the Chicago Dental Society for its commitment to improving access to care in underserved communities.

As I stated in my acceptance speech at the installation of CDS officers in November, my dad, Dr. Charles Watson modeled the importance of service in

the community for me. I learned from him the importance of ensuring the underserved have access to affordable dental care.

It was my privilege to serve as chair of the CDS Government Affairs and Access Advocacy Committee for several years; I saw much progress made by CDS by working with local and state government to improve access.

During my presidential year, it is my hope that we can build upon our successes by continuing to improve access to dental care and also improve the dental knowledge of all of those in the area that the Chicago Dental Society serves.

---

What was the genesis of your theme for the 2019 Midwinter Meeting?

My theme for 2019, *A Midwinter Mardi Gras – Celebrating Innovation, Camaraderie and Diversity* is a compilation of a number of ideas.

First, when you think of Mardi Gras you think of fun and excitement. I think





The Watson-Lowry family: (L-R) Clarke, Cheryl Watson-Lowry, Evan, Bill Jr. and William Lowry

of the Midwinter Meeting as fun and exciting and I hope to bring that to all of our 2019 attendees with a little flavor of New Orleans.

**Innovation** is a salute to my father, whose practice I joined after graduating dental school. He always took his entire staff to the Midwinter Meeting to learn the latest techniques and innovation in dentistry. They would then bring those ideas back to the office to give the best

dentistry to our patients.

**Camaraderie** is the tip of the hat to one of my other mentors, Michael Stablein, 2010 CDS president. Michael always stressed the ability of friends and classmates to get together once a year during Midwinter Meeting and enjoy each other's company whether it be attending classes together, stopping for lunch during the day at the meeting or attending the evening activities like Opening Session, the Friday night concert at the Park West, or capping the meeting off with the President's Dinner

Dance on Saturday night.

**Diversity** is to acknowledge another one of my mentors, Al Bean, 2000 CDS president. Part of his theme was diversity.

Diversity means many things to me in the scope of the Midwinter Meeting and dentistry as a whole. Dentistry has become much more diverse than even 20 years ago. There are more people of color and more women graduating from dental school. We have even incorporated two days of classes, all in Spanish, to help to highlight this part of our theme. I would like everyone to feel welcome in the dental home of the Chicago Dental Society and the Midwinter Meeting. ■

**I think a time will soon come when we will not be surprised by a woman holding any of these empowering positions. As long as someone can do a job, it shouldn't matter if they are male or female, black, white or brown.**

# Dental Office Designers & Builders

## Services Including:

- Architecture\* and Engineering\*
- Interior Design
- Turnkey Construction
- Custom Cabinetry
- Painting, Wallpaper & Faux Finishes
- Floor Treatments
- Licensed Installers of N2O & O2



## “Experience Matters”

Over the past 25 years ACOA, Ltd. Construction Company has guided dentists through every phase of their new office build-out process on-time and on-budget.

\* Architecture services provided by Licensed Architects  
\* Engineering services provided by Licensed Engineers



See our work at: [www.acoadental.com](http://www.acoadental.com)  
Contact us: 847.229.8414

**ACOA, Ltd.**  
CONSTRUCTION COMPANY  
DESIGNERS & BUILDERS

Content is copyright protected and provided for personal use only - not for reproduction or retransmission.  
For reprints please contact the Publisher.

# *Installation of CDS Officers*

## **Introducing your CDS Officers & New Branch Directors**

by Will Conkis

Cheryl Watson-Lowry was installed Nov. 11 as the 154th president of the Chicago Dental Society at the Ritz Carlton Chicago.

More than 400 members attended the installation ceremony. Dr. Watson-Lowry is the third woman to become the president of the society.

Other CDS officers for 2019 are: Terri Tiersky, president-elect; Dean Nicholas, secretary, Thomas Schneider Jr., vice president; and Michael Durbin, treasurer.

Also installed were new members of the Board of Directors in 2019. The incoming branch directors are: Janet Kuhn, North Side Branch; Michael Biasiello, Northwest Side Branch; and Donald Kipper, West Suburban Branch.

Dr. Watson-Lowry in her acceptance speech noted the 2019 Midwinter Meeting theme celebrates innovation, camaraderie and diversity.

"I stand before you grateful, honored and energized, as your incoming president for 2019.

"For over 20 years, I've dreamed of this night and because of all of you, tonight has become a reality. In concert with the theme for the 2019 Midwinter Meeting, tonight is a Celebration of Innovation, Camaraderie and Diversity.

"I stand this evening on the shoulders of our three previous African-American presidents, our two previous female presidents, the members of the Progressive Club, the Kenwood/Hyde Park Branch and each of you.

"But no one has had a greater role in this evening than my dad, Dr. Charles



William Lowry, Cheryl Watson-Lowry, Rosemary and Louis Imburgia.

E. Watson, who made his transition almost six years ago this month. It was my father who modeled service in the community, service in organized dentistry and leadership in Springfield for me. Upon joining my father in the practice 31 years ago, I learned the importance of servicing the needs of our patients, while ensuring that those in the underserved community have access to affordable dental care as well."

(For the full text of Dr. Watson-Lowry's installation speech, see page 19.)

Retiring branch directors Cissy Furusho, North Side Branch;

Charles DiFranco, Northwest Side Branch; and Mark Ploskonka, West Suburban Branch, were also honored.

Also recognized were the retiring branch presidents Andrew Moormann,

Englewood Branch; Bitu Mehdinejad Fayz, Kenwood/Hyde Park Branch; Richard Leyba, North Side Branch; Theodore Constantine, North Suburban Branch; John Kaminski, Northwest Side Branch; Christopher Hall, Northwest Suburban Branch; Richard Bona Jr., South Suburban Branch; and Paulina Brzozowski-Sawicki, West Suburban Branch.

The retiring Academic Chapter directors Cody Emeigh, Midwestern University College of Dental Medicine, and Tyler Ramir, University of Illinois at Chicago College of Dentistry, were also recognized.

Randall Markarian, president of the Illinois State Dental Society, was the installing officer.



## 50-year members

The following are the honored Jubilarians – members who graduated from dental school in 1968 and have been members of organized dentistry since graduating dental school (in alphabetical order):

John Anderson, Paul Bjork, Theodore Brasky, Kenneth Burrell, Richard Caraba, Joseph Cieply, John Codd, James Coglianesi, Evelyn Conrad, Jose De Los Reyes, Robert Faessel, John Francis, Barry Freydberg, Robert Hawkins, Lewis Hirsch, Edward Kasper, Alibert Klinski, Peter Kuhn, Lawrence Lagrotteria, Rodger Lerohl, Robert Lubar, Charles Luptak, Gerald Lynch, Wayne Mason, Donald Nelson, William Olevich, Amrital Patel, Steven Pearl, Richard Perry, Jack Ruby, D. Milton Salzer, Nathan Sirota, Anda Sokalski, Robert Sven, Thomas Tax, Russell Umbricht, Lanny Walker and Mohammad Zaffarkan.







**RETIRING BRANCH PRESIDENTS and ACADEMIC CHAPTER DIRECTORS**

(L-R) 2018 CDS President Louis Imburgia with Tyler Ramir, University of Illinois at Chicago College of Dentistry Academic Chapter Director; Paulina Brzozowski-Sawicki, West Suburban; George Barsa, West Side ; John Kaminski, Northwest Side; Richard Leyba, North Side; Bita Mehdinejad Fayz, Kenwood/Hyde Park; Richard Bona Jr., South Suburban.

Not pictured: Theodore Constantine, North Suburban; Christopher Hall, Northwest Suburban ; Andrew Moormann, Englewood; Cody Emeigh, Midwestern University College of Dental Medicine Academic Chapter Director.



**RETIRING BRANCH DIRECTORS**

(L-R) 2018 CDS President Louis Imburgia with Mark Ploskonka, West Suburban; Cissy Furusho, North Side; and Charles DiFranco, Northwest Side.



Richard Bona and Ronald Waryjas, winners of the Branch Member Recruitment Program for 2017.



# 2019 CDS Officers

## Terri Tiersky PRESIDENT-ELECT



**Education:** Dr. Tiersky earned a dental degree from the Loyola University School of Dentistry in 1986 and a law degree from The John Marshall Law School in 1991.

**Family:** Dr. Tiersky and her husband, Roland Davidson, have one daughter, Devin.

**Do you prefer Cajun or Creole cuisine and why?**

Is there a difference?

**What's the nicest thing a patient has ever said to you?**

That I looked too young to be the Den-

tist. That was obviously many, many years ago. On a more serious note, the thanks that I get from the patients that I do pro bono work for are amongst the most heartwarming and fulfilling.

**Pretend dentists get Snow Days and you just got one, what do you do?**

Stay at home in my PJs with a good book and a fire in the fireplace.

**You have to evacuate your house immediately, your loved ones and pets are safe, what one thing do you grab on the way out?**

Picture albums. The rest is just replaceable "stuff."

## Dean Nicholas SECRETARY



**Education:** Dr. Nicholas graduated from the Loyola University School of Dentistry in 1986.

**Family:** Dr. Nicholas and his wife, Celeste, have been married for 28 entertaining years. They have two sons, Mickey and Buddy, who will be 7 in March; and enjoy being in the lives of their nieces and nephews.

**Do you prefer Cajun or Creole cuisine and why?**

Neither, I prefer Greek food, because the Greeks invented Cuisine. OPA!

**What's the nicest thing a patient has ever said to you?**

You're the man I should have married!

**Pretend dentists get Snow Days and you just got one, what do you do??**

I would do what I love to do most, spend quality time with Celeste, Mickey and Buddy and check on loved ones to make sure they are OK.

**You have to evacuate your house immediately, your loved ones and pets are safe, what one thing do you grab on the way out?**

The Bible my godmother gave me when I was 10 years old. It gives me strength and reminds me to always have faith!

## Thomas Schneider Jr. VICE PRESIDENT

---



**Education:** Dr. Schneider earned his dental degree in 1986 from the University of Illinois at Chicago College of Dentistry, and a certificate of Specialty in Periodontics from the Loyola University School of Dentistry in 1988.

**Family:** Dr. Schneider and his wife, Sarah, have two children, Peter and Margaret.

**Do you prefer Cajun or Creole cuisine and why?**

The differences are so subtle and I like them both, but it has to be authentic.

**What's the nicest thing a patient has ever said to you?**

A patient once told me while she was at the office that we made her feel like she was at home.

**Pretend dentists get Snow Days and you just got one, what do you do?**

I would head for the nearest frozen lake for some ice fishing!

**You have to evacuate your house immediately, your loved ones and pets are safe, what one thing do you grab on the way out?**

It's not really original but it would have to be my phone. Losing my ability to communicate would be very difficult.

## Michael Durbin TREASURER

---



**Education:** Dr. Durbin earned his dental degree in 1988 from the University of Illinois at Chicago College of Dentistry. He continued on there to earn a master's degree Orthodontics in 1990.

**Family:** Dr. Durbin is married to fellow CDS member Renee Pappas. They have two children, Kristen, and Peter.

**Do you prefer Cajun or Creole cuisine and why?**

Love both, but I like Creole better because of the tomatoes and the jambalaya.

**What's the nicest thing a patient has ever said to you?**

Even though I hear this often, it never gets old to hear a patient say how much they love their smile when their braces are removed. I especially enjoy talking to these patients years later when they share what a difference having a beautiful smile has made on their lives.

**Pretend dentists get Snow Days and you just got one, what do you do?**

Since this is a fantasy question, my fantasy answer is that I would walk outside, jump on my snowmobile and spend the day riding the trails.

**You have to evacuate your house immediately, your loved ones and pets are safe, what one thing do you grab on the way out?**

My CDS green jacket, of course!

# New Branch Directors



**Janet Kuhn**  
NORTH SIDE BRANCH

**Education:** Dr. Kuhn received her dental degree at the University of Illinois at Chicago College of Dentistry in 1979.

**Family:** Dr. Kuhn and her husband, Jeff Kramer, practice general dentistry together. Their oldest daughter, Jessica, and her husband Kevin Halpin have a 2-year-old son, Sean. Younger daughter Jill is engaged to be married to Brad Parker.

**Do you prefer Cajun or Creole cuisine and why?**

I am not that familiar with either, but I believe I prefer Creole. Cajun tends to be too spicy hot for my tongue. My taste runs to shrimp and grits.

**What's the nicest thing a patient has ever said to you?**

"I'm glad I came to you 30 years ago when we first came to this country."

**Pretend dentists get Snow Days and you just got one, what do you do?**

If a snowstorm had us barricaded at home, I could relax with a good book and then cook up a great dinner while enjoying a classic movie on TCM.

**You have to evacuate your house immediately, your loved ones and pets are safe, what one thing do you grab on the way out?**

I'd grab family photos and movies. Where's my cell phone?



**Michael Biasiello**  
NORTHWEST SIDE BRANCH

**Education:** Dr. Biasiello earned his dental degree from Loyola University School of Dentistry in 1985.

**Family:** Dr. Biasiello and his wife, Gail, have three children, Michael Jr., Gina and Dominic.

**Do you prefer Cajun or Creole cuisine and why?**

I like Italian cuisine; I didn't know there is any other type.

**What's the nicest thing a patient has ever said to you?**

I had a patient I hadn't seen in four years and she told me, "You haven't changed in all these years." I asked her the last time she saw her eye doctor.

**Pretend dentists get Snow Days and you just got one, what do you do?**

Enjoy a nice glass of Chianti and sit and watch the snow fall.

**You have to evacuate your house immediately, your loved ones and pets are safe, what one thing do you grab on the way out?**

I'd grab the remaining bottles of Chianti that I didn't use during the Snow Day.



**Donald Kipper**  
WEST SUBURBAN BRANCH

**Education:** Dr. Kipper received his dental degree from Loyola University School of Dentistry in 1987.

**Family:** Dr. Kipper and his wife, Margaret, have a son, Andrew, as well as a new puppy.

**Do you prefer Cajun or Creole cuisine and why?**

I didn't know there was a difference. Hopefully there will be a course at Mid-winter Mardi Gras that can help me figure it out!

**What's the nicest thing a patient has ever said to you?**

A long time ago a patient said I looked too young to be a dentist. That was a long time ago.

**Pretend dentists get Snow Days and you just got one, what do you do?**

Try to check a few things off the honey-do list, but realistically, probably sleep in.

**You have to evacuate your house immediately, your loved ones and pets are safe, what one thing do you grab on the way out?**

Clean underwear, my mom always said you never know what might happen!

# Dr. Watson-Lowry's Installation Address

Welcome CDS members, family and friends.

I would first like to congratulate Lou and Rosemary and the entire 2018 team. Lou, you have left some really big shoes to fill! You put on a fantastic program for Midwinter. We all thank you!

To all of the Jubilarians, congratulations on 50 years of service to the dental community! Your accolades are well deserved!

And of course today is Veteran's Day. To all the veterans here tonight, could you please stand? We thank you for your service.

I thank all of you for being here for the 154th Installation of the Chicago Dental Society. I stand before you grateful, honored and energized, as your incoming president for 2019. For over 20 years, I've dreamed of this night and because of all of you, tonight has become a reality. In concert with the theme for the 2019 Midwinter Meeting, tonight is a Celebration of Innovation, Camaraderie and Diversity.

I stand this evening on the shoulders of our three previous African-American presidents, our two previous female presidents, the members of the Progressive Club, Kenwood/Hyde Park Branch and each of you.

But no one has had a greater role in this evening than my dad, Dr. Charles E. Watson, who made his transition almost 6 years ago this month.

It was my father who modeled service in the community, service in organized dentistry, and leadership in Springfield for me. Upon joining my father in the practice 31 years ago, I learned the importance of servicing the needs of our patients, while ensuring that those in the underserved community have access to affordable dental care as well.

My father, along with many of my other mentors such as Bob Unger, Chauncey Cross, Sam Casio and Mark Robinson, modeled that effective change can be achieved through legislative action and governmental relationships.

CDS has expanded its long tradition of improving access to care by the institution of the Chicago Dental Society Foundation. By opening its clinic in DuPage County, thousands of Illinois residents have received quality dental care, which has improved their lives immeasurably. In 2010, one of my mentors, Dr. Michael Stablein, revitalized the Governmental Affairs Committee of CDS. Unfortunately, he was unable to see its amazing success, but I was then blessed to chair that committee for four years.

Now, under the guidance of chairman, Loren Feldner, co-chair Gerry Ciebien and the other amazing hardworking committee members, the Governmental Affairs Committee continues to strive to ensure that the needs of our patients are known by our public officials at the city, county and state levels. Part of our advocacy at the state and local levels led

to Illinois' own U.S. Representative Robin Kelly sponsoring the Action for Dental Health bill at the national level.

This bill recently was passed by the House and Senate and is now headed to the White House to be signed. It is my hope that the passage of this bill will translate into expanded dental services for those in the area that the Chicago Dental Society serves.

Closer to home, I assure you that one recently elected Cook County official of the 3rd District (Bill Lowry) will understand the needs and initiatives of our dental community.

As we move forward, we must not only relish our proud past and our exciting present but we must also embrace the boundless future of the CDS – a future which will include affordable dental health care for our communities, a future which will include support of our dental schools,

a future which will include a global commitment to dental health care as a window to overall health and a future which will include diversity in all of its wonderful hues throughout our profession.

Tonight, I come before you not only as the 2019 president of the Chicago Dental Society but also as a partner in the future promise of organized dentistry. We are blessed to be a part of an esteemed society, which has served the needs of Chicago for 154 years and which will continue such service for another 154 more.

I have been discussing access and advocacy, which are just two of the reasons I participate in organized dentistry, one other main reason, which is part of the 2019 theme is Camaraderie. I have developed so many friendships and I would not be standing here if it weren't for the support of my dental friends.

My General Chair, Dr. Sharon Lyn-Malinowski and my Program Chair, Dr. Sue Zelazo-Smith, we are otherwise known as the Hyphen-team as we all hyphenate our last names. Something I didn't realize until Dr. Vicki Ursitti brought it to my attention is that I will be the first mother president of CDS. Also of note, 2019 will be the first year that the Midwinter Meeting will be headed up by three women, all married, all mothers. Sharon and Sue, it has been a long, wonderful journey and I appreciate all of the time and energy you have put into the planning of the 2019 meeting. I'd also like to thank your husbands, Ed Malinowski and Tom Smith for all of their input and allowing me to borrow their spouses. It truly has been a team effort.

And then my Progressive family – thank you for your trust, and supporting me through this journey.

My dental brothers – Drs. Joe Unger, Davey Fulton, Paul Kattner and of course George Zehak, thank you for your wise counsel. In 2005, Mike Stablein selected George and me to be his General and Program Chairs for the 2010 Mid-

winter Meeting, and George and I have been stuck at the hip ever since.

My mentors – those that are no longer with us – of course my father, Dr. Charles Watson, and my second dad in dentistry, Dr. Robert Unger, along with Drs. Al Bean, Mike Stablein and Dave Fulton, Sr. They've left quite a legacy of leadership. And those that are here and still continue to mentor young dentists – Drs. Tony Venezia, Walter Lamacki, Paul Landman, Don Provenzale (who appointed me to my first Midwinter committee), Juliann Bluit and of course Rich Caraba – who knows more about the Midwinter Meeting and CDS than most of us will ever know! I thank you all.

I would like to thank my sisters in dentistry- Drs. Melanie Watson, Sherece Thompson and Yetta McCullom who have been there for me no matter what and my whole Kenwood/Hyde Park family – thank you for your continued support.

I also would like to express my extreme gratitude to one of our newest doctors, Dr. Randy Grove and the entire CDS staff. They continuously put on an extraordinary dental meeting year after year, unrivaled by any other meeting in the world. I can't wait to see how they bring to life the Midwinter Mardi Gras vision of our 2019 team!

And now I would like to introduce you to the home team.

My office staff, Ms. Tracie Hawkins, our office manager for the past 16 years. She is a master at magically rearranging our patient schedule around all of my meetings and events. And she does it with a smile. Thank you. Ms. Quintella Sutton, one of our dental assistants. She started with us over 19 years ago and runs between the front desk and clinical area effortlessly.

And then Ms. Bonnie McKinney, our head dental assistant, who was with my dad years ago, left and came back to work with me 22 years ago. She's at the top of her field, but has been threatening to retire for the last 7 years.

I would like to introduce you to my two best friends: Kim Davis, who has been my bestie for over 30 years and my best friend Joy Johnson for over 45 years. Joy flew in from Arizona to be here for me tonight and yesterday as we helped Kim pick out her wedding dress. Thank you both for your love and support.

And now my fabulous family that's here with me tonight. My cousin, Professor Sallyanne Payton came in from Ann Arbor for tonight. She has worked with every administration from Nixon to Obama and always has an amazing story to tell.

My cousin Ashanti Johnson who is Chicago's health, exercise and weight loss guru. She helped us by babysitting our three children when they were little and now turnabout is fair play, Bill and I help out sometimes watching her little one.

My mom, Eloys Watson is here from Los Angeles where she's helping to take care of our soon-to-be 100-year-old grandmother. I learned dentistry from my dad, but I learned everything else from my mom. Thank you for everything mom. I love you.

My sister Carla Watson, who ran our office for over 11 years until she turned to the dark side and became a pastry chef, and my brother Charles Watson, graphic designer extraordinaire. You both have supported me and have been there whenever I have needed you. Never with a "no." Always there to help figure it out. I love you both dearly. Thank you.

And our children, our oldest, Bill Jr. who will be graduating from Loyola Law school in the spring and joining his dad in practice. Our son Evan who is looking to follow his dad into politics and our daughter Clarke, who is here for the second time this week from the University of Southern California. Earlier to be with her dad on election night and now for me. You are the most amazing children I could have ever asked for. I am so very proud of you and I love you with all of my heart.

And I saved the best for last. Bill, my amazing husband. This past year has been a roller coaster ride, but you always promised me an exciting life and we haven't had a dull moment in all of these 28 years! I am so proud of all of your amazing accomplishments. You make me laugh every day and I couldn't have a more loving and supportive husband. I wouldn't be here without you. You are my partner and my love. Thank you for everything you do for our family and for our community. I love you.

And now, as we head toward our Midwinter Meeting in February, let's do so while being mindful of: A Midwinter Mardi Gras - Celebrating Innovation, Camaraderie and Diversity, which typifies the Chicago Dental Society both today, tomorrow and into the future.

Thank you. ■

# ARCHITECTURE • DESIGN • CONSTRUCTION

Real Estate Consultancy • Space Assessment • Ground Up Development • Interior Construction



## Your practice made perfect.

Apex Design Build is a family-owned design, architecture and construction firm that specializes in creating state-of-the-art dental practices. For four generations, the Apex family has earned a reputation as “the people who do things right”. Our motto is as enduring as it is simple: Your practice made perfect.

We provide everything you need to create a space for success: Architecture, Interior Design, Construction and Furnishing. At Apex Design Build, all elements of your project are executed by one world-class, design build team so you can concentrate on treating your patients.

Contact us for a consultation:

800.696.8485 or [apexdesignbuild.net](http://apexdesignbuild.net)



Content is copyright protected and provided for personal use only - not for reproduction or retransmission.  
For reprints please contact the Publisher.



A M I D W I N T E R

# Mardi Gras

CELEBRATING INNOVATION, CAMARADERIE & DIVERSITY

CHICAGO  FEBRUARY 21-23, 2019

## 154th Midwinter Meeting

# Preview

**T**HE 2019 MIDWINTER MEETING, THE CHICAGO DENTAL SOCIETY'S 154TH ANNUAL EVENT, WILL HAVE A FESTIVE AIR ABOUT IT WITH THE theme: *A Midwinter Mardi Gras, Celebrating Innovation, Camaraderie and Diversity*. From Thursday, Feb. 21, to Saturday, Feb. 23, all eyes in the dental world will be on McCormick Place West on Chicago's lakefront.

CDS President Cheryl Watson-Lowry says she hopes the thousands of dental professionals who will converge on Chicago will be in a celebratory mood.

As always, the Midwinter Meeting will offer three full days of outstanding scientific programs and an Exhibit Hall filled with the latest in dental technology and products. There are more

than 140 speakers lined up to help dental professionals earn continuing education credits, and the Exhibit Hall offers more than 600 exhibitors.

Dr. Watson-Lowry said she selected this year's theme with the fact in mind that the Midwinter Meeting is full of fun and excitement. The theme also celebrates innovation, camaraderie and diversity.

The meeting will remind attendees of the camaraderie that all dental professionals share and is a tip of the hat to one of Dr. Watson-Lowry's mentors, Michael Stablein, 2010 CDS president, she said. She added that Dr. Stablein always stressed the fact that the Midwinter Meeting gives friends and former dental school classmates an opportunity to get reacquainted.



The innovation aspect is a salute to her father, the late Dr. Charles Watson. She said her father always looked to Midwinter Meeting as an opportunity to learn the latest techniques and advances in dental technology.

And the diversity part is an acknowledgement to another mentor, Al Bean, who was CDS president in 2000, and who also had “diversity” as part of his theme.

Dr. Watson-Lowry said everyone in the dental profession should consider attending the Midwinter Meeting because it offers so much at a reasonable cost and in a great and accessible location. And even those who have attended in the past should plan on a return visit.

“Each year a different team is in charge of planning the Midwinter Meeting,” she said. “So there are always new and different things to see and do. This year the 2019 team wanted to try and bring the Mardi Gras theme in as much as possible, so that everyone could have fun while they learned.”

She said the team has spent three years looking for the best speakers in the world to make sure the CE experience is “top notch.”

“That’s why we are known as the respected leader in scientific dental meetings!” Dr. Watson-Lowry exclaimed.

She said her team, General Chair Sharon Lyn-Malinowski and Program Chair Sue Zelazo-Smith, along with Scientific Director Ted Borris, have put together an outstanding array of top-notch speakers and programs.

“I’m looking forward to the courses but I am sad that I won’t be able to sit down and enjoy hearing all of the wonderful speakers!” Dr. Watson-Lowry said.

Several courses at the meeting this year will be presented in a foreign language with no English translation. Two speakers will present four courses, two on Friday by Mario Romero, and two on Saturday by Sergio Rubenstein, in Spanish.

## VISITING THE EXHIBITS

Besides earning continuing education credits in courses, the Midwinter Meeting offers a chance to learn about the latest in dental technology on the Exhibit Hall floor.

The Exhibit Hall opens each of the three days of the meeting at 9 a.m. and is open until 5:30 p.m. on Thursday and Friday, Feb. 21 and 22, and until 4 p.m. on Saturday, Feb. 23.

Access to the Midwinter Meeting Exhibit Hall is free for all attendees. Your meeting badge is your ticket to an outstanding opportunity to visit with more than 600 vendors. This year, more than 100 of those vendors will be first-time exhibitors at the Midwinter Meeting.

CDS will continue to offer one CE credit when you visit the Exhibit Hall during the meeting. Scanning the QR code on your name badge at designated locations in the Exhibit Hall will activate the continuing education credit.



General Chair Sharon Lyn-Malinowski (left), President Cheryl Watson-Lowry, Program Chair Sue Zelazo-Smith

Visitors can also take advantage of a Midwinter Meeting Rebate of up to \$100 (depending on the month you registered) when ordering from one of the vendors in the Exhibit Hall. The rebate value of your registration is reflected on your badge and is only available for member dentists who registered in November (\$100 value), December (\$35 value) or January (\$25 value). Rebates are only redeemable at the meeting during Exhibit Hall hours.

CDS is also offering another sweet deal in the form of special treats. Each afternoon, look for the distribution of a sweet treat in the Exhibit Hall that will be reminiscent of a trip to Mardi Gras.

Remember, when visiting the Exhibit Hall, located on Level 3, Hall F, you must wear your name badge at all times. Minors not accompanied by a parent or guardian are not allowed into the Exhibit Hall. Wheeled luggage and baby strollers are not allowed in course rooms or the Exhibit Hall. Strollers can be checked at any coat check located within the West Building. ■

## JAY LENO Featured at Special Opening Session

The 2019 Opening Session promises to be an outstanding event featuring acclaimed television late night show host **JAY LENO**.

**THURSDAY, FEB. 21**

- Event open to all attendees/exhibitors
- Tickets: \$30 per person purchased online prior to February; \$40 per person online in February or on site in Registration Area
- Ticket Required for Entry
- Reception 4:30 – 5:15 p.m. W375E Foyer (small bites and beer, wine & soft drinks)
- Ballroom doors open at 5:00 p.m. (W375E)
- Program will start promptly at 5:30 p.m.

Event number: SE1



# Scheduled events

## CARNIVALE COUTURE AND CUISINE

FRIDAY, FEB. 22

- Cash bar reception, doors open 11:30 a.m.
- Fashion Show & Luncheon, Noon – 1:15 p.m.
- McCormick Place West, W375E
- Tickets: \$75 per person online prior to February, \$85 per person in February or on site
- Open seating, tables set in half-rounds (6 to a table)
- Ticket required for entry
- Event is open to all attendees/exhibitors
- Event number: SE2

## A RECEPTION FOR DENTAL STUDENTS

FRIDAY, FEB. 22

- 5 – 6:30 p.m.
- Level 2, Restaurant 270, McCormick Place West
- Registration required for complimentary event to dental student registrants (categories HD, HI and HF)
- Ticket/badge required for entry
- Event number: SE6

## NEW DENTIST RECEPTION

FRIDAY, FEB. 22

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

## MARSHALL CHARLOFF PURPLE XPERIENCE

Friday, Feb. 22

- Doors open at 8 p.m., performance starts at 9 p.m.
- Park West, 322 W. Armitage Ave.
- Tickets: \$50 per person purchased online prior to February 1, \$60 per person purchased online in February or onsite
- Ticket required for entry
- No ticket sales at the door
- Open to all attendees/exhibitors
- Event number: SE3

## President's Dinner Dance

SATURDAY, FEB. 23

- Hyatt Chicago Hotel, Crystal Ballroom
- Reception: 7 – 7:30 p.m.
- Dinner Seating: 7:30 p.m.
- Black Tie Optional
- Tickets: \$125 per person purchased online prior to February, \$135 per person online in February or on site, tables of 10 available
- Open to all attendees/exhibitors



# NAME BADGE UPDATES

**QR CODE**  
scanned for course access, Exhibit Hall CE, some events and eligible rebate redemption

**EXHIBITORS**  
will scan this 3D bar code during booth visitation and contains contact information

**SEQUENCE #**  
this number is your unique identifier for the CDS Mobile App and all your registered sessions and events.

\*QR Code on Daily Course Summary ticket will be scanned for paid courses.

## New badges, new procedures at the Midwinter Meeting

**T**ICKETING FOR COURSES HAS CHANGED AND BEGINNING WITH THE 2019 MIDWINTER MEETING INDIVIDUAL COURSE TICKETS WILL NO LONGER be issued.

Instead, participants will receive a name badge, and a separate ticket for each day of the meeting with a summary of courses for which they are registered.

The daily course summary ticket will be used to enter course classrooms, as well as act as the medium that will track continuing education credits. Each daily course summary ticket, as well as the name badge, will contain a QR code, a small square in the upper left-hand side of the ticket. That QR code must be scanned when entering a classroom for registered courses.

Free courses for which the participant has not registered are still open on an availability basis and the QR code on the name badge will be scanned for entrance. Participants who leave or re-enter the classroom before the course ends need to have the QR code scanned. Remember, the only way to get credit for attending the CE course is to have your daily course summary or badge scanned upon entering the classroom.

Participants will also get an individual ticket for any special event for which they are registered. That ticket will be used for entry to the event.

Your CE certificate will be available through the CDS Midwinter Meeting Mobile App or at [www.cds.org](http://www.cds.org) after the meeting. A few CE Certification Stations are located in the General Registration area. You will need your course numbers and your eight-digit convention number found on your registration badge. Make sure to keep your badge to have proper registration and sequence information for this purpose. CE certificates for the 2019 Midwinter meeting will be issued free until May 31, after which a \$25 charge will be applied.

Lanyards for the badge holders will be available when entering the meeting. ■

# 2018 Index of Articles & Authors



The CDS Review was published seven times in 2018: January/February (1), March/April (2), May/June (3), July/August (4), September/October (5), November (6) and December (7). **KEY:** 4/32 = article published in the July/August issue on page 32

## A

### ACCESS TO CARE

A milestone moment. Hann, P. 2/33  
 Access to preventative care needs big plan. Lamacki, W. 3/48  
 Atlas shrugged. Lamacki, W. 5/52  
 Can't see the forest, the trees are in the way. Lamacki, W. 2/60  
 CDS Foundation Clinic gives kids a smile. 2/34  
 Oral Health Forum celebrates decade of caring. DeRosier, J. 7/20  
 Q&A: Conversation with Louis Imburgia. Lamacki, W. 1/8  
 Advertising Index  
 1/3, 2/3, 3/3, 4/3, 5/3, 6/148, 7/3

### AMERICAN DENTAL ASSOCIATION

ADA House supports marketing initiative. Conkis, W. 7/12  
 Susan Becker Doroshow, past CDS president, installed as ADA 8th District trustee. 7/13

## B

### BRANCH NEWS

1/46, 3/24, 5/26, 7/27

### BUSINESS OF DENTISTRY

Balancing work and life. DeRosier, J. 5/10  
 Consent forms best practices. Green, J. 5/18  
 Evaluating forms. Green, J. 2/32  
 How to maintain an independent practice as corporate dentistry grows. DeRosier, J. 4/10  
 Is social media a solution for sweaty palm syndrome? Brown, J. 3/16  
 Is the fear of dental care costs keeping your patients from returning? Brown, J. 4/14  
 Routine maintenance keeps your business running smoothly. Brown, J. 2/30  
 Show patients your interest in their overall health. Brown, J. 5/16

Treatment, financial forms reduce misunderstandings. Green, J. 4/16  
 What characteristics make dentists professionals? Imburgia, L. 5/6

## C

### CDS FOUNDATION

2018 Midwinter Meeting strikes a perfect chord. DeRosier, J. 2/8  
 CDSF encourages you to visit its Midwinter Meeting booth. Hann, P. 1/32

### CDS FOUNDATION CLINIC

A milestone moment. Hann, P. 2/33  
 Back to school. 5/20  
 CDS Foundation Clinic gives kids a smile. 2/34  
 Chicago Dental Society Foundation Clinic to offer dentures to patients. Hann, P. 3/20

### CHICAGO DENTAL SOCIETY

Branch Directors. 1/22  
 Bylaws changes. 2/7, 3/17, 4/24  
 CDS Executive Director honored by UIC. 4/8  
 CDS Officers. 1/20  
 Installation Address. Imburgia, L. 1/14  
 Installation of CDS Officers: Harmony of Pride, Passion, Professionalism to mark CDS in 2018. Conkis, W. 1/18

Q&A: Conversation with Louis Imburgia. Lamacki, W. 1/8

### CLASSIFIED ADS

1/52, 2/44, 3/36, 4/30, 5/38, 6/159, 7/36

### COMMUNITY DENTAL HEALTH COORDINATOR

Q&A: Conversation with Louis Imburgia. Lamacki, W. 1/8

### CORPORATE DENTISTRY

How to maintain an independent practice as corporate dentistry grows. DeRosier, J. 4/10  
 Q&A: Conversation with Louis Imburgia. Lamacki, W. 1/8

## D

### DECEASED MEMBERS

1/50, 2/36, 3/35, 4/28, 5/51, 7/26

### DENTAL MANAGEMENT ORGANIZATIONS

Who can own a dental practice? Lamacki, W. 7/48

### DENTAL SERVICE ORGANIZATIONS

Jack Be Nimble? Jack better be more than nimble. Lamacki, W. 1/64

Who can own a dental practice? Lamacki, W. 7/48

### DIVERSITY IN DENTISTRY

Face of dentistry changing but. . . DeRosier, J. 3/10  
 Women in Dentistry: Not done yet. O'Laughlin, K. 3/8

## E

### EXPANDED FUNCTION DENTAL ASSISTANT (EFDA)

Q&A: Conversation with Louis Imburgia. Lamacki, W. 1/8

## F

### FINAL IMPRESSIONS

Access to preventative care needs big plan. Lamacki, W. 3/48  
 Atlas shrugged. Lamacki, W. 5/52  
 Can't see the forest, the trees are in the way. Lamacki, W. 2/60  
 Escalating costs resurrect discussions of managed care. Lamacki, W. 4/44  
 Jack Be Nimble? Jack better be more than nimble. Lamacki, W. 1/64  
 Who can own a dental practice? Lamacki, W. 7/48  
**FROM THE GROUND UP**  
 A milestone moment. Hann, P. 2/33  
 CDSF encourages you to visit its Midwinter Meeting booth. Hann, P. 1/32

Chicago Dental Society Foundation Clinic to offer dentures to patients. Hann, P. 3/20

## THE FUTURE OF DENTISTRY

Escalating costs resurrect discussions of managed care. Lamacki, W. 4/44

Jack Be Nimble? Jack better be more than nimble. Lamacki, W. 1/64

Q&A: Conversation with Louis Imburgia. Lamacki, W. 1/8

The robots are coming! The robots are coming! DeRosier, J. 7/8

## I

### IT'S THE LAW

Consent forms best practices. Green, J. 5/18

Evaluating forms. Green, J. 2/32

Treatment, financial forms reduce misunderstandings. Green, J. 4/16

Up-to-date dental history forms are good for patients, practice. Green, J. 3/18

What are the dento-legal issues when prescribing opioids? Green, J. 1/30

Why attorneys love dental implants. Green, J. 7/17

## L

### LEGISLATION

Adults on Medicaid to get prevention services. 4/1

How to comply with EPA's Dental Amalgam Rule. 4/1

## M

### MEETING PLACE

1/36, 2/40, 3/35, 4/28, 5/24, 6/155, 7/24

### MENTORSHIP

Installation Address. Imburgia, L. 1/14

Mentors show young people they are not alone.

Brown, J. 1/28

### MIDWINTER MEETING

153rd Midwinter Meeting just around the corner. Imburgia, L. 1/6

153rd Midwinter Meeting promises to be memorable. DeRosier, J. 1/24

2018 Midwinter Meeting strikes a perfect chord. DeRosier, J. 2/8

CDSF encourages you to visit its Midwinter Meeting booth. Hann, P. 1/32

President's Invitation. Watson-Lowry, C. 6/1

Q&A: Conversation with Louis Imburgia. Lamacki, W. 1/8

Return in 2019. 2/28

Trade show group ranks Midwinter Meeting top dental meeting. 3/1

Minutes 3/1, 7/1

### MISSION OF MERCY

Illinois Mission of Mercy: Springfield July 20-21. 2/1

## N

### NEW MEMBERS

1/50, 2/36, 5/31, 7/26

## O

### ORGANIZED DENTISTRY

Atlas shrugged. Lamacki, W. 5/52

CDS Executive Director honored by UIC. 4/8

Face of dentistry changing but... DeRosier, J. 3/10

Installation Address. Imburgia, L. 1/14

Jack Be Nimble? Jack better be more than nimble. Lamacki, W. 1/64

Organized dentistry is all about professional, personal contact. Imburgia, L. 2/6

'The best is yet to come' for dentistry. Imburgia, L. 7/6

What characteristics make dentists professionals? Imburgia, L. 5/6

## P

### PRACTICE SMARTS

Is social media a solution for sweaty palm syndrome? Brown, J. 3/16

Is the fear of dental care costs keeping your patients from returning? Brown, J. 4/14

It's time to talk, again, about New Year's Resolutions. Brown, J. 7/16

Mentors show young people they are not alone.

Brown, J. 1/28

Routine maintenance keeps your business running smoothly. Brown, J. 2/30

Show patients your interest in their overall health. Brown, J. 5/16

### PRESCRIPTION DRUGS

ADA policy encourages dentists to evaluate use of opioids in treatments. Brown, J. and DeRosier, J. 3/14

What are the dento-legal issues when prescribing opioids? Green, J. 1/30

### PRESIDENT'S PERSPECTIVE

153rd Midwinter Meeting just around the corner.

Imburgia, L. 1/6

'Dental triad: Pride, Passion, Professionalism' more than MWM theme. Imburgia, L. 3/6

Every day in your office can be a good day. Imburgia, L. 4/6

'The best is yet to come' for dentistry. Imburgia, L.

7/6

Organized dentistry is all about professional, personal contact. Imburgia, L. 2/6

What characteristics make dentists professionals? Imburgia, L. 5/6

## S

### SNAP SHOTS

Before being Dr. Romo, he was Gino 'Rockin' Romo. DeRosier, J. 4/26

Jerry Udelson a dentist for all seasons. DeRosier, J. 3/22

Thank you, Michael Barrows. DeRosier, J. 2/38

The Lord of the Snacks. DeRosier, J. 1/34

Walk for a cause, prompted by love, DeRosier, J. 7/22

Young dentist debunks stereotyping. DeRosier, J. 5/22

### SOCIAL MEDIA

Is social media a solution for sweaty palm syndrome? Brown, J. 3/16

### SPECIAL OLYMPICS SPECIAL SMILES

Special Olympics, special smiles. 4/20

Special Olympics Special Smiles seeks volunteers. 2/1

## INDEX OF AUTHORS

Brown, J. 1/28, 2/30, 3/14, 3/16, 4/14, 5/16, 7/16

Conkis, W. 1/18, 7/12

Culligan, T. 5/31, 7/30

Deek, S. 1/48, 3/30, 5/32, 7/31

DeRosier, J. 1/24, 1/34, 2/8, 2/38, 3/10, 3/14, 3/22, 4/10, 4/26, 5/10, 5/22, 7/8, 7/20, 7/22

Drescher, M. 1/49

Earley, W. 1/48, 3/31, 5/33

Goldberg, D. 1/47, 3/28,

Green, J. 1/30, 2/32, 3/18, 4/16, 5/18, 7/17

Hale, D. 1/46, 3/24, 5/26, 7/27

Hann, P. 1/32, 2/33, 3/20

Imburgia, L. 1/6, 1/14, 2/6, 3/6, 4/6, 5/6, 7/6

Jennings, M. 5/33, 7/31

Kohn, R. 1/49, 3/33, 5/33, 7/31

Lamacki, W. 1/8, 1/64, 2/60, 3/48, 4/44, 5/52, 7/48

Liss, S. 1/48, 3/30

O'Loughlin, K. 3/8

Orland, A. 5/36, 7/32

Pena, R. 5/29, 7/30

Simon, B. 1/47, 3/26

Spilotro, S. 5/28, 7/29

Thompson, S. 1/46, 3/25, 5/27, 7/28

# COMING IN JANUARY

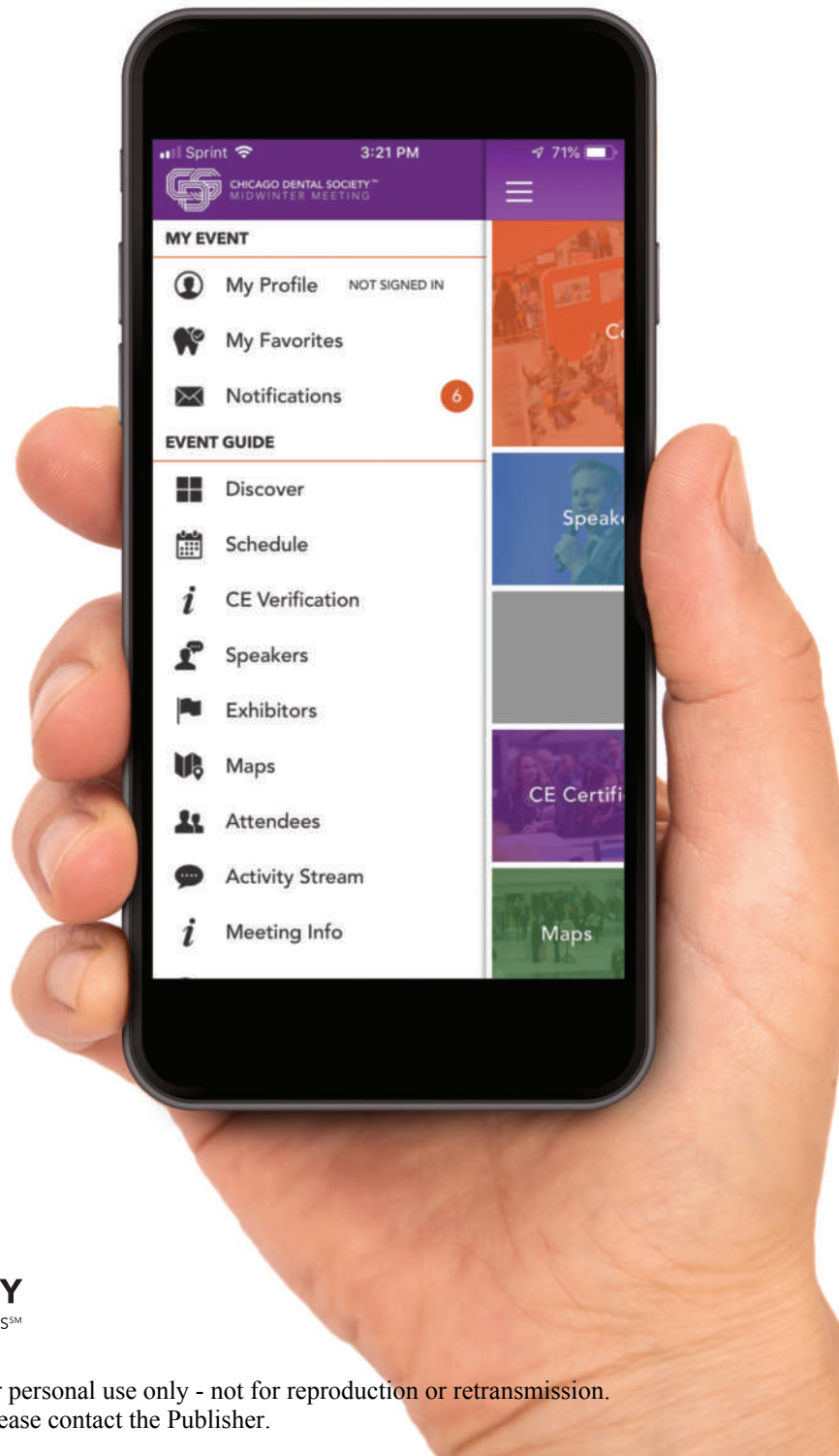
*Plan your visit with the 2019 Midwinter Meeting Mobile App*



Our **2019 MIDWINTER MEETING mobile app** is compatible with all Android and iOS smartphones and tablets running iOS 10 or Android 5 and later.

It enables you to:

- **Get your CE Certification.** No more waiting in line on site. Do it at your convenience through the app.
- **Access the Virtual Tradeshow Bag** full of special offers for you to take advantage of when you visit the Exhibit Hall.
- **Navigate the 170,000 square feet of exhibit space with a new 3-D map** and plot your route to visit any of the more than 600 exhibitors.
- **Access your course schedule** by logging in and registering your badge number with the app after you have registered for the meeting.
- **View PDF handouts from speakers.** Take notes that you can email directly to yourself.
- **Network with attendees** within the app, stay connected via social media channels and view all your favorites in one easy place on the app.



**CHICAGO DENTAL SOCIETY**  
THE RESPECTED LEADER IN SCIENTIFIC DENTAL MEETINGS<sup>SM</sup>

Content is copyright protected and provided for personal use only - not for reproduction or retransmission.  
For reprints please contact the Publisher.

# HURRICAINE®

Topical Anesthetic  
20% Benzocaine Oral Anesthetic



## 20% Benzocaine for fast, temporary relief of occasional minor irritation and pain associated with:

- Sore mouth and throat
- Canker sores
- Minor dental procedures
- Minor injury of the mouth and gums
- Minor irritation of the mouth and gums caused by dentures or orthodontic appliances

### EFFECTIVE

- Trusted by dental professionals for over 40 years
- Eliminates pain and discomfort

### FAST-ACTING

- Relief within 30 seconds

### SAFE

- Virtually no systemic absorption
- Available over the counter

# HURRIPAK™

Periodontal Anesthetic Kit

## STARTER KIT

**GREAT TASTING  
ORIGINAL WILD CHERRY AND  
PIÑA COLADA FLAVORS!**

*Only use what you need - no pre-filled carpules  
No expensive dispensers or accessories to buy*



HurriPAK™ Periodontal Anesthetic Kit is a great alternative to local injections prior to root planing and scaling or full mouth debridement. Whether scaling an entire quadrant or an isolated area, HurriPAK allows dispensing only the amount of liquid needed, so no product is wasted. Plastic irrigation tips enable effective sub-gingival application of HurriCaine® Topical Anesthetic Liquid and are gentle to soft tissue.

### FEATURES

Fast onset  
OTC product  
Plastic irrigation tips  
Disposable syringes and tips  
Original Wild Cherry and Piña Colada flavors  
More economical than other kits

### BENEFITS

Works within 30 seconds  
Safer than Rx products  
Accepted well by patients  
Convenient  
Pleasant tasting  
Saves you money!

### ORDERING INFORMATION:

#### 0283-1009-09

HurriPAK Periodontal Anesthetic Starter Kit Contains:  
1 fl. oz. bottle of Wild Cherry flavored HurriCaine Liquid,  
1 fl. oz. bottle of Piña Colada flavored HurriCaine Liquid,  
12 disposable periodontal irrigation syringes and tips  
and 2 Luer-Lock Dispensing Caps

#### 0283-1107-07

HurriPAK Refill Kit Contains:  
10 disposable periodontal irrigation syringes and tips

#### 0283-0908-21

HurriPAK Periodontal Irrigation Tips Package Contains:  
20 disposable periodontal irrigation tips

## Beautiful Results Without the Sensitivity

# HURRISEAL®

## DENTIN DESENSITIZER



### HurriSeal® Dentin Desensitizer

is a simple, one-step, chairside procedure for treating and preventing dentinal hypersensitivity. HurriSeal's unique HEMA, Sodium Fluoride and Benzalkonium Chloride formula acts in seconds to seal dentinal tubules.

### TREAT SENSITIVITY

Treat cervical sensitivity and provide immediate relief lasting up to 9 months.

### PREVENT SENSITIVITY

Prevent post-procedure discomfort associated with restorative procedures. Just a quick application after etching is all you need to prevent sensitivity for the lifetime of the restoration.

### EFFECTIVE

HurriSeal offers chairside relief with only a quick 30-second application.

### EASY TO USE

No mixing or light-curing. Just a quick and simple chairside application with instant results.

### SOFT TISSUE FRIENDLY

Unlike products containing glutaraldehyde, HurriSeal is gentle to soft tissue and does not cause gingival irritation when used as directed.

### RESTORATIONS

Not only does HurriSeal act as a wetting agent, but it also increases the bond strength under restorations.\*

### In-office application of a desensitizing agent is an ADA recognized procedure.

Simply use insurance code D9910 for reimbursement of HurriSeal application.

**After only a few applications, HurriSeal pays for itself!**

\*As reported in Chairside by: Karl F. Leinfelder, DDS, MS, and Ross W. Nash, DDS. "Solutions for Postoperative Sensitivity." Compendium of Continuing Dental Education, May 1999, pp. 1-8

# HURRIVIEW®

Plaque Indicating Snap-n-Go™ Swabs

# HURRIVIEW II®

Two-Tone Plaque Indicating Snap-n-Go™ Swabs



HurriView® and HurriView II® will help you show patients where they have plaque build-up & help motivate them to improve their oral hygiene routines.

- HurriView highlights where improved oral hygiene is needed
- HurriView II highlights old plaque in blue and new plaque in reddish-pink
- Individually wrapped
- In-office evaluation or dispense for home use
- Available in boxes of 72
- No messy rinses or tablets!



**SNAP**  
colored ring to send solution to the opposite tip



**APPLY**  
cotton tip to teeth and gumline

### ORDERING INFORMATION

#### HurriView

Box of 72 Snap-n-Go Swabs  
Product #0283-0104-72

#### HurriView II

Box of 72 Snap-n-Go Swabs  
Product #0283-1105-72

**Beutlich®**  
PHARMACEUTICALS LLC  
Since 1954

To place an order or for more information, please contact your Dental Supplier or call us at 1-800-238-8542, M-F: 8:00 a.m. – 4:30 p.m. ET. [www.beutlich.com](http://www.beutlich.com)

HurriCaine is a registered trademark of Beutlich® Pharmaceuticals, LLC. HurriPAK is a trademark of Beutlich Pharmaceuticals, LLC. HurriSeal is a registered trademark of Beutlich Pharmaceuticals, LLC. HurriView and HurriView II are registered trademarks of Beutlich Pharmaceuticals, LLC. Snap-n-Go™ is a trademark of Beutlich Pharmaceuticals, LLC. DTFC 716 1218

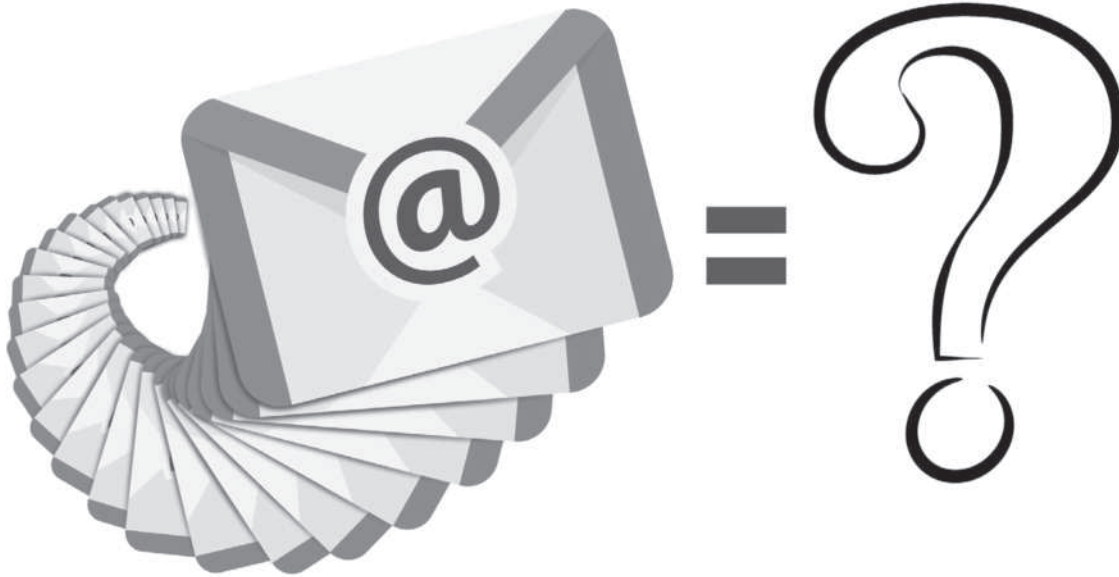


Illustration by: Chris Reckling

## ‘One person can’t know everything’

IF THIS IS THE YEAR YOU’VE RESOLVED TO TAME YOUR DIGITAL INBOX, YOU’VE GOT A BIG JOB AHEAD OF YOU. BEYOND THE DOZENS (HUNDREDS MIGHT BE more accurate) of old emails piled up, unread, *Statista.com* reports that 269 billion new emails are sent every day; further, it projects that figure will grow to more than 330 billion in 2022.

“I get way too many emails every day – it’s a bit ridiculous – between the different organizations and the journals and everyone else,” said New York general dentist Tricia Quarthey, a spokesperson for the American Dental Association.

The ADA’s email preference center at [on.cds.org/newsletters](http://on.cds.org/newsletters), for example, lists nearly two dozen digital newsletters produced for members practicing in all areas of dentistry. You might know of others not listed there, too, if you are politically active or have another role in organized dentistry.

Dr. Quarthey offers hope to dentists seeking to draw the most relevant information from their inboxes in a reasonable amount of time. Setting realistic goals for yourself, being honest about your reading habits, and calling on colleagues to help your cause makes your inbox more manageable.

And if you’re still stuck in a rut, there is an abundance of

advice available online. Google fielded 33,230,420 searches on ways to get organized, and 4,746,560 searches on ways to read more – all related to users’ New Year’s resolutions for a better 2017, according to a 2016 report from *NBCNews.com*.

Dr. Quarthey starts her day like many people do: she skims her inbox for the sender and the subject line. If she elects to open an email, she can skim the headlines in the body of the email for an idea of how to proceed.

“I know pretty quickly if it’s something I need to get in-depth with, and therefore something I’ll need to go back to.” The others go to the trash.

Let’s revisit those 20-plus digital newsletters produced by the ADA, because when you joined the ADA you were automatically added to its distribution list. If you find yourself repeatedly uninterested in one of the newsletters and routinely sending it straight to the trash, check the bottom of the email. You’ll find a link to opt out of future mailings.

The emails that survive Dr. Quarthey’s initial review go to labeled folders, or else get flagged so that she can find them easily on her next review.

“I try to be good about setting aside a dedicated time to go back and read through them,” Dr. Quarthey said. “Whether you



*“I think absolutely that our patients expect us to be experts and to know about the health news that they haven’t read or be able to respond to the articles that they have read,”*

do it an hour a day or an hour a week, find a system that you can stick with. Have a realistic goal.”

If you prefer to hold a magazine in your hand instead of a screen, that’s fine, too. Ask the publisher if a paper version of your favorite e-newsletter is available.

“I am a Millennial, but I still like paper,” Dr. Quartey admitted. “I like seeing it on the table and taking it with me and opening it up wherever I am. There is no shame in asking for a paper version of whatever you’re reading. Just ask if they offer that option.”

Regardless of the time spent or the form that your reading habit takes, the most important thing is that you can easily find the information you need to be the best dentist you can be. Your patients depend on you.

“I think absolutely that our patients expect us to be experts and to know about the health news that they haven’t read, or be able to respond to the articles that they have read,” Dr. Quartey said. She gets by with a little help from her friends.

“Because I am involved in organized dentistry, that’s where I get most of my information. We can’t work in bubbles, and so getting out with my colleagues socially and at study clubs and other groups helps. I am a general dentist, and I need this time with colleagues who specialize in other areas and read different journals. Very often at these events colleagues will tell me about something they read, and that’s my clue to go back and do my own reading on the topic.

“One person can’t know everything, but when we get a group together we do okay.” ■

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

**AN  
EVOLVING  
DIGITAL  
LANDSCAPE**

**2019**  
Digital  
Dentistry  
Symposium

**Feb. 19-20**  
During the Chicago Dental Society Midwinter Meeting

Register at [Prosthodontics.org](http://Prosthodontics.org)

**ACP** AMERICAN COLLEGE OF  
PROSTHODONTISTS  
Your smile. Our specialty.



# JAY LENO

## Featured at Special Opening Session

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

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

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

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

### THURSDAY, FEB. 21

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

Event number: SE1

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

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



# Local expertise to give your dental practice momentum

With a dedicated team of healthcare banking professionals, First Midwest Bank serves local dentists and group practices. By making decisions locally, we provide faster turnaround and the help you need to maintain momentum without interruptions in patient service.

- Practice Acquisitions
- Start-up Financing
- Refinancing/Consolidation of Practice Debt
- New Construction/Expansion
- Commercial Mortgages

**Michael J. Helsdingen**  
Senior Vice President, Group Head  
708.576.7108



 **First Midwest Bank**  
**MOMENTUM MAKERS** 

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

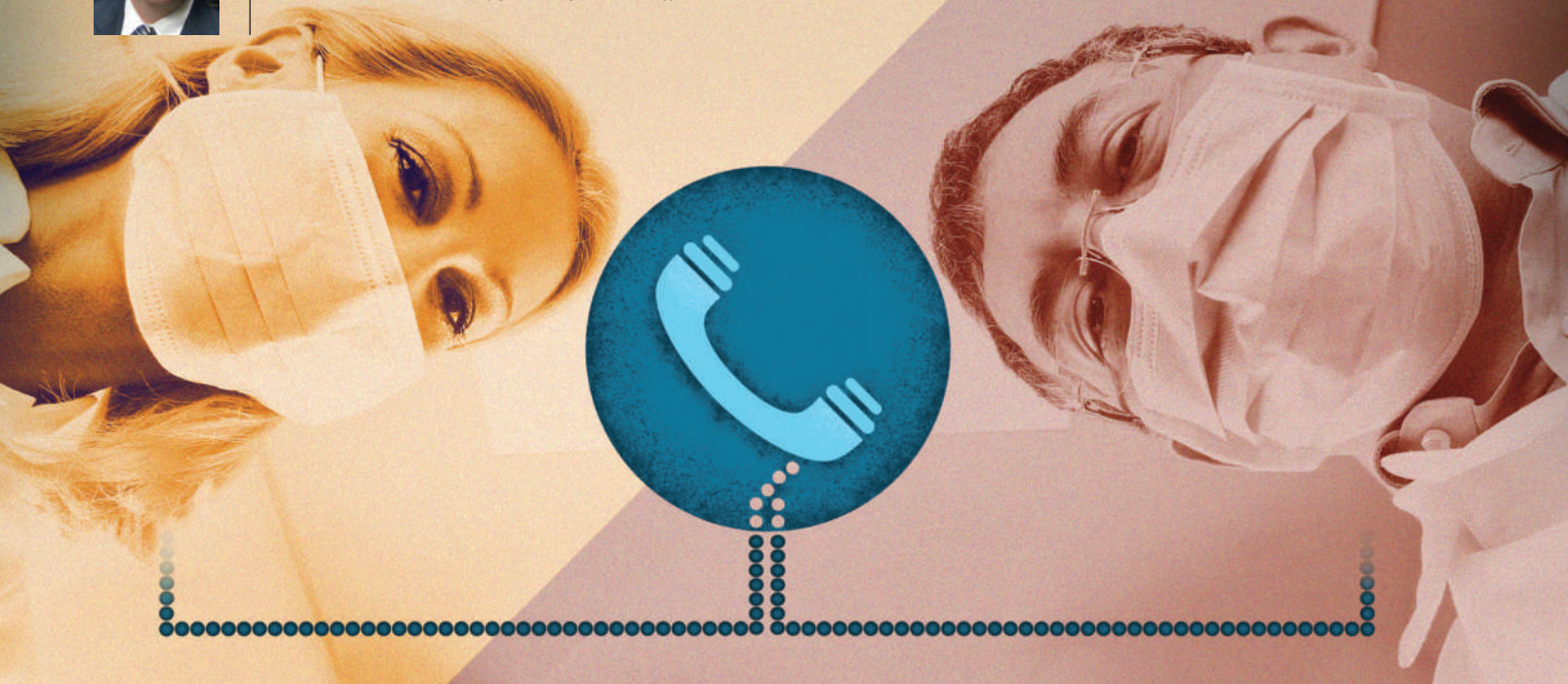
\*Subject to credit approval. Property insurance may be required

Member FDIC 

**Mark P. Oganovich**  
Senior Vice President  
708.576.7122



**Mohammed Abunada**  
Senior Vice President  
708.576.7091



# Justifiable criticism? Things not always what they seem

**M**OST DENTAL PROFESSIONALS HAVE ENCOUNTERED THIS SITUATION, PERHAPS MANY TIMES, IN WHICH A CLINICAL EXAM and X-rays reveal significant dental problems on a new patient, ranging from rampant decay around existing restorations to severe periodontal disease to “questionable” dental work.

What to do?

Of course, the dental professional’s first obligation is to inform the patient of his or her dental condition, provide treatment options and treat the acute problems. It is easy to fall into the trap of criticizing the previous dentist, especially when the patient may be telling you a one-sided story.

However, resist the temptation to offer criticism of another professional; appearances can be deceiving.

For instance:

- Consider that the obvious periodontal disease around the lower anterior teeth was not missed by the prior dentist, but rather was because of longtime dental neglect and failure to follow a recommendation to see a periodontist;

- Perhaps the open facial margin on the porcelain crown on Tooth #14 developed from recurrent decay, not bad dentistry;
- And a patient’s comment that the previous dentist recommended that all amalgam fillings be replaced may not be accurate.

In other words, be careful when criticizing a dental colleague, you may not know the whole story.

The ADA’s Code of Ethics speaks to “Professional Conduct” in Section 4.C.1. in which it provides guidance to the dental profession as to what constitutes “justifiable criticism.” It is worth reading.

It says in part:

“ . . . when informing a patient of the status of his or her oral health, the dentist should exercise care that the comments made are truthful, informed, and justifiable. This should, if possible, involve consultation with the previous treating dentist(s), in accordance with applicable law, to determine under what circumstances and conditions the treatment was

performed. A difference of opinion as to preferred treatment should not be communicated to the patient in a manner which would unjustly imply mistreatment.”

This section goes on to advise that dentists should refrain from making “unjustifiable disparaging remarks” when the reviewing dentist does not have all of the information. In fact, it goes so far as to state that unjustifiable criticisms “can be the basis for the institution of a disciplinary proceeding against the dentist making such statements.”

Let the above sink in a little bit. And while not condoning “covering up” another dentist’s poor dental work, the dental profession must resist the temptation to criticize without justification.

So the next time you see that failing implant, do not immediately jump to the conclusion that the implant dentist committed malpractice, but rather ask the patient if you could contact the previous dentist to discuss a solution to the problem. When is the last time any of us did that? On the other hand, the dental professional should welcome a phone call from a colleague who has questions about your treatment. At the end of the day, the patient’s welfare is paramount. However, badmouthing never lifts the profession. ■

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 27 years. Find more information on Dr. Green at [www.greenlawoffice.net](http://www.greenlawoffice.net).



Models CE24, CH12, CE18

**The Amalgam Collector  
... The Best Buy  
amalgam separator**

- High efficiency—99.96% removal efficiency
- Economical
- Size & model options
- Sludge disposal and installation options

No replacement filters or cartridges ever needed, Larger sludge capacity, Manual or Auto valve.

**Save \$\$\$ now  
Save \$1000's in the future  
We'll help do the math.**

**Endorsed products**

**View our EPA compliance package.  
Ask questions,  
The countdown is on!**

800-816-4995

**TheAmalgamCollector.com**

R & D Services, Inc.  
Seattle, WA 98103

**Expert Consultations  
Prize drawings \$50-\$300  
Mtg. Special, Save \$125+**

**Booth 1817  
CDS mid-winter**



## Oppenheim family answers the call for help

by Joseph DeRosier

**W**HEN THE CALL GOES OUT FOR HELP, CDS MEMBER JOANNE OPPENHEIM AND HER FAMILY READILY ANSWERS IT.

Dr. Oppenheim's reaction when her daughter, Jacqueline, called home after being a few weeks into a nine-week internship at a school in Ghana is a perfect example.

Jacqueline told Dr. Oppenheim that the students' dental health was terrible.

The children had never seen a dentist, did not brush their teeth, knew nothing about dental hygiene and on top of that

had a high sugar diet, Jacqueline said. The result is what you would expect; many of the children had poor dental health and were suffering from the consequences. Dr. Oppenheim and her husband, fellow CDS member Ken Kromash, went into action.

"[My daughter] requested we come out there on a mission trip and help these children," Dr. Oppenheim said. "So, in two weeks, we put together four suitcases of donations, we carried many supplies including toothbrushes, toothpaste, soccer balls and laptop computers and whatever else they needed, and we flew to Ghana."

*“At the school when they come in they have a little school store and they can buy a piece of candy, and for all I know that is their breakfast.”*

The school is run by an American, Bill Owen, a Northwestern University in Evanston graduate who moved to Ghana after visiting and falling in love with a local woman.

The private school, located in the small town of Techiman, is named One World Ayi Owen International School in honor of Owen’s wife and co-founder. Some of the students live at the school because they are orphaned or otherwise have no parental support. The school has elementary as well as high school students.

Once they arrived at the school, Dr. Oppenheim and her husband conducted more than 200 dental exams and arranged to work with a local dentist to treat children who needed extra care.

“These children have never gone to a dentist,” Dr. Oppenheim said. “And they don’t complain about anything, so I would look in their mouths and ask if they wanted to say anything to me. And they would say they only eat on one side of their mouth because the other side hurts, or that they didn’t want me to look at their teeth.”

When Dr. Oppenheim asked why they didn’t want her to look, they said it was because their teeth were “rotten.”

She said because the children never complain they never told anyone of their dental problems. Dr. Oppenheim said she brought silver diamine fluoride to treat the children who had cavities that were not too severe.

“In a situation when they may not be getting a filling (because of the cost involved) this makes sure the cavity doesn’t get bigger and they won’t be in any pain,” Dr. Oppenheim said of the procedure.

The fact that the children never see a dentist is compounded by the reality that they consume a lot of sugary foods.

“If they have hot chocolate they will add sugar to it,” she said. “They just add sugar to everything.” And they also eat a lot of candy as well as sugary soft drinks.

“At the school when they come in they have a little school store and they can buy a piece of candy, and for all I know that is their breakfast,” Dr. Oppenheim said. “Anything they can get that is sweet, they love.”

The children matched their tastes, Dr. Oppenheim said, they all had sweet dispositions.

She said she and her husband only half-joked on the plane ride home that they would adopt five of the children and bring them back to the United States.

“I rearranged my kids rooms in my mind to figure out how to put bunk beds and make it work, but it’s not easy to adopt from Ghana,” she said.

But what they did do is help a young woman who had already graduated from the high school, but stayed because she had no place else to go. The school gave her room and board in



return for some work.

However, the woman yearned to continue her education. Heeding yet another call for help, Dr. Oppenheim said her family decided to pay for her to attend a fashion design program in Ghana’s capital, Accra, about a six-hour drive from Techiman. Without that support the woman would have been destitute.

Giving back runs in her family. Her son, Ben, is serving in the Peace Corps in Paraguay. Dr. Oppenheim is planning a visit in February and is checking with the International College of Dentists for any volunteering opportunities while there.

Dr. Oppenheim said she would like to go back to Ghana some day, but notes “there are so many places in the world that need help that, it doesn’t matter where I go, I will be helping other people and that’s my goal.”

And for those who have been thinking of volunteering but never quite get around to it, Dr. Oppenheim has some advice. “Find some mission trip that is going on and do it once, because once you do it, you’ll be hooked,” she said. ■

Mr. DeRosier is the CDS staff writer.



# JOIN US IN CHICAGO

154TH CHICAGO DENTAL SOCIETY MIDWINTER MEETING  
FEBRUARY 21 – 23, 2019

REGISTER NOW AT [WWW.CDS.ORG](http://WWW.CDS.ORG).



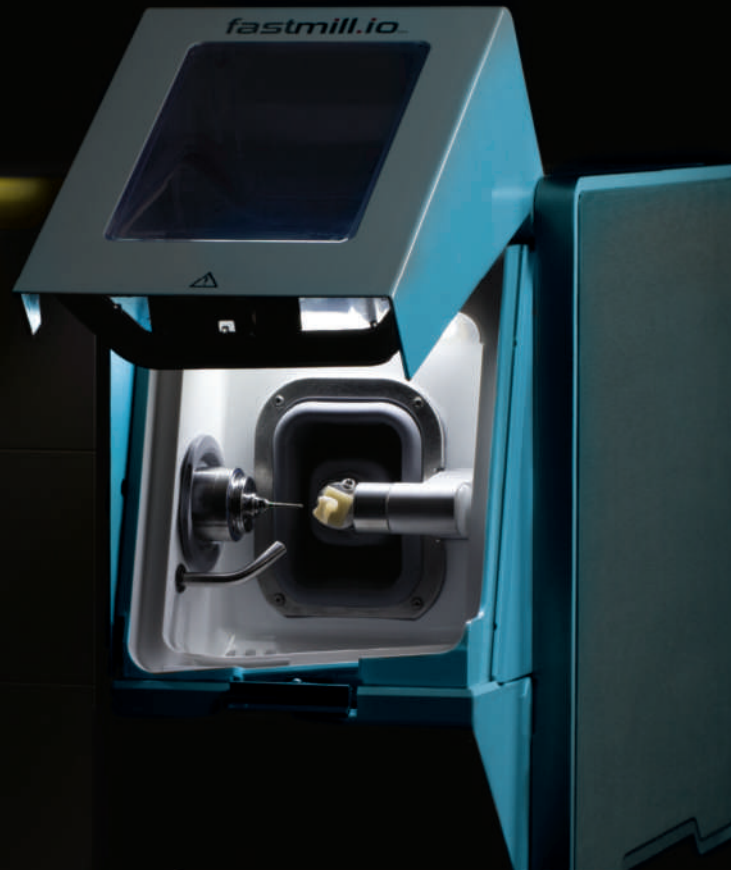
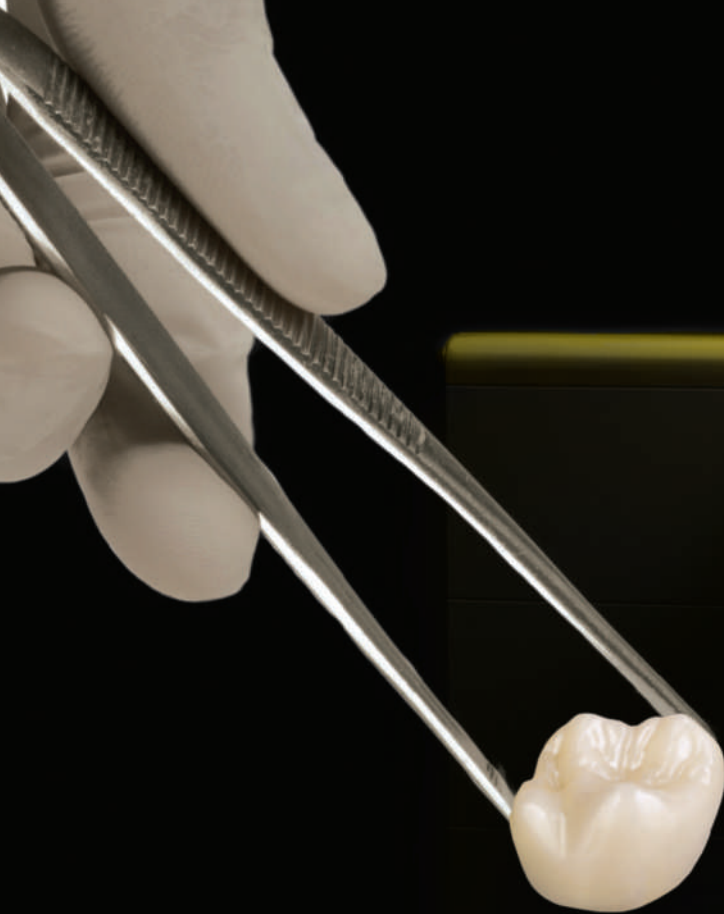
## Green means GO!

Enjoy our world-class city of Chicago while you learn from the leaders in dental education. Choose from more than 200 courses, including valuable **hands-on workshops, lectures and live patient demonstrations**. Be sure to spend some time in our Exhibit Hall where you can **try out the latest products and services** of more than 600 exhibiting companies. After the meeting, take the opportunity to relax, rejuvenate and recharge. Dine in our fabulous restaurants. Shop the Magnificent Mile. Take a tour of our amazing architecture or experience our many fascinating museums and cultural institutions. Chicago is our hometown and we look forward to welcoming you.

**CDS MEMBERS REGISTER FOR FREE**

Content is copyright protected and provided for personal use only - not for reproduction or retransmission.  
For reprints please contact the Publisher.





# Fully Sintered BruxZir<sup>®</sup> Crowns in a Single Visit.

Visit us at **CDS Midwinter Meeting** for a live demo!  
**Booth #3219**

As low as  
**\$712**  
per month\*

Create in-office crowns from the **No. 1** prescribed brand of full-contour zirconia.

Scan, design and mill restorations **in a single visit, easily and affordably.**

BruxZir<sup>®</sup> NOW, ready to deliver straight from the mill – **no oven time or processing required.**

Let's Get Started. **Contact us today!**

[www.glidewell.io](http://www.glidewell.io) | 844-949-7184



**glidewell.io**<sup>TM</sup>  
IN-OFFICE SOLUTION

You're in Control. We're Here to Help.

\*Based on suggested mill price of \$49,995 at 5.25% interest rate for 84 months through available financing.

MKT 11836\_1.0 GD-465791-120518

Content is copyright protected and provided for personal use only - not for reproduction or retransmission.  
For reprints please contact the Publisher.

WHEN IT'S TIME TO PLAN FOR WHAT'S NEXT,  
**WHO'S GUIDING  
YOU?**

As you approach retirement you may need to evaluate how and when to exit your practice or leave your job. We assist thousands of clients from residency to practice and through retirement with a comprehensive suite of financial services, custom-tailored advice, and a strong national network focused on delivering a higher level of service.

**CALL US 800.345.6040**

**Treloar  
& Heisel**

FINANCIAL SERVICES FOR THE  
DENTAL AND MEDICAL PROFESSIONAL



**CHICAGO DENTAL SOCIETY**  
MEMBER INSURANCE PROGRAMS

Treloar & Heisel, Treloar & Heisel Wealth Management, and Treloar & Heisel Risk Management are all divisions of Treloar & Heisel, Inc. Investment Advice offered through WCG Wealth Advisors, LLC, a Registered Investment Advisor doing business as Treloar & Heisel Wealth Management. Treloar & Heisel Wealth Management is a separate entity from The Wealth Consulting Group and WCG Wealth Advisors, LLC. Insurance products offered separately through Treloar & Heisel and Treloar & Heisel Risk Management.

# Visit us at Booth 2807

New Products, Demonstrations and Great Deals!

## IT'S SO SIMPLE TO ACHIEVE CONSISTENT CLINICAL IMAGES



### EyeSpecial C-III

THE DENTAL CAMERA THAT MAKES IT EASY



- ▶ 8 Dental shooting modes – Easier, faster and more reproducible images
- ▶ Auto-cropping, smart focus and zoom
- ▶ Auto flash adjustment for true color
- ▶ 3.5 inch LED/LCD touchscreen – Works with exam gloves
- ▶ Water/chemical resistant – Essential for infection control in the office
- ▶ Ultra-lightweight body: approximately 1lb

## SHRINKAGE

Shrinkage 0.8%



- Low volumetric shrinkage (0.8%) and shrinkage stress (2.72 MPa)



Beautiful® II  
LS

## PINK POSSIBILITIES



Photo courtesy of Frank J. Milnar, DDS, AAACD



Beautiful® II  
PINK

## Beautiful Flow Plus X

A Nano-Hybrid Composite with Fluoride Release & Recharge

### NEW & IMPROVED

Improved handling & effortless polishing



SCAN HERE FOR



MORE INFO

Visit [www.shofu.com](http://www.shofu.com) | Call 800.827.4638



# meeting place

Dental meetings and CE opportunities

## March

### 5: Kenwood/Hyde Park Branch

New Trends, Techniques and Technology: Presented by Joe Favia, DDS. Hyatt Place Chicago – South/University Medical Center, 5225 S. Harper Ave., Chicago. Cocktails: 6:30 p.m.; Dinner and Program: 7 p.m. For information, contact Jorelle Alexander, [jalexander@cookcountyhhs.org](mailto:jalexander@cookcountyhhs.org) or 773.383.7827.

### 5: Northwest Side Branch

Protecting Practice Data and HIPAA Updates: Presented by Tom Terronez, CEO of Medix Dental. Gene & Georgetti's, 9421 W. Higgins Rd., Rosemont. Cocktails: 6:30 p.m.; Dinner and Program: 7 p.m. For information, contact Mark Spinazze, [markspinazze@gmail.com](mailto:markspinazze@gmail.com) or 847.255.7080.

### 5: Northwest Suburban Branch

A Cornucopia of Conundrums: Presented by Robert Goldberg, DDS. Cooper's Hawk Winery & Restaurant, 798 W. Algonquin Rd., Arlington Heights. Cocktails: 6 p.m.; Dinner: 7 p.m.; Program: 8 p.m. For more information, contact: Bryan Nakfoor, [bryannakfoor@gmail.com](mailto:bryannakfoor@gmail.com) or 847.392.0330.

### 6: Northwest Side Branch

Learn for Life: BLS and CPR: Meridian Banquet Hall, 1701 W. Algonquin Rd., Rolling Meadows. Training will start at 8 a.m. Registration begins at 7:15 a.m. Free for branch season ticketholders. For all other attendees (hygiene/assistants) there is a \$75 fee to attend. For information, contact Mark Spinazze, [markspinazze@gmail.com](mailto:markspinazze@gmail.com) or 847.255.7080.

### 12: Englewood Branch

Oral Pathology for Dental Practitioners: Presented by Mark Lingen, DDS, PhD. Louie's Chophouse, 4642 W. 103rd St., Oak Lawn. Cocktails: 6 p.m.; Dinner: 6:45 p.m.; Program: 7 p.m. For more information, contact Nicholas Cudney, [nickcudney@gmail.com](mailto:nickcudney@gmail.com) or 708.448.8670.

### 12: North Suburban Branch

The CBCT: Optimal Diagnosis for Optimal Patient Care: Presented by Richard Monahan, DDS. Exmoor Country Club, 700 Vine Ave., Highland

## 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](mailto:smilechicago2@aol.com) or call 312.644.4321 for specific dates.

### Dental Arts Club of Chicago

Dinner meetings are held on the last Tuesday of each month, from October to May at Alpine Banquets, 11141 W. Roosevelt Rd., Westchester. Cocktails: 6 to 6:30 p.m.; Dinner: 7:15 – 9 p.m.; Educational speakers: 8 – 9 p.m. Email Douglas Bork, [dougbork1@comcast.net](mailto: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](http://www.hads.com) for more info, including information on HADS philanthropic endeavors. HADS was founded in 1963 and is mostly comprised of Chicago-area dentists and dental specialists of Greek descent.

### Waukegan Dental Study Group

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

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

Park. Cocktails: 6 p.m.; Dinner: 7 p.m.; Program: 8 p.m. For information, contact Jacqueline Rosen, [rosen.jacqueline@gmail.com](mailto:rosen.jacqueline@gmail.com) or 847.215.9971.

### 12: South Suburban Branch

Dental Office Emergencies: Presented by Robert Bosack, DDS, and Matthew McKnight, DDS, MS. Olympia Fields Country Club, 2800 Country Club Dr., Olympia Fields. Cocktails: 6:30 p.m.; Dinner: 7 p.m.; Program: 8 p.m. For information, contact Kenneth Coffey, [kcoffey830@gmail.com](mailto:kcoffey830@gmail.com) or 708.403.7888.

### 12: West Side Branch

Contemporary Periodontics for General Practitioners: Presented by Aniruddh Narvekar, BDS, and Kevin WanXin Luan, BDS, MS. Barclay's American Grille at the Carleton of Oak Park, 1120 Pleasant St., Oak Park. Cocktails: 6:15 p.m.; Dinner and Program: 7 p.m. For information, contact Richard Kohn, [dr-richardkohn@yahoo.com](mailto:dr-richardkohn@yahoo.com) or 630.920.3418.

#### 12: West Suburban Branch

Clinic Night. Maggiano's Little Italy, 1847 Freedom Dr., Naperville. Cocktails: 6 p.m.; Dinner: 7 p.m.; Program: 7:30 p.m. For information, contact John Milgram, [tallgrassdental@yahoo.com](mailto:tallgrassdental@yahoo.com) or 630.922.0005.

#### 19: North Side Branch

Understanding Business Tools Used to Eliminate Lawsuits and Increase Tax Savings: Presented by Benjamin Dyckes, DDS, JD. Cocktails: 6 p.m.; Dinner: 7 p.m.; Meeting: 8 p.m. Maggiano's Little Italy, 4999 Old Orchard Shopping Center, Skokie. For information, contact Agata Skiba, [askibadds@gmail.com](mailto:askibadds@gmail.com) or 773.294.3869.

## April

#### 2: Kenwood/Hyde Park Branch

Practice Transitions for Buyers and Sellers: Presented by Michael Erin, Eric Fudala, Ross Niekamp and Benjamin Stone. Hyatt Place Chicago – South/University Medical Center, 5225 S. Harper Ave., Chicago. Cocktails: 6:30 p.m.; Dinner and Program: 7 p.m. For information, contact Jorelle Alexander, [jalexander@cookcountyhhs.org](mailto:jalexander@cookcountyhhs.org) or 773.383.7827.

#### 2: Northwest Side Branch

Essential Legal Concepts and Strategies to Protect Today's Dental Professionals: Presented by Benjamin Dyckes, DDS, JD. Gene & Georgetti's, 9421 W. Higgins Rd., Rosemont. Cocktails: 6:30 p.m.; Dinner: 7 p.m.; Program: 7 p.m. For information, contact Mark Spinazze, [markspinazze@gmail.com](mailto:markspinazze@gmail.com) or 847.255.7080.

#### 9: Englewood Branch

Addiction Awareness for Dental Practitioners: Presented by William Hamel, DDS, and Larry Williams, DDS, MPH. Louie's Chophouse, 4642 W. 103rd St., Oak Lawn. Cocktails: 6 p.m.; Dinner: 6:45 p.m.; Program: 7 p.m. For more information, contact Nicholas Cudney, [nickcudney@gmail.com](mailto:nickcudney@gmail.com) or 708.448.8670.

#### 9: South Suburban Branch

A Review of the Ever-changing World of Dental Ceramics: Presented by Dan Ulaszek, CDT. Olympia Fields Country Club, 2800 Country Club Dr., Olympia Fields. Cocktails: 6 p.m.; Dinner: 7 p.m.; Program: 8 p.m. For information, contact Kenneth Coffey, [kcoffey830@gmail.com](mailto:kcoffey830@gmail.com) or 708.403.7888.

#### 9: West Side Branch

The Role of the Dentist in the Continuum of Cleft and Craniofacial Care: Presented by Veerasathup-rush Allareddy, BDS, PhD. Barclay's American Grille at the Carleton of Oak Park, 1120 Pleasant St., Oak Park. Cocktails: 6:15 p.m.; Dinner and Program: 7 p.m. For information, contact Richard Kohn, [drrichardkohn@yahoo.com](mailto:drrichardkohn@yahoo.com) or 630.920.3418.

#### 9: West Suburban Branch

ADA in Defense of What We Do: Presented by Dennis McHugh. Maggiano's Little Italy, 1847 Freedom Dr., Naperville. Cocktails: 6 p.m.; Dinner: 7 p.m.; Program: 7:30 p.m. For information, contact John Milgram, [tallgrassdental@yahoo.com](mailto:tallgrassdental@yahoo.com) or 630.922.0005.

#### 10: Chicago Dental Society

Regional Meeting: The Newest in New Patient Attraction: Presented by Grace Rizza. Drury Lane, 100 Drury Lane, Oakbrook Terrace. 9 a.m.-2 p.m. On-site registration begins at 8 a.m. 5 CE hours. Information and registration at [www.cds.org](http://www.cds.org).

#### 27: North Suburban Branch

Installation of North Suburban Branch Officers Dinner. Exmoor Country Club, 700 Vine Ave., Highland Park. Time TBA. For information, contact Jacqueline Rosen, [rosen.jacqueline@gmail.com](mailto:rosen.jacqueline@gmail.com) or 847.215.9971.

# Work safer, smarter, together.

## 5%

Up-front savings on workers' compensation premiums and potential to earn a dividend.

As a member of the Chicago Dental Society, you can take advantage of savings on premiums, loss prevention tools, convenient billing options, the potential to earn dividends, and more. So join us and see how we make workers' compensation work for you.

**FIND AN AGENT NEAR YOU.**

[AccidentFund.com/Groups](http://AccidentFund.com/Groups)

 **AccidentFund**  
Insurance Company of America  
Part of the AF Group

# new members

CDS welcomes you

## Baidas, Layla

Jordan University, 2012  
701 Roosevelt Rd., Glen Ellyn  
West Suburban Branch

## Bartilotta, Bo Yeon

University of Illinois at Chicago, 2017  
6300 W. Grand Ave., Gurnee  
North Suburban Branch

## Hamel, Philip

Midwestern University Illinois, 2018  
210 Burlington Ave., Clarendon Hills  
West Suburban Branch

## Lee, Daria

University of Detroit Mercy, 2018  
3001 Green Bay Rd., North Chicago  
North Suburban Branch

## Nick, Cathleen

Marquette University, 2018  
2334 W. Lawrence Ave., Chicago  
North Side Branch

## Deceased members

### Faith, Ernest

Loyola University, 1960  
3 Country Oaks Dr., Barrington  
Northwest Suburban Branch  
Died Dec. 6

### Santangelo, Mario

Loyola University, 1955  
3679 Mercedes Pl., Canfield, OH  
North Side Branch  
Died Sept. 26, 2015

**AFTCO**  
TRANSITION CONSULTANTS  
Since 1968

# 50 years strong

1968 - 2018

**When success matters . . . you can depend on AFTCO,** the oldest and largest dental practice transition consulting firm in the United States. AFTCO offers more than 150 practice transition programs custom designed to provide every dentist with a more secure future and a well-earned Quality of Life. Let our 50 years of experience provide you with the direction you need to make the most of your future.

[www.AFTCO.net](http://www.AFTCO.net) | 800.232.3826

the law office of  
**Todd L. Erdman, P.C.**

*Providing services to Dentists including:*

- **Leases and Commercial Condos**
- **Startups including Incorporation**
- **Purchase and Sale of Practices**

[www.erdmanpc.com](http://www.erdmanpc.com) • ph 847.945.3810 • email [todd@erdmanpc.com](mailto:todd@erdmanpc.com)

Videodental.com 800.323.2690

**UP TO \$2500 IN SAVINGS!**

*Save when bundling with our  
Complete Intraoral Solution!*

Includes QuickRay, MobileX, Primary  
license of QuickImage software,  
**FREE** iCam (\$11,500 Value)

Receive **FREE** installation and setup  
(\$295 Value) mention code **CDS2019**

\*Limited time offer. Cannot be combined with any other special promotion



FDA APPROVED K180561



**NEW!**



**QUICKSCANIOS**

THE FULL COLOR, POWDERLESS INTRAORAL SCANNER

ACCURATE DIGITAL IMPRESSION SCANS

**INTRODUCTORY SPECIAL!**

**FREE iCAM**  
INTRAORAL CAMERA  
**ENTER HERE**



OR GO TO: [videodental.com/giveaway](http://videodental.com/giveaway)

**Booth #3316**

Content is copyright protected and provided for personal use only - not for reproduction or retransmission  
For reprints please contact the Publisher.

General Anesthesia and Sedation in Your Office  
by an Accredited Anesthesia Provider.  
Accredited by the Accreditation Association  
for Ambulatory Health Care (AAAHC)  
For Pediatric, Special Needs and Adult Patients.  
Dr. Zak Messieha a Nationally recognized Dentist  
Anesthesiologist assisted by experienced nurses.  
Adhering to nationally set standards for safety  
and quality improvement.  
PALS/ACLS Certified instructor by the American  
Heart Association.

Contact us for information  
[www.officeanesthesiology.com](http://www.officeanesthesiology.com)  
[info@officeanesthesiology.com](mailto:info@officeanesthesiology.com)  
[drzak@officeanesthesiology.com](mailto:drzak@officeanesthesiology.com)  
630-620-9199



**Dr. Zak Messieha**  
Board Certified Dentist Anesthesiologist

Imagine Comfort

Office Anesthesiology & Dental Consultants, PC

Accredited by the



ACCREDITATION  
ASSOCIATION  
for AMBULATORY  
HEALTH CARE





# Chicago Dental Broker

THE ONLY LOCAL DENTAL BROKERAGE OWNED AND OPERATED BY A DENTIST AND CDS MEMBER

Many more coming and private sales – ask me about them!

BUYERS:  
interest rates are increasing.  
**BUY NOW AND SAVE!**

### CHICAGO, NORTH SIDE

- Great starter practice. 3 ops and low overhead. Priced to sell.

### CHICAGO, SOUTH SIDE

- Well-established practice with real estate. Owner nets over \$200K only working a day/wk with long-time assoc. producing. Cash Cow.

### SOUTHWEST SUBURBAN

- 1M monster with over 700 new patients last year. Mostly PPO, growing fast. Seller will stay on.
- 4 op starter. All FFS and real estate also for sale.

### WESTERN SUBURBAN

- **NEW!** 4 op starter. Newer buildout and over 400 active patients. Make an offer.

### ORTHO PRACTICE

- Western suburbs. Starting over 170 full cases in '17. Call me for details.

### NORTH SHORE

- 4 op starter. All FFS, grossing \$325 and priced to sell.
- 5 op and FFS. Grossing \$575, strong hygiene. Hurry.

### NORTHWEST SUBURBAN

- 4 op starter. All FFS and gross over \$300K in '18. Building also available.
- 3 ops doing \$180K on 1-1/2 dy/wk. Expand hours and grow.
- Brand New Buildout! Gross of \$450K but owner must sell. See to believe.

### NW INDIANA

- \$375K with no marketing at all. Priced to sell.

*Many more about to come into market with additional private sales not listed here.*

**Call me for those details.**

**"I HELP FELLOW DENTISTS BECAUSE I AM A DENTIST."**

**Call Dr. Rob Uhland at (847) 814-4149 for listing details or a complimentary consultation for sellers.**

CDB is locally owned and operated by a dentist and CDS member. Robert Uhland, DDS and Mary Anne Thometz Uhland, DDS



# branch news

Reports from our nine branches

## Englewood Branch

by Denise Hale, DDS



ENGLEWOOD: Branch President Nick Cudney and his wife, Sarah, at the Englewood Branch Holiday cruise on the Odyssey.

**Chicagoland Smile**  
G r o u p

**22**  
Locations

**450**  
Team Members

**100**  
Dentists & Dental Specialists

**AFFILIATION OPPORTUNITIES**  
*Thinking of selling your practice?*  
fboyle@csgsmiles.com

**CAREERS CREATING SMILES**  
*Become part of a growing company!*  
talent@csgsmiles.com

[www.ChicagolandSmileGroup.com](http://www.ChicagolandSmileGroup.com)



Above: Southwest Endodontist holiday party at the Midlothian Country Club: Pete Toussaint, Michael Sheehan, Roxanne Golen, Valerie Bennecke, Denise Hale and Nick Cudney.  
 Right: George Lingen giving a presentation on board lesion calibration at the UIC College of Dentistry.

# DentalPost

-   
**POST**
-   
**SEARCH**
-   
**HIRE**


**BUILD YOUR *dream* TEAM**  
 Better **candidates**. Smarter **hiring**.  
 Using **data**.



Tonya Lanthier, RDH  
 Founder & CEO



VISIT [WWW.DENTALPOST.NET](http://WWW.DENTALPOST.NET)



a novel by:  
**Russell Pelton**  
 I.S.D.S. Honorary Member

Chicago, 1991. Organized crime has moved insidiously into the ever-expanding, highly lucrative health-care industry, beginning with Dentistry. Vividly set in Chicago's gritty bars, back alleys, and towering high-rises, this fast paced thriller will grip you till the last page has been turned and the last body uncovered.

**Available through Amazon and Barnes & Nobles including the Nook**

"It is the most exciting read involving Dentistry, you will ever come across. Mob Corruption in Chicago... I just couldn't put this book down."  
**Donna Barber D.D.S.**



**Kenwood/Hyde Park Branch**  
 by Sherece Thompson, DDS

**Jazmine Dillard** and her husband **Melvin Dillard** have been keeping busy raising their family. They have a 2.5-year-old son named Melvin "Vin" Dillard IV and a 9-month-old named Mason.

## North Side Branch

by Stefania Spilotro, DDS

Congratulations to **Chelsea Jones** who married Adam Weil June 29 at the Ivy Room in downtown Chicago. They honeymooned in Italy and ate their way through Rome and the Amalfi Coast. Best wishes to this beautiful couple!

**Stefania Spilotro** and her husband, Giancarlo Presta, are proud to announce the arrival of their second daughter, Alessia Cristina Presta. Alessia was born Dec. 2, weighing 6 pounds, 10 ounces. Big sister Antonella and the whole family are overjoyed with the new addition.

**John Hagopian** and **Alice Boghosian** celebrated the marriage of John's daughter, Alexandra, to Sergio Soriano on Sept. 29.



NORTH SIDE:  
Top: Sandy Tran, Agata Skiba and Cristian Pavel. Bottom: Stefania Spilotro, Stuart Schelkopf, Arash Hosseini, Ashley Kauffman and Chelsea Jones.

We enjoyed a wonderful lecture Nov. 13 during our branch meeting at Maggiano's. **Brett Gilbert** presented the lecture "Advanced Endodontic Irrigation: New Technologies for Better Results."

# NEW!

## QUICKSCANIOS

The  
**Full Color  
Powderless  
Intraoral Scanner**  
Accurate, Digital Impression Scans



Come see a live demo at Booth #3317

**DENTERPRISE**  
INTERNATIONAL, INC

*Outstanding Dental Equipment Since 1989*

www.Denterpriseintl.com | Info@Denterpriseintl.com | 877.509.3150



NORTH SIDE:  
Left: Newlyweds Chelsea Jones and Adam Weil.

Above: Stefania Spilotro's latest addition to her family, daughter Alessia Cristina Presta.

---

**Steven Herzog** and **Michael Papadimitriou** of Oral Surgery Associates congratulate their partner **Louis Halkias** on being named Top Reviewer in 2017 for the Dental Implant section of the *Journal of Oral & Maxillofacial Surgery*.

**Samia Rageb** is thrilled to having become a practice owner. She recently purchased her office from **Craig Millard** located at 30 N. Michigan Ave., Suite 920. She is in the process of rebranding the practice as Park View Smiles. Good luck, Samia.

---

### **North Suburban Branch** by Rafael Peña, DDS

North Suburban Branch president-elect **David Rosenbaum** and family celebrated the recent wedding of his son, Elliot, to Carol Sandberg on Oct. 14.



NORTH SIDE:

John Hagopian and Alice Boghosian celebrated the marriage of John's daughter, Alexandra, to Sergio Soriano on Sept. 29.

## Northwest Side Branch

by Tara Culligan, DDS

The Northwest Side Branch rang in the holiday season with a fabulous holiday party. High rollers roamed the casino at Cafe La Cave. We thank **Mark Spinazze** for organizing a fun evening.

**Jeffrey Wittmus** and his staff attended the ADA Annual Session in Honolulu. Jeff and his team took some time away from teeth and gums for fun in the sun.

**Lou Imburgia** offered up his advisory services to Illinois Governor-elect J.B. Pritzker. What they discussed is classified, but sources say Lou was giving J.B. tips on how to run a major organization like a well-oiled machine.

# CBCT DIAGNOSTIC REPORTS

## MONAHAN RADIOLOGY



NORTHWEST SIDE:

(left) Lou Imburgia and Gov. J.B. Pritzker.

(right) Jeff Wittmus and his staff attended the ADA Annual Session in Hawaii.



As 2018 has passed us by, we find ourselves saying goodbye to our previous branch director. We extend our gratitu-

tude to **Charles DiFranco** for all the time and dedication he has devoted to our branch serving on the CDS Board.

### West Side Branch

by Richard Kohn, DDS,  
and Michelle Jennings, DDS

Cheers to **Richard Caraba**, **Richard Perry** and **Russ Umbricht** who were honored as Jubilarians (50-year members of the CDS) at the Installation of CDS Officers Nov. 11 at the Ritz-Carlton Hotel in Chicago. **George Barsa** was also honored as the retiring West Side Branch president.

Congratulations to **Kamal Vibhakar** who was inducted as a Fellow of the International College of Dentists Nov. 24 at the Marriott Marquis in New York.

**Larry Jacobs** announced that his daughter, Deanna, was recently engaged to Andy Hazen on Sept. 26. The two plan to get married in either fall of 2019 or spring of 2020, possibly in Michigan where they met at Western Michigan University.

**Gina Orland** and her family visited Disneyland in California in October for a short vacation.

**James Frazier** celebrated his 60th birth-



WEST SIDE:

Larry Jacobs announced that his daughter, Deanna, was recently engaged to Andy Hazen.





**WEST SIDE:**  
Gina Orland and her family visited with Mickey Mouse at Disneyland.

day in December with his brothers Jon (an oncologist) and Joel (an orthopedic surgeon) in Evansville. All three are identical triplets. Their 92-year-old father joined them for their celebration.

**Linda Kaste** is organizing a Clinic and Research Day at the University of Illinois at Chicago College of Dentistry to be presented in February.



**WEST SUBURBAN:**  
Mark Ploskonka with the trophy he earned after winning the Illinois State Dental Society golf tournament in the fall.



### **West Suburban Branch**

by Anna Orland, DDS

2017 branch president **Paulina Brzozowski-Sawicki** enjoyed the afternoon with her husband, Mike, and son, David, at the Dental Arts Club Christmas lunch. ■

# classifieds

Place your ad online at CDS.org

## DEADLINES

March/April.....February 1, 2019  
May/June .....April 11, 2019  
July/August .....June 13, 2019  
September/October .....August 2, 2019  
November .....September 14, 2019  
December .....November 1, 2019  
January/February .....December 10, 2020

All advertisements, changes and extensions must be submitted in writing. No ads, changes or confirmations will be taken by phone. Although every effort is made to place ads received after the deadline in a specific issue, we cannot guarantee that late advertising will appear in the issue requested. The ad will appear in the following issue. Ads are charged by the word, not letter or character. Submit your ad using the complete word. Do not assume everyone knows what your abbreviation means. All ad content is subject to editing and approval by CDS.

## PAYMENT

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

## RATES

**Standard Classified:** \$95 for the first 30 words plus \$4 for each additional word.

**Display Classified:** \$115 per column inch. Minimum ad size is one column inch.

**Premium Standard Classified:** \$105 for the first 30 words plus \$4 per each additional word.

**Member discount:** CDS members are entitled to a 10 percent discount. Your CDS membership number must be provided as proof of membership when placing the classified ad to qualify.

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

## RESTRICTIONS

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

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

## FOR RENT

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

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

**DENTAL OFFICE FOR LEASE:** Existing dental office for lease in Tinley Park. 1,000 square feet – receptionist and storage areas, exam/lab rooms built-in with compressor, plumbing and electric in floor. 708.489.0300 or [atucker@jjct.net](mailto:atucker@jjct.net).

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

### TURNKEY DENTAL OFFICE FOR LEASE:

Rare opportunity to start a practice or relocate an existing practice with no upfront financial investment and very minimal risk. Completely furnished, digital and modern office with four fully equipped operatories is available for lease. The office is located in an upscale professional building in Naperville. Computers, monitors, Dentrax software, Dexis sensor, digital Panorex, office furniture and more are all included in the lease. Several different lease term options available. Contact at [naper2323@gmail.com](mailto:naper2323@gmail.com).

### SECOND-GENERATION DENTAL OFFICES:

Learn more about the benefits of second-generation dental spaces. We track all second-generation opportunities in the Chicagoland area. Contact 630.885.3994. [pete@jrossiandassociates.com](mailto:pete@jrossiandassociates.com). [www.jrossiandassociates.com/for-sale.html](http://www.jrossiandassociates.com/for-sale.html).

## SPACE SHARING

**SPACE SHARE, BUFFALO GROVE:** Three fully equipped operatories available for space sharing up to four days a week. All utilities included, high-traffic location, ample parking. 847.414.9824.

### SPACE SHARE OPPORTUNITY DOWNTOWN CHICAGO LOOP:

Brand new dental buildout in the Loop. Incredible location. Currently functioning general dental office with space to spare and space for future expansion for the right staffed. Extremely large treatment rooms, ideal for specialists. Open to discussion and all opportunities. Please contact me with any questions. [eric.mclean82@gmail.com](mailto:eric.mclean82@gmail.com).

## FOR SALE BY OWNER

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

### DENTAL EQUIPMENT FOR SALE:

A-dec and Belmont chairs, mobile carts, X-ray machine and processor, assistant and dental chairs, file cabinets, doctors chair and desk and more. Please email [curdentist@yahoo.com](mailto:curdentist@yahoo.com).

### DENTAL EQUIPMENT:

Five Pelton & Crane traverse chairs, four deliveries, and a few doctor and assistant stools, \$6,000 negotiable price. [smilesinmichigan@hotmail.com](mailto:smilesinmichigan@hotmail.com).

**NORTH SHORE DENTAL PRACTICE FOR SALE:** State-of-the-art dental practice located in North Shore. Five operatories, fully digital with all high-end equipment. Dentrix software. 2018 collection will be over \$1 million with 1,600 active patients. Eighty percent fee-for-service and 20 percent PPO. Asking \$1 million. Serious inquires only. Contact [fjizoey@aol.com](mailto:fjizoey@aol.com).

**ORTHODONTIC PRACTICE FOR SALE:** State-of-the-art orthodontic practice on North Michigan Avenue with dramatic views of Millennium Park and Lake Michigan. We use Orthotrac software and a Carestream CS 9000 X-ray machine. Includes a full ortho lab. Tremendous referral opportunities, with only one other orthodontist in this almost exclusive medical/dental building, and four other medical/dental buildings in the immediate area. Excellent long-term office lease. Outstanding growth potential, with gross of \$550,000 working only 2.5 days/week. Asking \$425,000. Contact attorney Richard Crane at 847.279.8521 or [rcrane@cranelaw.com](mailto:rcrane@cranelaw.com) for additional information.

**HOMER GLEN OFFICE FOR SALE OR LEASE:** Turnkey office for sale or lease. Digital, three operatories, fully equipped, low rent, and digital pan available. Creative financing available. No patient base. For more information email [jrc304@nyu.edu](mailto:jrc304@nyu.edu) with Homer Glen office in subject line.

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

**OFFICE FOR SALE IN HYDE PARK:** I'm retiring and looking for someone to take over my practice. Three operatories, private office, washroom and lab with beautiful lake view. Contact [rsquared37@aol.com](mailto:rsquared37@aol.com).

**OFFICE FOR SALE IN PALATINE:** Dentist relocating, great location, easily accessible. Accepting reasonable offers. Four operatories, digital X-rays, waiting room/office furniture, equipment included. Low rent. No patients. Contact [rxjustsmile@yahoo.com](mailto:rxjustsmile@yahoo.com).

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

**DENTAL OFFICE:** Elmwood Park Condominium 1,200 square feet. Two operatories with digital X-ray and room for expansion. First floor separate entrance with covered parking for staff. Starter general dental practice, all fee-for-service also available. Email [al7993@yahoo.com](mailto:al7993@yahoo.com).

**EQUIPMENT FOR SALE:** Dental office equipment for sale. Over \$125,000 worth of equipment including new digital pan/ceph, Schick 33 sensors (pedo and adult), Cerec cad/cam and milling unit. Everything must go. Would prefer someone to buy all of it at once. Email [csdentist13@gmail.com](mailto:csdentist13@gmail.com).

**DENTAL OFFICE FOR SALE:** Beautiful modern and fully equipped North Park dental office for sale. Office has four operatories, currently open three to four days with collections in the \$300,000, all endo and oral surgery is referred. Asking \$220,000. [carolina@floschicago.com](mailto:carolina@floschicago.com).

**PRACTICE FOR SALE:** High-traffic first-floor corner office that is fully furnished with two completely equipped operatories and sterilization room. Large waiting area with a personal office for check in. This practice is all-digital. Low rent. Great opportunity for a start-up or satellite office. For further inquiries please email [drsharma@atooth.com](mailto:drsharma@atooth.com).

**DENTAL PRACTICE AND PROPERTY FOR SALE:** Busy main street storefront with three operatories. Commercial/residential rent or room to expand. Dentist relocating January 2019. Will accept reasonable offer. Send resume [allysabman69@gmail.com](mailto:allysabman69@gmail.com).

**AURORA PRACTICE FOR SALE:** Great location, next to gas station and CVS plaza, four operatories, all digital Eaglesoft, surrounded by residential areas. Produced over \$599,500 in 2017. Asking \$3.3 million or best offer. Call or text 630.253.4996.

**NORWOOD PARK GENERAL DENTAL PRACTICE FOR SALE:** Established fee-for-service practice over 31 years, 1,600 active patients, 1,500 square foot building, five operatories, two X-rays, one digital Panorex, five computers, reception area, sterilization/lab, basement. More than \$700,000 collections, accounts receivable greater than \$120,000. Contact [terrimartor@comcast.net](mailto:terrimartor@comcast.net).

**OFFICE FOR SALE BY OWNER, GENERAL AND ORTHO OFFICE:** Collections \$1.25 million a year in 2017, 2018. Southwest suburbs. General dentistry and orthodontics. All digital (software, X-rays, pano/ceph). All equipment less than 5 years old. 80 percent Medicaid, 20 percent PPO/fee-for-service. Call 312.725.3448.

## FOR SALE BY BROKER

**CHICAGO PRACTICE SALES**  
773.502.6000 or [www.chicagopracticesale.com](http://www.chicagopracticesale.com).  
Considering a partnership but not sure what to do next? We can help. Visit us in Booth 1714 and 1715 at the CDS Midwinter Meeting. Buying an office through another broker or FSBO? Have peace of mind with Due Diligence Assistance. Reasonable rates, fast turnaround. Visit [www.DentalDueDiligence.com](http://www.DentalDueDiligence.com) for more info.

**ILLINOIS PRACTICES FOR SALE:**  
**COMING SOON:** Oak Park, Elgin, Chicago.  
**CALUMET CITY** – Three ops expandable to six. Standalone building available for purchase. Adjacent parking lot. Great signage. Collections \$700,000-plus.  
**CAROL STREAM** – Sold.  
**CHICAGO, BRIGHTON PARK** – Under contract.  
**CHICAGO MIDWAY, OWN YOUR OWN BUILDING** – Four ops and expandable. Busy area. Building available for purchase. Parking spaces included. Ready to grow.  
**CHICAGO, MT GREENWOOD, NEW** – Five ops in a standalone building also for fee-for-service and PPO. Collections \$160,000. Call for details.

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

DES PLAINES – Sold.

ELMWOOD PARK – Three ops at street level. Attractive build-out. Busy area. 100 percent fee-for-service. Collections \$225,000. Great part-time or second office.

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

NAPERVILLE: – New. Under contract.

NAPERVILLE – SOLD.

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

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

WESTMONT – Sold.

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

PERIO PRACTICE FOR SALE, FAR WEST – NEW. Big, beautiful, high performing perio practice located at street level. Building available for purchase. Seller will transition. Call for details.

**ADS MIDWEST:**

Endorsed by ISDS. Contact Peter J. Ackerman, CPA, CVA at 312.240.9595 [peter@adsmidwest.com](mailto:peter@adsmidwest.com) or [adsmidwest.com](http://adsmidwest.com).

Sellers needed. Never has the market been stronger, never have values been higher. Call for a free consultation if you are considering a transition or sale.

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

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

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

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

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

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

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

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

SOUTH SUBURBS – Sold.

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

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

WEST SUBURBS – \$1.25 million, sold

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

ELMHURST – \$450,000, pending.

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

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

NORTHWESTERN SUBURBS – \$2 million, pending.

ROCKFORD – \$1.2 million Pending.

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

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

**BLOOMINGDALE PRACTICE SALE:**

Busy storefront location with four operatories, pan/ceph, Eaglesoft. PPO. Collections IN 300,000 on 26 hours. Owner will transition. Contact: Jim Plescia, [jplescia@e-ppc.com](mailto:jplescia@e-ppc.com), 630.890.6074. Professional Practice Transitions.

**ELK GROVE VILLAGE PRACTICE SALE:**

Excellent opportunity. Great strip center visibility. Four operatories, Eaglesoft. Mainly PPO. Part-time collections, \$283,000. Contact Jim Plescia, [jplescia@e-ppc.com](mailto:jplescia@e-ppc.com), 630.890.6074. Professional Practice Transitions.

**BLOOMINGDALE CONDO SALE:**

1 Tiffany Pointe Place. Prestigious address, Schick and Bloomingdale roads. Approximately 1,500 square feet. Turnkey, beautifully equipped facility. Contact Jim Plescia, [jplescia@e-ppc.com](mailto:jplescia@e-ppc.com), 630.890.6074. Professional Practice Transitions.

**AURORA PRACTICE FOR SALE:**

New listing. Storefront location. Four operatories. Collections \$323,770 part-time. Mainly cash. Contact Jerry West, [west@aptus.ae](mailto:west@aptus.ae), 312.275.2000. Aptus Exchange, an advisory services organization.

SPECIALTY DENTAL EQUIPMENT SALE: Transition overstock: EMS Piezon Master Surgery unit No. FT-172 – \$4,995. J-Morita Root ZX11 Apex Locator – \$599. Contact: Jim Plescia, [jplescia@e-ppc.com](mailto:jplescia@e-ppc.com). Professional Practice Transitions.

**CRETE, PRACTICE SALE:**

Priced to sell. Dentist retiring. Three treatment rooms with room to expand. Part-time collections, \$469,000. Contact: Jim Plescia, [jplescia@e-ppc.com](mailto:jplescia@e-ppc.com), 630.890.6074. Professional practice Transitions.

HENRY SCHEIN PROFESSIONAL PRACTICE TRANSITIONS— HELPING BUYERS AND SELLERS: Al Brown, 630.781.2176, [al.brown@henryschein.com](mailto:al.brown@henryschein.com).

WESTERN SUBURBS – One-year old, five-op office with growing collections for sale due to doctor relocation. Great location and signage at a corner in outlet building of major retail store and Healthcare center! #IL144

SOUTH SUBURBS – Well-kept practice with building on major four-lane street next to large church and community center. Doctor retiring from four-op, \$378,000 revenue practice on 3.5 days that also refers out approximately \$50,000-\$60,000 per year. #IL136

SOUTHWESTERN SUBURB – Excellent location with signage on major highway in high growth community. Well-established practice with next generation families. Solid hygiene program. Three ops – fourth possible, collections approximately \$600,000-plus per year. #IL140

EASTERN ILLINOIS UNIVERSITY AREA – Established, profitable 9-12 op digital, paperless practice grossing \$1.3 million. Building also for sale. #IL141

NAPERVILLE – Excellent growth potential for this well-kept practice in desirable and high traffic area. Current owners' second location with only 14 patient hours a week. Priced for immediate sale. #IL132

CHICAGO-NORTHWEST SIDE – Doctor retiring from established digital practice including cone beam on major street. Building also for sale with large apartment on second floor. #IL135

WESTERN SUBURBS – Doctor retiring from well-kept, three-op practice in professional building. Located on a main street in a highly desirable, vibrant town. Refers out most specialty work. #IL137

CHICAGO – Elegant North Michigan Avenue fee-for-service practice for sale. \$1 million-plus revenue. Strong net income. Historic Water Tower viewed from floor to ceiling windows. Modern equipment, four ops, outstanding staff. #IL138

WEST SUBURBS – Satellite or starter three-op practice available in busy location near Metra train station. Street-level condo unit also for sale. Priced to sell due to health reasons. #IL143

SOUTH SUBURBS – Perfect starter or second office on major four-lane street. Collecting \$234,000 on 10 a.m.-5 p.m. hours Monday – Thursday...room for growth. Nice office with intra oral camera and digital X-ray. #IL127

SOUTH SUBURBS – Four-op office in town, high-traffic main shopping center with revenues around \$200,000 on less than 25 hours a week. Digital X-rays, Eaglesoft, newer chairs and sterilization area. For details contact Henry Schein Professional Practice Transitions Consultant Al Brown, 630.781.2176, al.brown@henryschein.com. #IL139

NORTH SUBURBS – One dentist retiring from eight-op, \$1.4 million revenue, two-partner practice. Great opportunity to step into long time established practice with senior partner staying on along with experienced staff. #IL142

NORTHWEST INDIANA – Five-op \$470,000 revenue practice on around 32 hours only Monday-Thursday per week. Doctor looking to retire and sell well-kept standalone building on major road in growth area of town. #IN130

## OPPORTUNITIES

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

### ORTHODONTIST WANTED:

Full-time orthodontist wanted for our Chicago offices. Guaranteed comp plus achievable collection bonus. Must be a high-quality person and high-quality orthodontist. Please email your CV to [chicagoorthojob@gmail.com](mailto:chicagoorthojob@gmail.com).

### CHICAGO DENTAL BROKER:

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

CHICAGO, NORTH SIDE – Great starter practice. Three ops and low overhead. Priced to sell.

SOUTHWEST SUBURBAN – \$1 million monster with over 700 new patients last year. Mostly PPO, growing fast. Seller will stay on.

SOUTHWEST SUBURBAN – Four-op starter. All fee-for-service, real estate also for sale.

NORTH SHORE – Four-op starter. All fee-for-service, grossing \$325,000 and priced to sell.

NORTH SHORE – Five-op and fee-for-service. Grossing \$575,000 strong hygiene. Hurry.

NORTHWEST SUBURBAN – Four-op starter. All fee-for-service and on track to gross over \$300,000 in 2018. Building also.

NORTHWEST SUBURBAN – Three ops doing \$180,000 on 1.5 days per week. Expand hours and grow.

NORTHWEST SUBURBAN – Ten-op giant. Doing \$1 million now with one doctor, was \$1.7 million in 2017. Knock out real estate.

ORTHO PRACTICE – WESTERN SUBURBS: Starting over 170 full cases in 2017. Call me.

NORTHWEST INDIANA – \$375,000 with no marketing at all! Priced to sell. Call me!

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

### GENERAL DENTIST, POTENTIAL TO MAKE

\$400,000 A YEAR: Sign-on bonus and minimum guarantee. Mynt Dental is looking for a motivated and quality oriented general dentist. We offer \$10,000 signing bonus, \$750 per day minimum guarantee, pay based on collections with potential to make \$400,000 per year. The practice is located in Mount Pleasant, WI, 30 minutes drive from Milwaukee or one hour from Chicago suburbs. Practice is located six minutes from Amtrak Station, which allows a 25 minute train ride from Milwaukee, 40 minutes from Glenview or one hour from downtown Chicago. For Illinois dentist with active license, we will cover cost of your Wisconsin license. Please email [dentist2@myntdental.com](mailto:dentist2@myntdental.com).

**OUTSTANDING OPPORTUNITY:** Family Dental Care is expanding and seeking general dentists, specialists and residents. Currently six locations and growing. A dental group owned by dentists. Our partners earn at the top 1 percent of dentists. Come and talk to them. Highly competitive salary with no Public Aid. 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 Laura) or email [personnel@familydentalcare.com](mailto:personnel@familydentalcare.com). <http://www.familydentalcare.com>.

**GENERAL DENTIST NEEDED:** Within commuting distance from Chicago's west and northwest suburbs. Excellent compensation includes a daily guarantee. Friendly staff and lots of new patients. If interested, please email resume to [chicagolanddentist@yahoo.com](mailto:chicagolanddentist@yahoo.com).

**PERIODONTIST NEEDED:** Three to five days per month, all perio work referred from our three locations. Standard periodontal procedures: implants-sinus, lifts, CT grafting, SFOT, etc. Perio-trained assistants and all instruments already in place. Contact [cdsclassifiedads@gmail.com](mailto:cdsclassifiedads@gmail.com) for more information.

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

**PART-TIME ENDODONTIST AND PERIODONTIST:**

Royal Dental Care is searching to add a skilled endodontist and periodontist (part-time) for offices in Norridge and Schaumburg. This is a highly respected, high tech office. Fee-for-service and Insurance patient base (PPO). State-of-the-art, modern digital equipment, CBCT.  
*royaldentalcare@gmail.com.*

**ARE YOU EXCEPTIONAL?:** Are you a dentist who makes your patients' care and comfort a priority? Do you take pride in providing excellent patient service? Are you looking for a rewarding position with a fast-growing, high-tech, fun group of professionals? Would you like to work in a brand new state of the art facility? If you answered yes to any of those questions, we are the practice you've been looking for. Our premier, multispecialty group practice in the Chicago suburbs is expanding again, and we are looking for exceptional dentists to join our team. Providing our patients with the best care and customer service is our goal. If you are interested in joining a team that truly makes a difference in patients' lives, please email your resume to *ddsjob2018@gmail.com.*

**DENTAL ASSOCIATE:**

Our patient-oriented dental office, in St. Charles, is looking for an associate dentist starting off part time then eventually full time. Partnership will be available for those interested seeking ownership. Please email *resume to dentist2169@gmail.com.*

**DENTAL PRACTITIONERS WANTED:** Grand Dental is seeking a dentist practitioner who embodies integrity, professionalism, and a strong desire to produce high quality patient care at one of our locations. Our modern facilities are set up for strong growth with active new patient marketing and a very competent support staff. The offices are paperless and fully digital. Our dentists and specialists work collaboratively within and across departments to provide excellent care and high quality treatment to meet and exceed our patient needs. We are looking for a highly motivated doctor to join our successful group practice. An equity opportunity may be available. Candidate must have exceptional clinical skills, a personable chairside manner, team skills, and a commitment to excellence. Please submit resume to *srosenberg@granddentalgroup.com.*

**GENERAL DENTIST:** Looking for full-time general dentist to work at Rockford location. This is an established full-service general dentistry practice. We seek to add a confident, compassionate and personable dentist with excellent clinical skills to join our team. Whether you are a recent dental school graduate or currently working in another practice, joining our team is a great step in securing a successful future. 35 percent of collection. If you feel you are a qualified candidate please respond to this ad with your resume. Send resume to *rabeh0398@yahoo.com.*

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

**PEDIATRIC DENTIST:**

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

**ASSOCIATE DENTIST IN CHICAGO:**

We are seeking a part-time Associate dentist to join the team. We are PPO/fee-for-service practice. Looking for two to three days a week. Pay is based off collections. You will have the opportunity to make a high compensation. Need to be comfortable with molar endo, extractions and cosmetic dentistry. Please email your resume to *drtr2@yahoo.com.*

**FULL-TIME DOCTOR FOR EXCELLENT PRACTICE SOUTH OF CHICAGO:** Full-time dentist needed for a million dollar family practice in Homewood. This well established office is an amazing opportunity for a hardworking dentist. If you have surgical and endo experience, you will thrive here. The office has a potential in the first year to make over \$200,000, and buy-in opportunity in the future. In addition to compensation, we offer clinical and business mentorship from leaders in the dental industry. Other benefits include incentive bonuses, medical insurance, life insurance, long-term disability coverage, 401(k) plan and paid continuing education credits. If you are interested in becoming an excellent, well paid dentist, please email all inquiries to *1699dental@gmail.com.*

**DENTIST NEEDED:** Great opportunity for enthusiastic dentist for immediate opening Monday, Tuesday, and Thursday. Compensation collection percentage with no lab fees and a daily minimum guaranteed. Send resume to *alysabman69@gmail.com.*

**GENERAL DENTIST ASSOCIATE:**

State-of-the-art group practice looking for a full-time general dentist to join our Palos Heights location. Twelve-year-old office with good patient base. Please email your resume to *drsharma@atooth.com.*

**GENERAL DENTIST - WAUKEGAN:** Position open for highly motivated and quality oriented dentist. Part-time/full-time. Practice has good mix of PPO, fee-for-service, and public aid, well-trained staff, all-digital, \$500 minimum guarantee, 35 percent production percentage. New grads welcomed. Please send your resume to *farahsa65@gmail.com.*

**ASSOCIATE DENTIST IN CHICAGO:**

We are seeking a part-time Associate dentist to join the team. We are PPO/fee-for-service practice. Looking for two to three days a week. Pay is based off collections. You will have the opportunity to make a high compensation. Need to be comfortable with molar endo, extractions and cosmetic dentistry. Please email your resume to *drtr2@yahoo.com.*

**GENERAL DENTIST ASSOCIATE:** An associate is needed in the Tinley Park area, three to five days per week. I encourage any general dentist who is looking for an associate position and has experience in all facets of general dentistry. A competitive base salary with bonus is offered, the opportunity for growth and partnership is available. Please send CV to [drjinn@sbcglobal.net](mailto:drjinn@sbcglobal.net).

**ASSOCIATE GENERAL DENTIST OPPORTUNITY:** Our established, privately owned practices are looking for a part-time general dentist for our Logan Square team and part-time/full-time general dentist for our South Chicago Heights dental team. Our offices are paperless and digital; we have trained staff ready to welcome you to our dental family. We participate with most major insurance plans, and we also accept fee-for-service patients. An ideal candidate will be friendly, passionate about dentistry and goal-focused. Please email your resume to [icyangdds@yahoo.com](mailto:icyangdds@yahoo.com) and the location you would be interested to work in.

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

**GREAT DENTISTS WANTED - SIGNING BONUS:** Midwest Dental is seeking a great dentist to lead our Midwest Dental practice. This position offers excellent compensation and benefits, a great work-life balance and unlimited opportunity for professional development. Our support team handles the administrative details, allowing you to lead your team while focusing on dentistry. If you possess a passion for providing quality care and are looking for a rewarding career opportunity, please contact Kelly Gilmour at 715.590.2467 or [kgilmour@midwest-dental.com](mailto:kgilmour@midwest-dental.com).

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

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

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

**LOOKING FOR RUSSIAN-SPEAKING ASSOCIATE:** Looking for a motivated associate who wants to join our modern, high tech, growing office in Arlington Heights. Full- or part-time. Russian speaking. Possibility of future buy-in. [alexkletsel@gmail.com](mailto:alexkletsel@gmail.com).

**PART-TIME GP, SOUTHWEST SUBURBS:** State-of-the-art practice, excellent location, well-trained staff. Looking for an associate two to three days per week. Prefer at least one year experience. [ptdentaljob@yahoo.com](mailto:ptdentaljob@yahoo.com).

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

**PART-TIME GENERAL DENTIST NEEDED:** General dentist needed. Established and growing practices in South Plainfield and Blue Island. All new equipment. Must be competent in endodontics/extractions. We accept PPO/Medicaid and we see all ages. Please email resume to [raunakp1@yahoo.com](mailto:raunakp1@yahoo.com).

**ASSOCIATE DENTIST:** Our well-established dental office in the western suburbs is looking for a full- or part-time dentist. It's a state-of-the-art practice with great income potential. The office is all-digital and has very friendly staff and very loyal patients. Email resume to [mydmdds@gmail.com](mailto:mydmdds@gmail.com).

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

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

**ASSOCIATE DENTIST:** Our well-established dental office in the western suburbs is looking for a full- or part-time dentist. It's a state-of-the-art practice with great income potential. The office is all-digital and has very friendly staff and very loyal patients. Email resume to [mydmdds@gmail.com](mailto:mydmdds@gmail.com).

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

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

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

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

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

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

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

**ENDODONTIST AND PERIODONTIST NEEDED:** Endodontist and periodontist needed for a part-time position in a general and multispecialty practice in Naperville. Fully digital, flexible days and hours with great compensation. Send resume to [americandental2014@gmail.com](mailto:americandental2014@gmail.com).

**GENERAL DENTIST, PART-TIME:** Our established family practice located in Round Lake area, close to Gurnee, needs a part-time general dentist. Mondays, Thursdays and alternate Saturdays. We have a solid patient base with a good mix of fee-for-service, PPO and Medicaid patients. Our doctors on average make between \$800 and \$1,500 a day. We compensate on higher average of percent of production than the industry standard or a guaranteed base salary whichever is higher. Interested candidates must be comfortable in all phases of general dentistry. We sponsor H-1B and Green card. Please email your resume to [bestpaidental@gmail.com](mailto:bestpaidental@gmail.com).

**GREAT OPPORTUNITY, ASSOCIATE DENTIST:** Western suburbs. We are looking for a full-time associate (four days per week) for our Streamwood office. Great staff, loyal patients. Updated office with room to expand. Great opportunity for a motivated professional. Please send resume to [dentist1296@gmail.com](mailto:dentist1296@gmail.com).

**GENERAL DENTIST:** Brite Dental PC is searching for experience general dentist to practice north side of Chicago (near Lawrence and Kimball). Our past paced busy office open Monday-Friday, in network with PPO and Medicaid. At least one year of clinical experience needed. Compensation based on collections. Send resume to [fadiaqel4@gmail.com](mailto:fadiaqel4@gmail.com).

**A SMILE IN YOUR VOICE:** Multitasking a plus. Receptionist, insurance coordinator, two office locations. Downtown Chicago and northwest side of Chicago. A perfect opportunity for the right fit. [medhatdental@sbcglobal.net](mailto:medhatdental@sbcglobal.net).

**FULL-TIME GENERAL DENTIST FOR BUSY LAKEVIEW PRACTICE:** Busy modern digital general office in Lakeview, 60657. Schedule in place – full-time hours plus two Saturdays a month. Fee-for-service/PPO only. No endo. Ortho/Invisalign experience a plus. Start for Jan 2019. [patel.nimesha@gmail.com](mailto:patel.nimesha@gmail.com).

**ASSOCIATE GENERAL DENTIST:** Located in Park Ridge, five dental operatories and associate dentist office room. Accepting private insurance and All Kids. Potential to bring home \$100,000 in two-and-a-half days per week. New dental graduates welcome. Send resume to [parkridgedentalclinic@gmail.com](mailto:parkridgedentalclinic@gmail.com).

**DENTIST:** Our group practice is in search of a general dentist for a part-time position in far north suburbs of Chicago, 45 minutes away from the city. At least one year of clinical experience a must with compensation per diem guaranteed along with collections. Please send resume to [dentalfortune@gmail.com](mailto:dentalfortune@gmail.com).

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



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

**FULL-TIME DOCTOR NEEDED:**

\$150,000 minimum base and signing bonus. If you are looking to work in a great established practice with a tremendous number of patients, you have found it! This family practice in the South Chicago community of Bourbonnais is looking for a hard working dentist to join our team. The position offers a \$150,000 base and a signing bonus, with the potential to make between \$200,000-\$250,000 your first year. In addition to great pay, the position offers medical benefits, 401(k), disability and malpractice insurance, CE, as well as mentoring from doctors with decades of experience. If you are interested in joining a great team and caring for amazing patients, please email [1699dental@gmail.com](mailto:1699dental@gmail.com).

**LOOKING FOR PART-TIME, FULL-TIME DENTIST AND ORTHODONTIST:** Universal Dental is a rapidly growing company which started in 2006 with one clinic. Now with seven clinics, we are looking for an associate dentist and orthodontist to accommodate our ever growing patient base. Salary: \$200,000 to \$300,000 [rayazitawi@gmail.com](mailto:rayazitawi@gmail.com).

**GENERAL DENTIST NEEDED:** Well-established Family Practice in Naperville seeking full-time or part-time general dentist. Must be comfortable in all phases of dentistry. We have strong, solid patient base. Fee-for-service and PPO only. Send resume to [smilesbythemile77@gmail.com](mailto:smilesbythemile77@gmail.com).

**GENERAL DENTIST:** Lake Geneva, WI, full-time dentist needed. Partners in Care, LLC is seeking a full-time general dentist to work at our Lake Geneva, WI, office. Our well-trained and experienced staff has the practice administration and clinical skills to complement your commitment to excellence. Established and growing patient base, dedicated employees and proven practice administration for over 30 years. Fabulous, desirable, active lifestyle choice in resort-like setting seconds away from the lake in the heart of downtown. Please take a moment to visit our website at: <http://www.lakegenevadental.com> where you can view our office. Days are Monday-Friday. Please email CV to [hr@elmhurstdental.com](mailto:hr@elmhurstdental.com).

**GENERAL DENTIST:**

Busy, modern, friendly dental offices. Southwest suburbs (Orland Park and Worth). Looking for general dentist, experience is a plus, excellent compensation. 708.415.0225 or email [asfourse@aol.com](mailto:asfourse@aol.com).

**GENERAL DENTIST:**

International Dental Center is looking for general dentist to work at Oak Lawn location. This is full-service general dentistry practice. We seek to add a confident, compassionate and personable dentist with excellent clinical skills to join our team. Whether you are a recent dental school graduate or currently working in another practice, joining our team is a great step in securing a successful future. 35 percent of collection. Please send your resume to [rabeh0398@yahoo.com](mailto:rabeh0398@yahoo.com).

**GENERAL DENTIST POSITION:** Hiring a general dentist at our two offices in south suburb Chicago Alsip and Dolton. Small private office setting working as only provider to treat all patients. Mixture of fee-for-service, PPO, Medicaid. Compensation is based on percentage of collection or production. Send CV or questions to [atocd1@yahoo.com](mailto:atocd1@yahoo.com).

**SEEKING PEDIATRIC DENTIST – IMMEDIATE OPPORTUNITY:**

Hiring pediatric dentists. Salary ranges between \$250,000 and \$350,000. Medical and dental insurance benefits, malpractice Insurance, 401(k), sign-on bonus, partnership opportunity. Please send CV [recruiter@innovativepediatricdentistry.com](mailto:recruiter@innovativepediatricdentistry.com).

**PART-TIME GENERAL DDS:** Seeking a general DDS one day a week. Must be willing to travel to locations in the Chicago land and surrounding suburbs. Candidate must possess a kind, caring, professional chairside manner. Must be able to work with geriatric patients. New graduates welcome. Please email CV to [cmmed1500@aol.com](mailto:cmmed1500@aol.com) or fax to 708.590.0868.

**FANTASTIC ASSOCIATE DENTIST OPPORTUNITY:**

Established general family practice located in downtown Geneva looking for associate dentist to work Monday, Tuesday, and Thursday. No nights or weekends. Seeking long term commitment. Candidate will be given freedom to practice their own way. Two-plus years experience. Send resume to [genevadentalcareresume@gmail.com](mailto:genevadentalcareresume@gmail.com).

**DENTIST NEEDED:**

Two days a week, very friendly office. PPO/fee-for-service. Oswego/Yorkville area. Family atmosphere. Start ASAP. Send resume to [dentist2070@yahoo.com](mailto:dentist2070@yahoo.com).

**GENERAL DENTIST:** A fast-growing practice with strong patient base located in Aurora is looking for general dentist. We offer great working environment with state-of-the-art equipment. We do sponsor Visa for right candidates. [drpreethi2000@gmail.com](mailto:drpreethi2000@gmail.com).

**SEEKING ORAL SURGEON – IMMEDIATE**

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

SEEKING A HIGHLY MOTIVATED ASSOCIATE:

General dentist, Tinley Park. Let the new year bring you a new start. We are seeking a highly motivated associate to join our well established, thriving practice. Excellent opportunity with competitive compensation and potential buy-in opportunity. Highly trained staff offers the ability to practice a wide range of dentistry with both children and adults. Our office is equipped with the latest technology to provide our patients with the highest standard of care. Our mission is to provide quality dental care to the community we serve. We will provide you with unlimited practice opportunities while assisting you to meet your short and long term goals as a clinician. No managed care. Please send CV to [cambridge@edhanley.net](mailto:cambridge@edhanley.net). No calls please.

FULL-TIME GENERAL DENTIST NEEDED:

Seeking dedicated and enthusiastic dentist for well-established, high-end practice Chicago, north side. Full-time, alternating Saturdays. Minimum one year experience in root canal, crown and extractions required. [medgjob@gmail.com](mailto:medgjob@gmail.com).

DENTIST NEEDED, 60630 ZIP CODE: Dentist, with at least two years of experience, needed. One Sunday a month, and Tuesday or Thursday. Please submit resume. [nojgomez@gmail.com](mailto:nojgomez@gmail.com).

ASSOCIATE GENERAL DENTIST, PARTNER OR BUY-IN: Long-term associate general dentist needed in St. Charles area. Candidate must be interested in owning or partnering potential. Must be proficient in all phases of dentistry. Excellent support staff to help you do the dentistry. Needed Mondays and Fridays, no Saturdays. Contact Cheryl at 847.888.1999 or email CV to [thefamilydentalgroup@gmail.com](mailto:thefamilydentalgroup@gmail.com).

FULL-TIME GENERAL DENTIST NEEDED IN WHEELING: Well established office in Wheeling looking for general dentist. Latest technology including digital X-rays, iTero, microscope. Minimum guarantee. Highly trained support staff. In addition to compensation, we offer clinical and business mentorship. Mixture of fee-for-service, PPO, Medicaid. Please email CV to [nextgentalcenter@gmail.com](mailto:nextgentalcenter@gmail.com).

FULL-TIME OPPORTUNITY IN WESTERN SUBURBS: Full-time dentist needed for a great, established office in Elgin. This predominantly fee-for-service office has a potential in the first year to make well over \$200,000, and a buy-in opportunity in the future. In addition to compensation, we offer clinical and business mentorship from leaders in the dental industry. Other benefits include incentive bonuses, medical insurance, life insurance, long-term disability coverage, 401(k) plan and paid continuing education credits. If you are interested in becoming an excellent, well-paid dentist, please email all inquiries to [1699dental@gmail.com](mailto:1699dental@gmail.com).

GENERAL DENTIST \$750 PER DAY: Busy dental office looking for a motivated dentist. Full-time position available. Offering a daily minimum of \$750 per day or 30 percent of production. All phases of general dentistry. Submit your resume to [dental6027@gmail.com](mailto:dental6027@gmail.com).

FULL-TIME/PART-TIME ASSOCIATE DENTIST \$160,000 MINIMUM: Norwood Park practice seeks full- or part-time associate. Flexible hours with guaranteed minimum. No lab fees. Responsibilities include extractions, crowns, fillings, basic implant restorations. Open to teaching bone grafting and complex implant restorations. Fee-for-service only. Office nearly all digital with 3Shape scanner. Long-term potential. [79dental79@gmail.com](mailto:79dental79@gmail.com).

POSITIONS WANTED

KEEP SEDATION, IMPLANTS, WISDOM TEETH AND EXTRACTIONS IN-OFFICE: Well-trained dentist available with all equipment needed for IV-sedation, implant-placement and wisdom-teeth extractions for your patients in your office. Stop referring them out and keep that income in-house. Flat rate fees for all procedures. [dentalimplantsdds@gmail.com](mailto:dentalimplantsdds@gmail.com), [www.surgicalsuites.net](http://www.surgicalsuites.net).

ORAL SURGEON AVAILABLE FOR YOUR OFFICE, ILLINOIS AND INDIANA: Experienced traveling oral surgeon seeking busy general or multispecialty offices and keep referrals in-house. One day/month, one day/week available. [omfshicago@gmail.com](mailto:omfshicago@gmail.com).

EXPERIENCED PERIODONTIST AVAILABLE CHICAGOLAND: Board certified periodontist with certificates in both periodontics and fixed prosthodontics, has 20 years of private practice experience. Both a national and international reputation for excellence, with more than 8,000 implants placed; including All-on-'X', Immediate placement/Immediate Load. Skilled in SFOT, sinus floor elevation (direct/indirect), ridge augmentation and appropriate use of biologics. Excellent communication skills and prosthetic training/experience is an excellent resource for restorative team members and/or referrals. Respond to [implantsthetix@gmail.com](mailto:implantsthetix@gmail.com).

SERVICES

REAL ESTATE SOLUTIONS FOR PRACTICE ACQUISITIONS: If you are buying or selling a practice and need advice on how to optimize the real estate, we structure and implement solutions for dentists. Call Joe for free advice at 312.953.3553. [www.jrossiandassociates.com](http://www.jrossiandassociates.com).

ATTENTION SUCCESSFUL DENTISTS: Easily grow your dental practice profits by attracting high-quality leads on autopilot while being the most relevant choice in your market so you don't have to worry about insurance. If this sounds interesting to you, learn more now at [revenueascend.com](http://revenueascend.com).

DENTISTS' ATTORNEY – STEVEN H. JESSER: Representing Illinois and Wisconsin dental practitioners in all legal aspects of dental practice, including practice purchases and sales, IDFPR/WDSPS discipline, licensing, litigation, contracts, and real estate. No charge for initial consultation. Highly experienced. Reasonable fees. Glenview office. Call 847.424.0200 or 847.212.5620 (cell) (7-days, including evenings). [shj@sjesser.com](mailto:shj@sjesser.com). [www.sjesser.com](http://www.sjesser.com).

LAW OFFICES OF DONALD A. LEVY, LTD.: Representing dentists for over 20 years. Contracts, corporations, partnerships, tax matters, estate planning, wills and trusts, real estate, business litigation. 847.568.1300.

**PROGRESSIVE MANAGEMENT:**

John Bertagni, Joy Gustafson, Zach Holland, Bruce J. Lowy and Michael Erin.

Progressive Management ("PM") is a dental consulting and healthcare advisory services firm. Through a complete and integrated suite of service offerings, including management consulting, valuation and transition services, business brokerage, and advisory support, PM aligns the business and the healthcare profession together. Based in the global city of Chicago, Progressive Management leverages the broad and deep expertise of its people to elevate firms in the dental, healthcare, and professional service industries.

Contact PM to learn more.

[info@pm-chicago.com](mailto:info@pm-chicago.com),

<http://pm-chicago.com>,

312.275.2000.

**YOUR HEALTHCARE REAL ESTATE AND**

**PRACTICE ADVISOR:** Looking to start your own practice? We can help. From selecting the best site to grand opening, JRA has completed over 150 dental transactions in the Chicagoland area. Here's what our clients say: [www.jrossiandassociates.com/testimonials.html](http://www.jrossiandassociates.com/testimonials.html). Email [pete@jrossiandassociates.com](mailto:pete@jrossiandassociates.com).

**PROFESSIONAL PRACTICE**

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



**Buyer's Assistance**

- Are you buying a dental practice?
- Need help interpreting the dental reports?
- Not sure how to do a chart audit?
- Wondering if you should buy the receivables?

**Call The Due Diligence Experts**

Wendy Pesavento (773) 502-6000  
Sharon Kantor Bogetz (847) 370-9131  
[www.DentalDueDiligence.com](http://www.DentalDueDiligence.com)

**For General Dentists & Dental Specialists**

**Found a dental practice you want to buy? Get A**

**360 Dental Practice Analysis From The Due Diligence Experts**

- |                      |                               |
|----------------------|-------------------------------|
| Financial Analysis   | Dental Report Interpretation  |
| Marketing Analysis   | Accounts Receivable Review    |
| Demographic Analysis | Staffing & Systems Analysis   |
| Recall Analysis      | Dental Chart Audit Assistance |
| Lease Review         | Transition Planning           |

Wendy Pesavento (773) 502-6000  
Sharon Kantor Bogetz (847) 370-9131

Visit Our New Website at [www.DentalDueDiligence.com](http://www.DentalDueDiligence.com)  
**Find us in booths 1714 & 1715**

**RICHARD A. CRANE**

**THE DENTIST'S PREMIER ATTORNEY**  
Get the high-quality, cost-effective legal advice that dentists deserve.

30+ years representing dentists in: Purchase and sale of practices; Purchase, sale and lease of dental offices and buildings; Formation of professional, S-corporations and LLCs; Employment and independent contractor contracts; Assistance with obtaining financing for purchase of practices, equipment and real estate, working capital, line of credit and SBA loans. Contact Rich for a confidential consultation. [rcrane@r-cranelaw.com](mailto:rcrane@r-cranelaw.com), <http://www.r-cranelaw.com>, 847.279.8521.

[rcrane@r-cranelaw.com](mailto:rcrane@r-cranelaw.com)  
[www.r-cranelaw.com](http://www.r-cranelaw.com) • 847.279.8521



Dental Start - Ups  
Post-Transition Consulting  
Buyer Due Diligence  
Practice Management  
Dental Marketing & Staffing  
For General Dentists and Dental Specialists

Learn About Our Programs  
[www.CuttingEdgePractice.com](http://www.CuttingEdgePractice.com)

Call Wendy Pesavento (773) 502-6000  
Sharon Kantor Bogetz (847) 370-9131

See Our Dental Design Portfolio at [www.MidwestDentalSolutions.com](http://www.MidwestDentalSolutions.com)



**DENTAL AUXILIARY PLACEMENT SERVICE, INC.**

Providing staffing solutions for permanent or temporary needs for Dental Practices

- Dentists
- Registered Dental Hygienists
- Chair Side Assistants
- Receptionists/ Office Managers
- Exhibitor Booth Personnel

**847.696.1988**  
[info@daps-inc.com](mailto:info@daps-inc.com)



# MXC

[www.purplexperience.com](http://www.purplexperience.com)

# MARSHALL CHARLOFF PURPLE XPERIENCE

The 2019 Midwinter Meeting Friday Night features Marshall Charloff Purple Xperience, "The nation's most authentic tribute to Prince."

The Purple Xperience is a five-piece group hailing from Prince's birthplace, Minneapolis, MN. They have been touring around the country since its inception in 2011 bringing the greatest and most authentic production of Prince and The Revolution in the world to audiences of all generations. Since 2011 Purple Xperience has shared the bill with The Time, Cameo, Fetty Wap, Gin Blossoms, Atlanta Rhythm Section, and Cheap Trick. Marshall recorded with Prince on the album 94 East, Marshall plays both, keyboards and bass guitar on the album.

## FRIDAY, FEB. 22

- Doors open at 8 p.m., performance starts at 9 p.m.
- Park West, 322 W. Armitage Ave.
- Tickets: \$50 per person purchased online prior to Feb. 1, \$60 per person purchased online in February or at McCormick Place West
- Ticket required for entry
- No ticket sales at the door
- Event number: SE3
- Open to all attendees/exhibitors

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



## NEW DENTIST RECEPTION:

# Meet, Greet & More

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

### FRIDAY, FEB. 22

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

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





Write to Dr. Lamacki at [wlamacki@cds.org](mailto:wlamacki@cds.org).

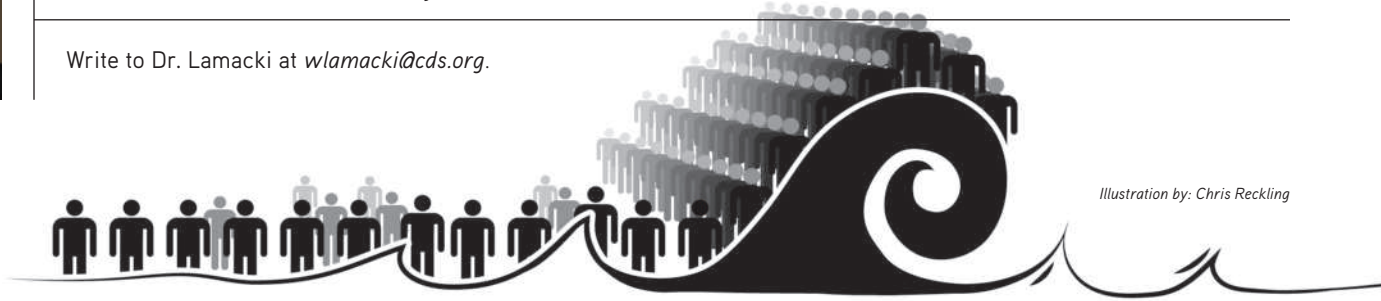


Illustration by: Chris Reckling

# What's more powerful than a tsunami?

**E**XPERTS ON DEMOGRAPHY HAVE DUBBED THE MUSHROOMING GROWTH OF AMERICANS 65 AND OLDER IN AMERICA, “The Gray Tsunami;” hyperbole, perhaps, but the statistics point to a phenomenon that will affect how dentistry is delivered; it will affect all businesses, non-profits and government.

The Population Reference Bureau (PRB) Report, *Aging in the United States*, released in 2016, projects that the number of Americans, 65 and older, will double by 2060 to 98 million; the group's share of total population will rise to 24 percent from 15 percent. The average life expectancy of the United States population increased from 68 years in 1950 to 79 in 2013, according to the PRB.

Alzheimer's disease is predicted to nearly triple from 5 million afflicted in 2013 to 14 million in 2050, according to PRB. Dementia, diabetes and other age-related chronic diseases, will see similar explosive growth, PRB reports. Nursing home populations of Americans 65-years-old and older will increase from 1.3 million in 2010 to 14 million in 2030, data from PRB states.

Medicare, Medicaid and Social Security expenditures will grow from 8 percent of gross domestic product to 12 percent by 2050, PRB reported.

At the 2018 ADA House of Delegates, the Dental Education, Science and Related Matter Reference Committee heard testimony on a resolution calling for a feasibility study by the Commission on Dental Accreditation regarding the creation of an accreditation process for advanced educational programs in geriatric dentistry.

The proponents and opponents vigorously voiced their views leading the issue to be referred by the House of Delegates (HOD) for further study; kicking the can down the road by the HOD is SOP (standard operating procedure).

For the last 12 years I've treated the elderly at retirement communities and have made some observations completely unsupported by any scientific research.

I feel there is little reason to create an ADA council complete with standards and a bureaucracy that so often muddies the waters to further debate geriatric dentistry and how to provide it.

The techniques learned in dental school are still valid today and applicable to all ages. Dental schools are already including pharmacology in their curricula and continuing education courses are following suit. Collaboration with the patient's

physician is paramount regardless of age.

The elderly can be forgettable, unable to perform basic oral hygiene, wheelchair bound and unable to transfer to a dental chair and afflicted by undiagnosed dementia. Some older patients will tire easily and need shorter appointments to accomplish their treatment. Veneers, implants and elaborate permanent bridgework are not always feasible. Removable appliances should be simple, easy to remove and easily placed. Above all, the dentist must treat their senior patients with empathy, kindness, and warmth. Something, I feel can't be taught or handled with ADA policy.

This year I treated an age-related demented woman who had lost her dentures by providing a new upper and lower. At this community site, we set up our equipment in their beauty shop. She wasn't violent, but she would try to leave the chair. Gently we would coax her back. Impressions and bite registration were an adventure.

And then, a miracle occurred; we placed her new teeth. We asked her to get up and turn toward the back wall lined with mirrors; her broad smile lit up the room.

That's why we practice dentistry for the elderly. ■

**CLARIFICATION:** In the December 2018 CDS Review, the Final Impressions column stated that only Iowa, South Carolina and Utah have no requirement governing who can own a dental practice. Wisconsin law allows for non-dentists, including corporations, to own a practice. At one time, most states prohibited a corporation or non-dentists from owning a dental practice, but the laws have changed. Most states have limited or eliminated restrictions on non-dentist ownership, according to a 2013 article regarding dental practice ownership by Janice Gauthier, a graduate of Harvard Law School, who founded Gauthier Law Group, based in Milwaukee. The article points out laws of ownership vary from state to state. But all states stipulate that only dentists can do procedures in any practice. The column also stated that ISDS provides a list of qualified dentists to the governor's office for vacancies on the Illinois dental examining board. ISDS makes its recommendations directly to the Department of Financial and Professional Regulation.

*Helping dentists succeed.™*

**INTERESTED  
IN SELLING?**

**CONTACT US TO DISCUSS  
THE VALUE OF YOUR PRACTICE AND  
HOW WE CAN HELP YOU TRANSITION**

**INTERESTED  
IN BUYING?**

**WE HAVE LISTINGS! WE ASSIST DENTISTS  
IN EVALUATING OPPORTUNITIES**



## Business Solutions for the Dental Community

**As CPAs and operational consultants, we help our clients successfully manage their business operations and achieve their personal, professional and financial goals.**

Accounting & Financial Reporting | Tax Planning & Return Preparation  
Practice Brokerage | Retirement Plan Administration | Marketing & Advertising  
Management Advisory | Continuing Education | Practice Valuation



**Professional Practice  
Consultants, Inc.**

**866-772-1751**

FOR MORE INFORMATION CONTACT  
Jean Adamiec » [jadamiec@e-ppc.com](mailto:jadamiec@e-ppc.com)

Institute of  
Dental CPA's

Academy  
of General  
Dentistry

[www.e-ppc.com](http://www.e-ppc.com)

National Society  
of Certified Healthcare  
Business Consultants

Illinois  
CPA Society

Content is copyright protected and provided for personal use only - not for reproduction or distribution without permission.  
For reprints please contact the Publisher.

THE ONLY LOCAL DENTAL BROKERAGE OWNED  
AND OPERATED BY A DENTIST AND CDS MEMBER

# Chicago Dental Broker



Chicago's fastest growing  
dental brokerage!

- Sales
- Mergers
- Partnerships
- Negotiations

Call Dr. Rob Uhland  
(847) 814-4149  
for listing details  
[chicagodentalbroker@gmail.com](mailto:chicagodentalbroker@gmail.com)

Content is copyright protected and provided for personal use only - not for reproduction or retransmission.  
For reprints please contact the Publisher.