



*CDS President, 2020*  
**Terri Tiersky**

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155th Midwinter Meeting Preview

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## Amalgam discharge deadlines approaching

Be aware of the approaching deadlines for the amalgam separator rule, a requirement of the *Clean Water Act* covering dental offices that discharge wastewater into publicly owned treatment water works.

Offices open before July 14, 2017, must provide a compliance report by July 14. Newly purchased or offices built since July 14, 2017, must comply within 90 days of taking ownership. There are certain practices that are exempt as well.

The Illinois State Dental Society has more information about the rule, existing separators as well as an approved list of Illinois pretreatment wastewater plants at [on.cds.org/amalgam2020](http://on.cds.org/amalgam2020).

## Join CDS members in promoting oral hygiene

Bring the important message of good oral hygiene to young people by celebrating National Children's Dental Health Month. Join with other Chicago Dental Society members in promoting oral hygiene among young people.

Coloring pages and activity sheets in English and Spanish from CDS and the American Dental Association along with ideas for classroom presentations are available at [www.cds.org/smile/tools-activities-for-kids](http://www.cds.org/smile/tools-activities-for-kids).



## New badges, new CE certificate procedures

Once again individual course tickets will no longer be issued for the 2020 Mid-winter Meeting.

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. Also going away are the plastic badge holders. Instead participants can pick up a lanyard tie onsite and directly secure your name badge.

A 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.

You will also need the four-digit code that will be provided at the conclusion of the course. ■



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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). 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.

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# Through the Kaleidoscope Part 1: The Midwinter Meeting

IT IS MY HONOR TO BE WRITING MY FIRST PERSPECTIVE AS PRESIDENT OF THE CHICAGO DENTAL SOCIETY.

I am looking forward to welcoming you to the 155th Midwinter Meeting: *KALEIDOSCOPE VIEW 2020*.

I feel fortunate to have the year 2020 as an inspiration for the Midwinter Meeting theme. Of course, our world-class standards for the meeting remain the same year to year, but as CDS presidents we are given the opportunity to personalize things through our theme. It seemed likely that many other meetings would use the word “vision” in their theme for 2020. When we have our eyes checked we hope to be told that we have 20/20 vision, or in other words, the ability to see things as clearly as possible. I saw things a little differently.

I collect kaleidoscopes, and as a collector of these beautiful and unique objects (which happen to involve vision), I began to consider ways in which they represented a metaphor for our profession. As such, I plan to base each of my President's Perspectives this year on a different aspect of this metaphor, beginning with the Midwinter Meeting.

Various definitions describe a kaleidoscope as follows:

“An optical instrument in which colorful bits. . . are shown in a continually changing symmetrical patterns of shapes, scenes and colors.”

“A series of changing phases or events.”

“A diverse collection.”

Kaleidoscopes are exciting to look through. The patterns change quickly when the kaleidoscope is turned, but they always end up in a unique beautiful image. To appreciate the beauty of the changes, you must hold the kaleidoscope up to the light before looking inside. The parallels became apparent to me, and thus the inspiration for the 2020 Midwinter Meeting.

The goal was to provide a unique, diverse and vibrant experience for everyone attending the Midwinter Meeting next

month. McCormick Place will once again be overflowing with a kaleidoscope of options for every member of the dental team.

Our kaleidoscopic experience offering “a series of changing phases or events” begins with our courses. If you haven't already registered, remember to do so before Feb. 1 in order to take advantage of our \$20 for 2020 promotion initiative. For the first time, we are offering lectures at either no charge or for a mere \$20! This is a benefit that shouldn't be overlooked. Prices go up Feb. 1, so register now to take advantage of this unique offer.

We also will be offering an abundance of shorter classes to give you the opportunity to receive continuing education credits in a multitude of subjects.

When you have a break from your classes, remember to visit our bustling exhibit floor where 650 exhibitors will offer “a diverse collection” of the latest in technology and products. Many of these companies use the Midwinter Meeting to roll out their newest products and equipment, so you don't want to miss the opportunity to be the first to try these in your offices.

The view through the kaleidoscope becomes more vibrant with our social events which include Thursday's Opening Session featuring Lori Greiner of QVC and *Shark Tank* fame. On Friday, our Kaleidoscope (K)outure fashion show promises to be a colorful afternoon that previews cutting-edge fashion set to timely music. “One Night of Queen” featuring Gary Mullen and The Works will be our entertainment on Friday night at Park West. This event is always fun for everyone. Saturday is the President's Dinner Dance.

A kaleidoscope consists of many different pieces that make up the whole symmetrical pattern. Each piece is shiny on its own, but each shines even brighter amongst the others. Likewise, the Midwinter Meeting will shine so much brighter with you there. I look forward to seeing you! ■



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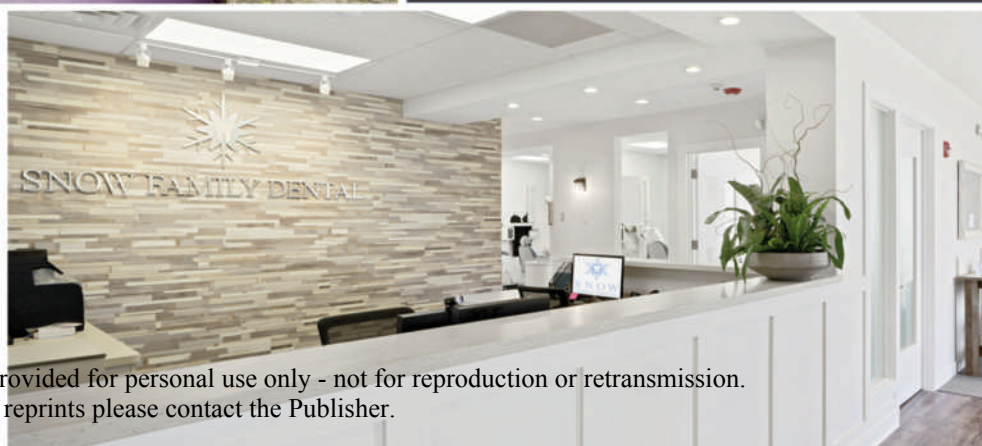
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# Q & A

## Our conversation with 2020 CDS PRESIDENT **Terri Tiersky**

by Walter Lamacki, CDS Editor

**You are a lawyer; how has that affected your practice of dentistry and your leadership of the CDS?**

Law school teaches you an entirely different way of thinking, and I believe that has had a positive impact on my leadership style of the CDS as well as my participation in meetings such as the House of Delegates of the ADA and ISDS. In a somewhat basic assessment of the difference between the two: Dental school taught me science. Law school taught me theory. Together, both have equipped me with a unique set of skills that have helped me in both my private dental practice and my leadership roles with CDS. I am comfortable considering both sides of an issue thoroughly before making a final decision, and I feel more able to quickly discern key issues.

**You are the second member of your dental school Class of 1986 at Loyola University to become president of CDS, and your successor will be the third.**

**Did you drink some magic potion? Is there something common you share?**

The Loyola University Dental School Class of 1986 has certainly proven to be special in that regard. We cannot forget that Loren Feldner was also in our class! I honestly can't point to anything specific that may have led to this unique circumstance, but I am honored to be among this group.

**Is there something our schools can do to promote or stimulate future leaders?**

I hope that the dental schools will continue to stress the importance of becoming involved in organized dentistry and staying involved after graduation. There are several issues that are unique to our students and young dentists such as rising student debt. Being involved and having a voice is how such issues will be addressed and be tackled. I have been impressed with the young leaders coming out of the dental schools in Illinois, and I hope that this trend continues.

**What's new at this year's Midwinter Meeting?**

I am very excited about the 2020 Midwinter Meeting and its uniqueness. I am most excited about \$20 for 2020. All lectures are being offered at either no charge or for \$20! This is an unbelievable deal for our meeting attendees. We are always looking for ways to give back, and I think this is a wonderful benefit. We are also excited about offering shorter classes for the first time. We have many classes that are 75 minutes in length, allowing folks to take courses on a wide array of topics during the meeting. Of course, there will also be plenty of 3-hour classes as well. We are also hosting an oral cancer symposium, which is a first. Rest assured, we are also maintaining the things that have made the Midwinter Meeting the best meeting in the world such as live patient demonstrations, unparalleled participation classes, a mock malpractice trial and daily track classes, among other highlights. ■









Dr. Tiersky's family: mother, Joan Tiersky; Terri Tiersky; husband, Roland Davidson; and daughter, Devin.



**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.

**What book have you recently read that you would recommend to friends?**

I am currently reading a book called *The Perfume Collector*. Frankly, I am not sure I would recommend it to my friends as it's not that great. I have also started flipping through *The Standard Code of Parliamentary Procedure*. I want to make sure I am prepared to run efficient and productive board meetings next year.

**Which television program did you always look forward to watching as a youngster?** If you want me to go way back to when I was a very young child, I looked forward to *The Ray Raynor Show*. I bet many Chicagoans around my age remember that show.

**What is a cherished memory you have of dental school?** Graduation day!

**Did you have a favorite childhood pet?** I had a lovely, sweet golden retriever named Kahlua. I was in my 30s actually, so he wasn't really a childhood pet, but he was a wonderful dog.





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# Introducing your CDS Officers & New Branch Directors

by Will Conkis

**T**ERRI TIERSKY WAS INSTALLED AS CDS PRESIDENT ON NOV. 17.

More than 400 members of the Chicago Dental Society attended the installation of Dr. Tiersky as president of CDS at the Four Seasons Hotel in Chicago.

Dr. Tiersky, who also has a law degree, became the 155th president of CDS. She is the fourth woman to hold the office of president.

Other CDS officers for 2020 are: Dean Nicholas, president-elect; Thomas Schneider Jr., secretary; Michael Durbin, vice president; and David Lewis Jr., treasurer.

Also installed were new members of the Board of Directors. They are: Joseph Unger, Englewood Branch; Theodore Constantine, North Suburban Branch; and Victoria Ursitti, Northwest Suburban Branch.

In her acceptance speech, Dr. Tiersky said: "As I reflect on my time in organized dentistry leading up to this moment, I am feeling grateful. Grateful for the opportunity to have a voice, grateful for the chance to mentor and grateful for the lifelong friendships that I have made along the way.

"The truth is, I feel especially grateful to be standing here tonight because I did not even initially set out to be a dentist.

"How telling are words once spoken by former First Lady Eleanor Roosevelt: You must do the thing you think you cannot do.

"I was a political science major at the University of Illinois, with my sights



Cheryl Watson-Lowry presents the gavel to Terri Tiersky.

clearly set on law school. I changed that path second semester of my junior year and I switched to pre-dentistry. How in the world could I possibly fit in all of the science requirements needed to get into dental school?

You must do the thing you think you cannot do."

*(For the full text of Dr. Tiersky's acceptance speech, please turn to page 19.)*

Retiring branch directors Peggy Richardson, Englewood Branch; David Lewis Jr., North Suburban Branch; and Scott Smoron, Northwest Suburban Branch, also were honored.

Also recognized were the retiring branch presidents: Nicholas Cudney, Englewood; Jorelle Alexander, Kenwood/Hyde Park; Agata Skiba, North Side; Jacqueline Rosen, North Subur-





## Jubilarians

The Chicago Dental Society proudly recognizing the following 50-year members: David Berni, Sudhir Bhatia, Sanford Block, Dennis Bond, Joseph Canzona, Corazon Castro Verde, Manisha Chheda, Henry Crossetti, Martin Crowley, Michael Cullinan, Robert Dutka, Archie Estey, Carlotta Evans, Warren Fatland, Peter Feimer Jr., Sheldon Grabiner, Joseph Hicken, Bruce Hochstadter, Peter Hurst, Leon Kelleher, Raymond Kotz, Alan Krakora, Paul Litvin, Robert Malorny, Gary Meyers, Wayne Milos, Dhiren Mistry, Dan Moritz, Richard Munaretto, Norman Newman, Marshall Olech, John Polacek, Jerald Schwab, Robert Shanahan, Charles Showalter, Ricardo Tapiador, Donald Tuck, Daniel Uditsky, Steven Verona, Lionel Waisman, Thomas Ward, Peter Wasilkoff, Joseph Wells, Stanley Witkiewicz, Michael Wolf, Kenneth Yonan and Mohammad Zaffar (Pictured are those who could attend).

ban; Mark Spinazze, Northwest Side; Bryan Nakfoor, Northwest Suburban; Kenneth Coffey, South Suburban; Richard Kohn, West Side, and John Milgram, West Suburban.

The retiring Academic Chapter directors David Trizzino, Midwestern University College of Dental Medicine, and Kelsey Maczko, University of Illinois at Chicago College of Dentistry, were also recognized.

The ceremonies featured a celebration of the jubilarians, members who graduated from dental school 50 years ago and have been members of organized dentistry since graduating dental school.

Christopher Larsen, president of the Illinois State Dental Society, was the installing officer. ■

Will Conkis is the CDS Director of Publications.



## Incoming Officers

Dean Nicholas, Thomas Schneider Jr., Illinois State Dental Society President Christopher Larsen, Michael Durbin, and David Lewis Jr.





## Retiring Branch Presidents and Academic Chapter Directors

Pictured with Cheryl Watson-Lowry, L-R: John Milgram, West Suburban Branch; Richard Kohn, West Side Branch; Bryan Nakfoor, Northwest Suburban Branch; Agata Skiba, North Side Branch; Jorelle Alexander, Kenwood/Hyde Park Branch; Nicholas Cudney, Englewood Branch; and Kelsey Maczko, Academic Chapter Director for the University of Illinois at Chicago College of Dentistry.

Not pictured: Jacqueline Rosen, North Suburban Branch; Mark Spinazze, Northwest Side Branch; Kenneth Coffey, South Suburban Branch; and David Trizzino, Academic Chapter Director for the Midwestern University College of Dental Medicine.



## Incoming Branch Directors

Pictured with Illinois State Dental Society President Christopher Larsen, L-R: Theodore Constantine, North Suburban Branch; Victoria Ursitti, Northwest Suburban Branch; and Joseph Unger, Englewood Branch.



## Retiring Branch Directors

Pictured with 2019 CDS President Cheryl Watson-Lowry, L-R: Peggy Richardson, Englewood Branch; Scott Smoron, Northwest Suburban Branch; and David Lewis Jr., North Suburban Branch.





## CDS Traveling Trophy

The Northwest Side Branch won the Chicago Dental Society Traveling Trophy acknowledging the branch with the highest percentage of branch member non-renew conversions. Pictured L-R are: Michael Biasiello, Barbara Mousel, Sam Cascio, Thomas Schneider Jr., Louis Imburgia, David Kumamoto and Pat Hann.



## North Siders

(L-R): Milton Salzer, Carole Landman, Paul Landman, Cissy Furusho, Alice Boghosian, John Hagopian, Terri Tiersky, Agata Skiba, Janet Kuhn, Ilie Pavel, Kirk Kollmann, Jeffrey Kramer, William Simon, and Jun Lim.



# 2020 CDS Officers

Dean Nicholas PRESIDENT-ELECT



**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; and enjoy being in the lives of their nieces and nephews.

**What book have you recently read that you would recommend to friends?** *Happy Wife - Happy Life: A Survival Guide* by Robert Lawrence. This book was given to me by George and Maria Zehak at their 40th anniversary party.

**Which television program did you always look forward to watching as a youngster?** *The Three Stooges*, I still enjoy them. *Bozo* was a close second.

**What is a cherished memory you have of dental school?** I remember calling my mom after the first week of dental school and describing all of my classes and laboratories to her and the excitement in her voice. Those conversations became extremely important to me because shortly thereafter my mother became ill and didn't make it to see me graduate. I am still thankful for the love and motivation she gave to me during my life.

**Did you have a favorite childhood pet?** Yes, my best friend and neighbor George Seline's dogs. We weren't able to have our own because we spent our summers in Greece visiting family (or at least that's what my parents told me).

Thomas Schneider Jr. SECRETARY



**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.

**What book have you recently read that you would recommend to friends?** *The Jack Reacher* series by Lee Child. I was introduced to *Jack Reacher* by my brother Bill who described him as a guy who has never lost a fight. I love the character because he is the champion of the underdog.

**Which television program did you always look forward to watching as a youngster?** I was always a fan of the cartoons and my favorite was *Popeye*. My mother found me one Saturday morning in front of the TV with *Popeye*

on. That is when she realized I could get out of my crib on my own.

**What is a cherished memory you have of dental school?** I have fond memories of a number of dental school patients, but Joann stands out. I met her in my first week in clinic and finally finished her treatment plan in my last week in clinic. She never missed an appointment, and I often told her that without people like her I would not have been able to complete dental school. She was a kind and lovely woman. I will never forget her.

**Did you have a favorite childhood pet?** This is an easy one. No. We never had any pets growing up. Don't feel sorry for me: I had a number of friends who had dogs.



## Michael Durbin VICE PRESIDENT



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

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

**What book have you recently read that you would recommend to friends?**

While it is not a book I have read recently, I often recommend *The Devil in the White City*, because of its great references to Chicago and the 1893 World's Columbian Exposition. I love Chicago, and seeing how Daniel Burnham's dream became a reality in our beautiful city is inspiring.

**Which television program did you always look forward to watching as a youngster?**

Friday night was *The Brady Bunch*, *The Nanny and the Professor*, and *The Partridge Family* – an all-time triple-header! I also ran home from school to watch the Cubs on WGN. The 1969 Cubs broke my 6-year-old heart!

**What is a cherished memory you have of dental school?** Meeting my wife, Renee, in dental school was a life changer for me. My most cherished memory was inserting a slide into the carousel during a prosthodontics lecture asking her to marry me.

**Did you have a favorite childhood pet?** We weren't really a pet family, but I did have an oversized Cuddly Dudley (from *Ray Rayner*) stuffed animal that I loved.

## David Lewis Jr. TREASURER



**Education:** Dr. Lewis earned his dental degree in 1981 from the University of Illinois at Chicago College of Dentistry.

**Family:** Dr. Lewis and his wife, Christine Culp, who is also a dentist, have two grown daughters, Anne and Kathleen.

**What book have you recently read that you would recommend to friends?** *Hue 1968* as a follow-up to reading *Dereliction Of Duty*, both are about the Vietnam War. I'm starting to read *The Emperor Of All Maladies*. I hope to read more over holiday break. A book I enjoyed the most for entertainment recently: *A Gentleman in Moscow*. I'm a slow reader but enjoy a great book that allows you to escape a little.

**Which television program did you always look forward to watching as a youngster?** *The Wonderful World Of Disney* every Sunday evening. *The Red Skeleton Show*, that really dates me, I guess. *The Rocky And Bullwinkle Show*, which had humor on a kids level and an adult level that we often missed.

**What is a cherished memory you have of dental school?** I don't think I have one memory as such. My classmates were the best memory, great friends, everyone helped each other out. We spent the first two years in technique rooms with the same part of the alphabet. I was in the "L&M" group; we

referred to it as the "Laid Back And Mellow" group (that wasn't always the case, though, as waxing and casting did not always cooperate).

**Did you have a favorite childhood pet?** We had a great dog, part collie and cocker spaniel, that we got as a puppy. I was the oldest, got to spend a lot of time with her growing up. She had black fur that always got cockleburs stuck in it when we wandered through the fields. Being little kids in the 1960s, we picked the simplest name for her that made sense at the time, Blackie. Not politically correct to do so now, no disrespect was ever meant nor intended then in doing so. We just were not very creative in naming her. She'd jump a fence to follow us to school when she saw us leave.

# New Branch Directors



**Joseph Unger**  
ENGLEWOOD BRANCH

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

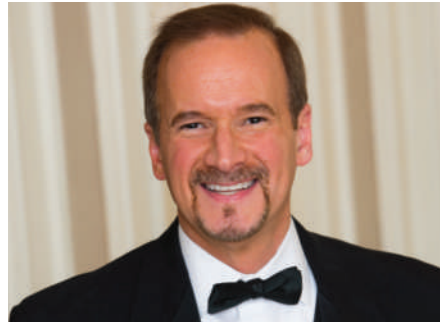
**Family:** Dr. Unger and his wife, Susan, have two daughters, Madeline and Claire.

**What book have you recently read that you would recommend to friends?** I just finished *The Godfather* series. I usually do not read fiction, but I really enjoyed reading this series and escaping into fantasy for a while.

**Which television program did you always look forward to watching as a youngster?** *The Odd Couple*. In grade school and high school, I got called Felix a lot as a result of the show.

**What is a cherished memory you have of dental school?** Walking across the stage during graduation and receiving my diploma. I was no longer a layman; I had become a doctor. What an awesome responsibility and honor. I had become a person who is responsible for maximizing their patients' oral health. It ranks just behind marriage and fatherhood.

**Did you have a favorite childhood pet?** No. Growing up in a household of 9 we never had dogs or cats. There were only tropical fish, birds and gerbils throughout my childhood; so, no pets you could form a real bond with.



**Theodore Constantine**  
NORTH SUBURBAN BRANCH

**Education:** Dr. Constantine earned his dental degree from Loyola University School of Dentistry in 1989.

**Family:** Dr. Constantine and his wife, Jan, have two sons, Eric (married to Abby with whom he has an infant daughter, Heidi) and Jonathan, and three daughters, Katie, Andrea, and Sarah.

**What book have you recently read that you would recommend to friends?** *The Purpose Driven Life*, by Rick Warren. It's a game changer!

**Which television program did you always look forward to watching as a youngster?** *The Dick Van Dyke Show*. Rob and Laura Petrie's neighbor, Jerry Helper, was a dentist.

**What is a cherished memory you have of dental school?** With the long hours and late nights of studying, I became very close with my dental "family" classmates. Many are friends to this day and it's always a joy seeing them at organized dental events like the CDS Midwinter Meeting!

**Did you have a favorite childhood pet?** I grew up with a cat and was jealous of my neighbors with dogs. I would always see them outside walking and playing in the yard with their dogs. Have you ever tried walking a cat? No good.



**Victoria Ursitti**  
NORTHWEST SUBURBAN BRANCH

**Education:** Dr. Ursitti earned her dental degree from Tufts University and completed training in pediatric dentistry at the University of Illinois at Chicago College of Dentistry in 1995.

**Family:** Dr. Ursitti and her husband, Patrick, have one son, Gianni.

**What book have you recently read that you would recommend to friends?** Oh gosh, I can barely get time to read anything not related to dentistry, practice management, or dental resolutions. But I have a good recommendation if you're a life-long Cubs/Chicago fan or like historical fiction, *The Best Team Ever*, by Alan Alop and Doc Noel, (who happens to be a real-life dentist). It's mostly a baseball story following a rookie player named Kid Durbin who writes a journal about the 1907 Chicago Cubs.

**Which television program did you always look forward to watching as a youngster?** *Happy Days* and following that, *Laverne and Shirley*.

**What is a cherished memory you have of dental school?** At the time it didn't seem very cherished, but sitting in the lab at the end of classes doing wax ups, building dentures, pouring models and doing porcelain crowns with my classmates. We totally bonded, and it made us better dentists.

**Did you have a favorite childhood pet?** I was part of a special elementary school program where we watched baby ducklings hatch. I took two ducks home and their names were Duck Tails and Granada. My first dog, Sheba, was a black poodle that I used to make dance with me.



# Dr. Tiersky's Installation Address



Thank you very much and good evening.

I would like to begin by congratulating all of the Jubilarians, as well as everyone else who was recognized tonight for their service to the society.

Chris Larsen, thank you for conducting the installation. I am looking forward to working with you and the ISDS Board to continue the collaborative work that we are doing for all of our members across the State of Illinois.

As I reflect on my time in organized dentistry leading up to this moment, I am feeling grateful.

Grateful for the opportunity to have a voice; Grateful for the chance to mentor and grateful for the lifelong friendships that I have made along the way.

The truth is, I feel especially grateful to be standing here tonight because I did not even initially set out to be a dentist.

How telling are words once spoken by former First Lady Eleanor Roosevelt:

"You must do the thing you think you cannot do."

I was a Political Science major at the

University of Illinois, with my sights clearly set on law school. I changed that path second semester of my junior year, and I switched to Pre-Dentistry.

How in the world could I possibly fit in all of the science requirements needed to get into dental school?

"You must do the thing you think you cannot do."

After becoming a dentist and practicing full time, how could I possibly then go to law school at night and get a law degree?

"You must do the thing you think you cannot do."

I decided early on in my career to get involved in organized dentistry.

But become president of this prestigious society? It didn't seem possible some 33 years ago.

"You must do the thing you think you cannot do."

And so, here I am.

One of the highlights of serving as President of the Chicago Dental Society is having a hand in the planning of the Midwinter Meeting.

**KALEIDOSCOPE VIEW 2020** is the theme that I chose for the meeting.

You might be wondering how I came up with that theme ... Well, obviously so that I could get away with wearing this dress tonight.

No. The real story is:

I collect kaleidoscopes. I think that they are beautiful, each one unique. I began to think about how they might represent a metaphor for our profession.

A kaleidoscope is exciting to look through, with many different pieces making up the whole symmetrical pattern. Every piece is shiny on its own, but each shines even brighter amongst the others. The patterns change quickly when the kaleidoscope is turned, but they always end up in a unique, beautiful way. To appreciate the beauty of the changes, you must hold the kaleidoscope up to the light before looking inside.

The parallels became apparent to me:

Our team members make up the pieces that our practices need to thrive; innovation provides exciting changes along with endless possibilities; and new practice models promise a future that is bright and vibrant.

Albeit not without some challenges, as the practice of dentistry is changing. It is changing quickly and quite dramatically.

The vision for **KALEIDOSCOPE VIEW 2020** was to create a meeting that is diverse, vibrant and unique, while preserving the many elements that make the Midwinter Meeting the best dental meeting in the world.

Like a kaleidoscope, there were some significant "pieces" that helped make the vision whole.

Dr. John Hagopian, my program chair, has been instrumental in bringing our vision to life. Thank you, John, for all that you have done to help with the planning of the meeting. I appreciate your hard work and commitment,

as well as your friendship.

My General Chair is the late Dr. Loren Feldner. Loren was a dental school classmate as well as a dear friend. As countless of you in this room tonight know, Loren was truly one of a kind. He worked tirelessly on any project that he was involved in, and the 2020 Midwinter Meeting was no exception. He and John worked in concert to put together an educational program that we are all very proud of. Loren was simply irreplaceable, and so as a tribute to him and his commitment, he will remain as the General Chair of the 2020 Midwinter Meeting in memoriam.

John, Loren and I could not have planned our meeting without Dr. Ted Borris. Thank you, Ted, for all that you have done to make the 2020 meeting timely and distinct, or as the four of us often referred to it amongst ourselves: "Not your Grandpa's Midwinter Meeting."

To reach this point takes personal commitment, but also the help and support of countless others. I want to thank the many people who have mentored, encouraged and supported me in this journey.

Each one shines brightly on their own, and each has helped me to shine brightly amongst them.

The CDS Officers and Board of Directors are all very committed individuals and I look forward to continuing our work together next year.

It has been an honor and a pleasure sharing the last four years of this journey with Cheryl and Bill. Cheryl, congratulations on a great year and a job well done!

Dino Nicholas, another dental school classmate, will be standing right here next year. Dino, you and Celeste are special friends and I am grateful that dentistry brought us all together.

Mike Durbin and I were co-chairs for the 2011 Midwinter Meeting. We have shared a lot of this journey together, many lively discussions and several heated debates.

Mike, I remain impressed by your intelligence and energy, and I am grateful for my friendship with you and Renee.

My heartfelt thanks go out to Randy, Barry, Lisa, Joanne and Lennoree for the help and support that each of you has given to me, and for your commitment to the Chicago Dental Society.

I wouldn't be here this evening without the support of the Members Group. I thank all of you for believing in me and giving me this opportunity.

I would like to give very special thanks to Hugo Bertagni, who along with his wife Norine flew all the way from Colorado to be here tonight, Todd Cubbon, Rich Holba, Ron Waryjas, Alice Boghosian, Ron Testa, Phil Schefke, Kevin Patterson, Astrid Schroetter and Ian Elliot for all of the encouragement, support, help and advice that you have all given to me over these years.

Wally Lamacki, who is not in the Members Group: Thank you, and Gloria, for your ever-present wisdom, guidance and encouragement.

My very dear friend and another dental school classmate, Phil Fijal: It was an honor serving on the Board with you as YOU rose to the office of President. I learned so much from you, not the least of which was how to lead with dignity and grace. I respect you, and I deeply cherish the friendship that I share with you and Jan.

I graduated from Loyola University Dental School in 1986, when there were more graduates than opportunities. I was extremely fortunate to get a call a few months before graduation from Milt Salzer, who was looking for an associate. I had the honor of working for Milt for nearly 13 years. He also, significantly (and thankfully), took me to my first Members Group meeting. Who would have ever thought that it would lead to this?

Milt, I want to thank you for being such a wonderful mentor and special friend to me for all these years.

Almost 15 years after that phone call from Milt, I served as President of the North Side Branch, starting as their dinner chair. The North Side Branch gave me the opportunity to serve as a Director to the CDS Board and I am eternally grateful for that. The Branch continues to grow, and the face of it has surely changed over the years. I am very proud to be a member of a group that is so committed to recruitment and diversity in membership.

It was through the North Side Branch that I met my dear friend Jamie Robinson, and I have been blessed with his and Carol's friendship ever since.

We all know how important our staff is to our professional lives. Two of my staff members are here tonight: My office manager, Joanne Musolf, and my assistant, Donna Cassacio. I could not function at the office without the help of the two of you. Thank you for all that you both do to make my life at the office easier.

Since this kind of thing doesn't happen every day, I invited some of my extended family members to be here tonight, and I thank all of you for being here.

My father, Dr. Morris Tiersky, would be 100 years old if he were still with us today. He was, in fact, honored as a Jubilarian by CDS in 1993. He graduated from the University of Illinois College of Dentistry in 1943 and served as a major in WWII, before entering private practice. I am certain he would be very proud of me this evening.

My mother, Joan Tiersky, is here tonight. I don't think she would mind if I told you that she will be 93 at her next birthday. Mom, I thank you for all that you have done to encourage me to do whatever I dreamt of, and for your never-ending love and support...and I hope that I was right about you not minding my sharing your age with this group.

Some of you may recall during Cheryl's installation speech last year, and again tonight, she mentioned that in 154 years there had only been two



female Presidents before her, and of that very small group she was the first that was also a mother. Well, you're looking at Momma #2!

I am "momma" to my 19-year-old daughter Devin who is here this evening and who is a sophomore at Michigan State University. Devin, you are a bright, independent and compassionate young lady, and I couldn't possibly be more proud of you. You are the light of my life and I thank you for always understanding when my involvement took me away from time that might have been spent with you. I hope that I have shown you that as a woman you really CAN have it all!

My husband Rolly and I were fixed up on a blind date – can you imagine? – and our first date happened to be Nov. 17 – 26 years ago! I don't think when we got married he understood exactly what he was signing up for.

This can, after all, be a bit overwhelming for a spouse. But what he jokingly used to refer to as a cult, he now calls a family.

Rolly, I thank you for your love and support over all these years as I reached for the stars. I love you.

Serving as the next president of the Chicago Dental Society is a responsibility that I do not, and will not, ever take lightly.

To quote Eleanor Roosevelt once again helps to illustrate my philosophy on leadership:

"For our own success to be real, it must contribute to the success of others."

My personal goal as CDS President is to listen and lead without ego; to inspire others to speak their mind in order to make a difference; and to continue the important work of our society as it relates to our mission and our members.

We will remain committed to:

- Philanthropy and our relationship with The Chicago Dental Society Foundation;
- Advocating on behalf of our membership;
- Enhancing member benefits and opportunities

And to:

- Maintaining our status as the world-class leader in scientific dental meetings.

Our future is very bright, but we must remember to hold it up to the light before looking inside.

Thank you so very much. ■

**Chicagoland Smile**  
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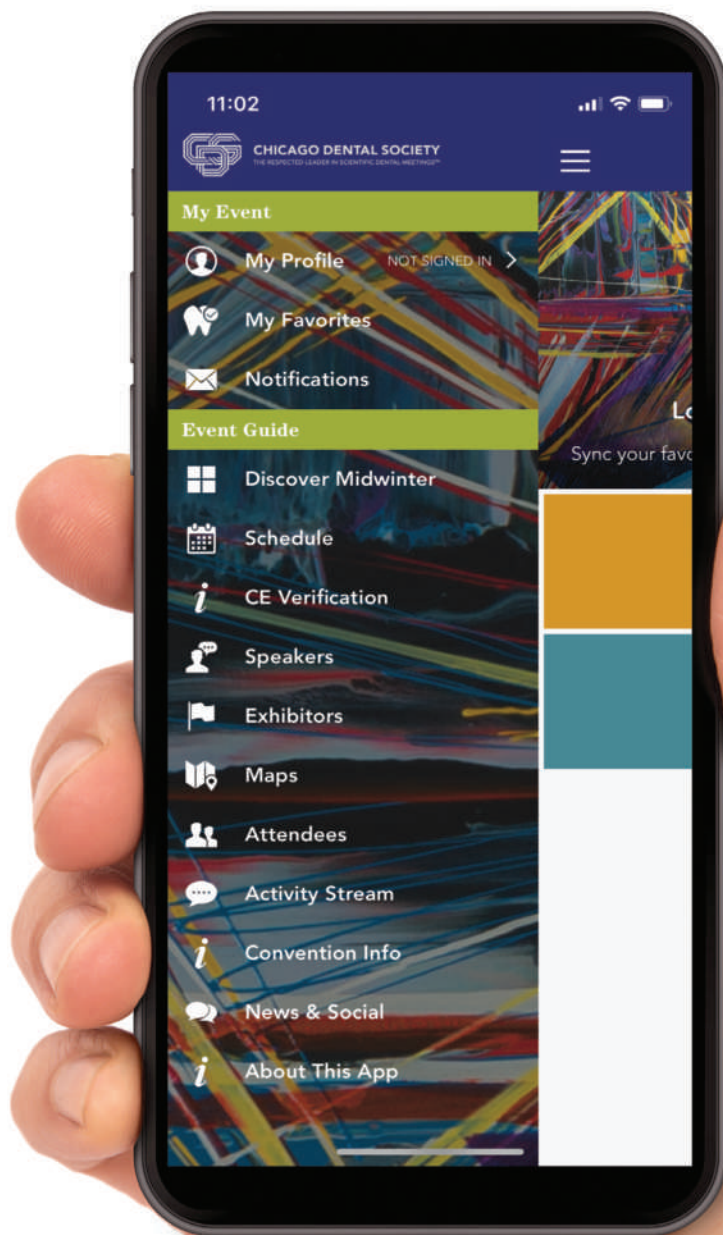
# PLAN YOUR VISIT

## with the 2020 Midwinter Meeting Mobile App

The 2020 MIDWINTER MEETING mobile app update is compatible with all Android and iOS phones and tablets running iOS 11 or Android 6 and later. It enables you to:

- **Access your course schedule** by logging in and registering your badge number with the app after you have registered for the meeting.
- **Access the Virtual Tradeshow Bag** filled with special offers for you to take advantage of when you visit the Exhibit Hall.
- **Navigate the 170,000 square feet of exhibit space with the 3D map** and plot your route to visit any of the more than 650 exhibitors.
- **View PDF handouts from speakers** and 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.

**Be sure to download the update** when it is released in January.



**CHICAGO DENTAL SOCIETY**  
THE RESPECTED LEADER IN SCIENTIFIC DENTAL MEETINGS™

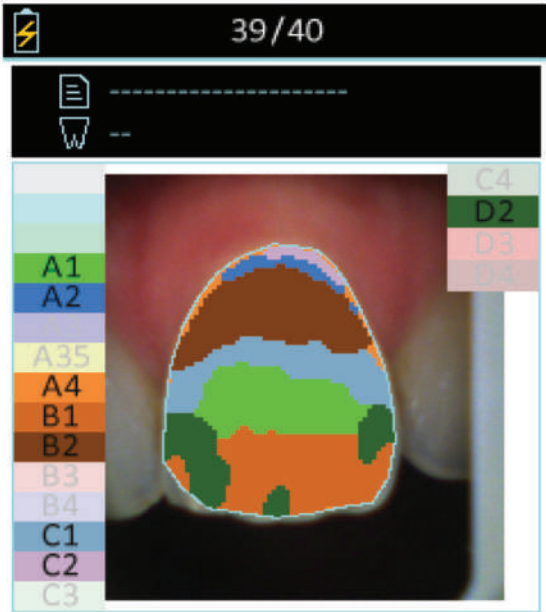
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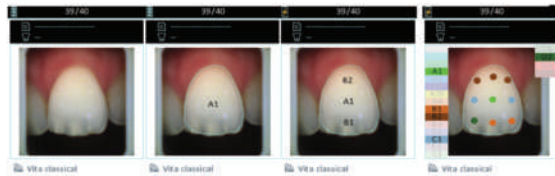
# DIGITAL TOOLS THAT CREATE SYNERGY BETWEEN LABS & DENTISTS



SEE DEMO AT CDS BOOTH #4722 OR AT LMT LAB DAY AT HYATT REGENCY CHICAGO



Vita classical

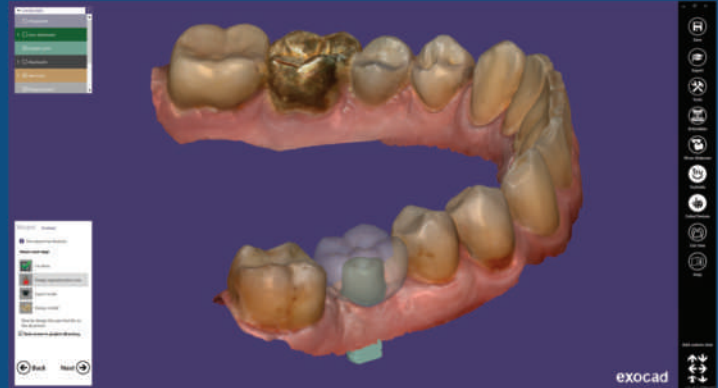


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## QUICKSCAN IOS



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# *155th Midwinter Meeting*

P R E V I E W

# KALEIDOSCOPE VIEW 2020

## 155th Midwinter Meeting



by Joseph DeRosier

THE BRIGHT FUTURE OF DENTISTRY WILL BE ON FULL COLORFUL DISPLAY DURING THE 2020 MIDWINTER MEETING, as the dental world gathers for our 155th annual event with this year's theme, **KALEIDOSCOPE VIEW 2020**.

From Thursday to Saturday, Feb. 20 – 22, thousands of dental professionals will congregate at McCormick Place West on Chicago's lakefront for the premiere scientific dental meeting.

CDS President Terri Tiersky says it was her luck to become president of the organization in 2020 since the symmetry and visual aspects lend themselves to an interesting theme.

"We are a profession that, despite undergoing rapid change, has a future that is unique and bright, offering innovation and endless possibilities," Dr. Tiersky said.

And the continuing education courses offered each day will help professionals stay up-to-date with all that innovation.

And best of all, Dr. Tiersky said, under this year's \$20 for 2020 program, lectures are being offered at either no charge or \$20. She said it is an "unbelievable deal" for meeting participants.

Dr. Tiersky praised the efforts of Program Chair John Hagopian, General Chair (the late) Loren Feldner and CDS Director of Scientific Programs Ted Boris for assembling an outstanding array of speakers and course topics.

Besides the three full days of comprehensive scientific programs offered during the Midwinter Meeting, the event provides an Exhibit Hall where dental professionals can find the latest in technology, equipment and products.

### **NEW LEARNING OPPORTUNITY THIS YEAR**

The 2020 Midwinter Meeting will offer an exciting new opportunity to hear firsthand from corporate leaders about cutting edge technology and innovations during one-hour presentations in an open air theater setting.

The Corporate Learning Theater, located by the Rebate Redemption Cen-

ter in the Exhibit Hall, will have presentations at 9:30 a.m., 11 a.m., 12:30 p.m., 2 p.m. and 3:30 p.m. on Thursday and Friday of the meeting. There will be no 3:30 p.m. presentation on Saturday. There is no registration required for attendance and seating will be on a first-come, first-served basis.

Companies making presentations will be Doctors Multimedia, Rowpar Pharmaceuticals, 3M, Weave, Tuttnauer USA, Shatkin F.I.R.S.T., Komet USA, MARS BioMed, Integrated Dental Systems, BIOLASE and Neocis.

There are no CE credits awarded for attending the presentations.

### **STUDENT SCIENTIFIC RESEARCH POSTERS**

New to the Midwinter Meeting program are Student Scientific Research Posters in which students from the University of Illinois at Chicago College of Dentistry, Midwestern University College of Dental Medicine and the Southern Illinois University College of Dental Medicine will display their chosen research projects during the meeting. The posters shown each day of the meeting will be located in the Exhibit Hall near the Overlook Café, which is in the center of the Exhibit Hall.

### **NEW BADGES, NEW CE CERTIFICATE PROCEDURES**

Once again 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. Also going away are the plastic badge holders. Instead participants can pick up a lanyard tie on site and directly secure their name badge.

A 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.



CDS President Terri Tiersky with John Hagopian, 2020 Midwinter Meeting Program Chair.

**175+**  
SPEAKERS

MORE THAN

**250**  
COURSES

MORE THAN

**650**

EXHIBITING COMPANIES

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. 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.

And new this year, registration will be available online throughout the meeting instead of being cut off once the meeting starts.

That means you can register online instead of waiting in line at the registration booths.

CE verification is available through the CDS Midwinter Meeting Mobile App or at [www.cds.org](http://www.cds.org) after the meeting.

The CE Verification Center will no longer be available on site. You can obtain CE certification at least three weeks after the meeting's completion either through the CDS Midwinter Meeting App or at [www.cds.org](http://www.cds.org). 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 2020 Midwinter Meeting will be issued free until May 31, after which a \$35 charge will be applied through the end of the year.

Another change this year is the return of 1 CE hour for each day you visit the Exhibit Floor, for a possible 3 total hours of CE just for visiting the exhibits.

## 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 while earning a CE credit for every day you visit.

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. 20 and 21, and until 4 p.m. on Saturday, Feb. 22.

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 approximately 650 vendors. This year, almost 100 of those vendors will be first-time exhibitors at the Midwinter Meeting.

Once again this year attendees will have the opportunity to earn one CE credit for each day of the meeting just for visiting the Exhibit Hall. That means a chance to earn up to three CE credits just for checking out all of the new technology and equipment on display by vendors from around the world.

You'll have to scan the QR code on your name badge at one of the two kiosks located in designated locations in the Exhibit Hall each day you visit to activate the continuing education credit.

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 only available for CDS member dentists who registered in November (\$100 value), December (\$35 value) or January (\$25 value). Rebates are only redeemable at the meeting during exhibit hours.

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 guardians 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.

## MIDWINTER MEETING MOBILE APP MAKES VISITING A BREEZE

The CDS Midwinter Meeting Mobile App has been updated for 2020 and makes attending the meeting, visiting the Exhibit Hall, connecting with friends and obtaining CE credits easy and enjoyable.

The app is compatible with all Android and iOS smartphones and tablets running operating systems iOS 11 and above, or Android 6 and higher. Windows devices are not supported. The app will be available to download in mid-January in the Apple Store or in Google Play.

"We hope to enhance our attendees' Midwinter Meeting experience with the new 2020 app. Attendees will be able to efficiently navigate the large exhibit floor with a 3-D map, quickly find course rooms and course schedules, filter by which courses are open or closed, and network with other attendees," said CDS Director of Communications Rachel Schafer.

The app also allows participants to view PDF handouts from speakers and take notes that you can email directly to yourself.

Navigating the 170,000 square feet of exhibit space will be a breeze using a new 3-D adaptive map that allows you to plot your route. The user can also access the Virtual Tradeshow Bag. One of the features includes the ability to stay connected with fellow Midwinter Meeting participants through an Activity Stream, which allows attendees to engage in dialogue and share information and photos. You can also connect to all your favorite social media channels from within the app and view all your favorites in one place.

"CDS has once again worked hard to bring one of the best dental meeting apps to its attendees," said Ms. Schafer.

Mobile App support staff will be on hand during the meeting to help participants with any issues. The help desk will be located on the Main Concourse by the General Registration area.



# Midwinter Meeting Special Events

Tickets are required for admission to all Special Events and can be purchased at [www.cds.org](http://www.cds.org). No tickets will be sold at the door.



## OPENING SESSION

McCormick Place might be right next to a large body of fresh water called Lake Michigan, but that doesn't mean there can't be a shark warning for Midwinter Meeting!

The 2020 Opening Session, held in McCormick Place West Skyline Ballroom W375E, will give participants the chance to see a "shark" up close and personal. Not the type that swims in the oceans but the kind that appears on television and lurks in the boardroom.

Lori Greiner, a star shark of the Emmy-winning show *Shark Tank*, is the featured speaker at the Opening Session, Thursday, Feb. 20. The business expert started with one idea and turned it into a multi-million dollar international brand.

She is regarded as one of the most prolific inventors of retail products, having created more than 700 products, and holds 120 United States and international patents.



## FASHION SHOW

The Friday, Feb. 21, fashion show, *Kaleidoscope (K)outure*, will give attendees a chance to enjoy a scrumptious lunch, hear great music and see cutting edge fashion. Meeting attendees can hop a shuttle bus to the Hyatt Regency Chicago where the event will take place at the hotel's Crystal Ballroom. A cash bar reception starts at 11:30 a.m. with Fashion Show doors opening at noon.

## NEW DENTIST RECEPTION

New dentists (those who have been dentists for 10 years or less) are invited to join their peers for an evening of light food, cocktails and conversation Friday, Feb. 21, from 5 to 6:30 p.m. at the West Lobby on the Exhibit Floor. Tickets are subject to availability and are available online until noon the day of the event.



## FRIDAY NIGHT CONCERT

Doors open at 8 p.m. Friday, Feb. 21, at the Park West, 322 W. Armitage Ave., and a performance by One Night of Queen performed by Gary Mullen & The Works, starts at 9 p.m. Gary Mullen is a life-long Queen fan and his career as a Freddie Mercury performer started back in 2000 when he won the overall Live Grand Final of the Granada TV show *Stars in Their Eyes*.

No tickets are available at the door; ticket is required for entry.

## DENTAL STUDENT RECEPTION

Dental students are invited to mix and mingle with fellow students from 5 to 6:30 p.m. Friday, Feb. 21, at the Level 2, Restaurant 270, McCormick Place, for a complimentary event that combines light food and refreshments with an opportunity to network. Registration is required and available online at [www.cds.org](http://www.cds.org) until Feb. 17. The event is sponsored by the CDS Academic Chapter.



## PRESIDENT'S DINNER DANCE

Join CDS President Terri Tiersky and her husband, Roland Davidson, for an elegant evening of dinner and dancing at the annual President's Dinner Dance Saturday, Feb. 22, at the Hyatt Regency Chicago's Crystal Ballroom. The event is open to all attendees and exhibitors, and tickets are subject to availability.

The evening begins with a reception from 7 to 7:30 p.m. followed by dinner seating. The music of the Ken Arlen Evolution Orchestra will be part of the special evening planned to be a memorable time with family and friends. ■

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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

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**PRACTICE SMARTS** by Joanna Brown

Write to Ms. Brown at [joanna@tjbrown.com](mailto:joanna@tjbrown.com).

# Communication between doctors is an essential skill



Illustration by sorbetto /istockphoto.com

**D**ENTISTS SPEND MUCH OF THEIR DAYS COMMUNICATING WITH PATIENTS. From appointment reminders to treatment plans to instructions for at-home care, there is much to address.

But the communicating you do about your patients is another important piece of the puzzle that makes up their whole-body wellness. This is especially true when a general dentist and a specialist team up to care for a common patient.

Whether you chose to work with the other dentist or the patient assembled his own oral care dream team, your efforts to communicate with the other care provider will ensure everyone's success.

New York general dentist Tricia Quartey, a spokesperson for the American Dental Association, has worked with her local specialists under all kinds of circumstances. She believes that those partnerships would not work without open – and frequent – communication. This includes both conversation and the sharing of records.

“We are here to treat patients together,” she said. “As much as I have great hand skills and do great work, the communication between doctors and with the patient is such a big part of the care that we provide.

“There must be honest sharing of information, even if it's just to say that a patient didn't show up at the appointment

*Imagine being the young associate making a referral to someone from the practice's list of preferred partners, or the specialist who succeeds a retiree in solo practice.*



time with the specialist, or to relay the urgency with which I, the general dentist, have made the referral to the specialist.”

These conversations come easily when the general dentist and the specialist have an established relationship: classmates, neighbors or a 10-year history of referring satisfied patients.

But the efforts made to communicate with doctors you don't know are even more important. Imagine being the young associate making a referral to someone from the practice's list of preferred partners, or the specialist who succeeds a retiree in solo practice. Harder yet, your next collaboration could be forged when your patient finds his own specialist who accepts his insurance and practices on Saturdays closer to his home.

“This could be the beginning of a new relationship,” Dr. Quarthey said.

There are reasons to reach out before the general dentist's patient receives care from the specialist. Dr. Quarthey already described her interest in communicating urgency before the patient calls the specialist for an appointment, but in other instances she could highlight dental anxiety or information from the health history that complicates a particular patient's care.

When receiving a new patient, the specialist might contact the general dentist to discuss materials that will be used or availability of images. Or the specialist might just ask general questions to make the transition between operatories smooth.

After treatment by the specialist, detailed reports and images should be shared with the general dentist who will be continuing to care for the patient.

This is especially true with something like implants, Dr. Quarthey explained. A phone call in advance of treatment enables dentists to discuss their preferred implant systems, and a phone call after treatment enables the general dentist to ask questions and make sure the appropriate materials for continued care are in stock.

“Specialists perform a lot of services, but the patient still needs a general dental home, and it's very important for the collaboration between general dentist and specialist to be approached that way,” Dr. Quarthey said. ■

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).

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

Write Dr. Green at [jgreen@greenlawoffice.net](mailto:jgreen@greenlawoffice.net).

# Test your dento-legal knowledge

Photo by bluestocking / istockphoto.com

**S**TART THE NEW YEAR BY TESTING YOUR KNOWLEDGE ON LEGAL AND ETHICAL ISSUES IN DENTISTRY (APPLYING ILLINOIS LAW).

No peeking at the answers!

**1. A patient who has a large balance requests a copy of his/her records, you should:**

- a. Refuse to provide a copy until the balance is paid.
- b. Sue the patient for the unpaid balance.
- c. Provide a copy within 30 days at a fee set by the *Illinois Code of Civil Procedure*.
- d. Provide a copy within 60 days at a reasonable fee set by the dental office.

**2. In the State of Illinois, a dentist must keep a patient's dental records for \_\_\_ years and copies of commercial lab prescriptions for \_\_\_ years.**

- a. 10, 3
- b. 7, 7
- c. 3, 5
- d. 5, 3

**3. The primary reason(s) for keeping good dental records is (are):**

- a. To prevent from being sued.
- b. To alert the dentist to a patient's medical conditions.
- c. To provide continuity of care.
- d. b and c only.

**4. Discussing financial arrangements in conjunction with your treatment plan is:**

- a. Unprofessional as the entire focus should be on delivering dental care.
- b. An important factor to discuss so as to avoid misunderstandings later on.
- c. Not advisable as it only makes the dentist look greedy.
- d. a and c only.

**5. Oral cancer screenings should be:**

- a. Done at recall visits and recorded.
- b. Done on all patients as oral cancer occurs in many who do not have typical risk factors such as alcohol and tobacco use.
- c. Done as they save lives.
- d. All of the above.

**6. Refunding money to a patient:**

- a. Is an admission of liability – never do it.
- b. Is not an admission of liability and may be appropriate in certain cases.
- c. Should be done only if a patient signs a release.
- d. Is never advisable as it puts the dentist at risk for a lawsuit.



**7. Properly obtaining a patient's informed consent prior to dental implant surgery:**

- a. Does not require the patient to sign a written consent form as such documents do not stand up in court.
- b. Merely requires that a patient sign a written consent form.
- c. Should be done by a dental assistant who explains the risks of the procedure.
- d. Is a verbal process informing the patient of the risks, benefits and alternatives of the procedure.

**8. You have just extracted Mrs. Green's impacted Tooth #17. She calls your office the next morning complaining of severe pain and swelling. It is best that you do the following:**

- a. Have your receptionist instruct her to continue taking pain medications and rinse with warm salt water.
- b. Tell her to "tough it out" as swelling and pain are normal sequelae.
- c. See her immediately to evaluate her condition.
- d. Refer her to an oral surgeon.

**9. The reason(s) for most lawsuits against dentists/dental specialists is (are):**

- a. Poor communication.
- b. Poor follow-up care.
- c. Poor documentation.
- d. All of the above.

**10. If a dentist receives payment from an insurance company for a bridge that was not delivered because the patient is not returning to complete treatment, the dentist should:**

- a. Cash the check in the event the patient does decide to return.
- b. Return the check to the insurance company with an explanation that the patient never returned for the bridge cementation; then submit an insurance claim for the temporary bridge.
- c. Send the insurance check to the patient.
- d. a and c only.

**ANSWER KEY:**

1) c; 2) a; 3) d; 4) b; 5) d; 6) b; 7) d; 8) c; 9) d; 10) b

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).



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

# Volunteers are paid in six figures: S-M-I-L-E-S

**I**N 2007, THE CHICAGO DENTAL SOCIETY FOUNDED THE CDS FOUNDATION WITH THE MISSION OF IMPROVING ACCESS TO ORAL HEALTH CARE AND EDUCATION IN THE CHICAGO TRI-COUNTY AREA. Thanks to CDS, individual, foundation and corporate donors, and the Mars-Wrigley Foundation, we provide grants each year to organizations that provide low or no-cost dental care to those in need. In addition, we operate a dental clinic in Wheaton that serves the working poor, veterans, abuse victims, refugees, those with special needs and the homeless throughout Chicagoland. What's amazing about the CDS Foundation Clinic is that it's the only foundation clinic in Illinois that is operated by all-volunteer dentists, powered by smiles.

Since the clinic opened in 2013, its doctors and dental professionals have provided more than \$3 million in donated dental services to thousands of adults and children in our community. These dedicated volunteers are heroes to patients who would otherwise go without dental care – patients whose pain is relieved, whose overall health is improved, and whose smiles are bright with confidence and renewed with social acceptance. Indeed, our volunteers are heroes to all of us at the CDS Foundation who have the privilege to support and work beside them. On behalf of the CDS Foundation, I invite you to join us. Your time, talent and resources will be rewarded with the million-dollar smiles of those whose lives you've touched.

What? You say you can't possibly volunteer? You're not like them, Super Dentists with boundless energy, enthusiasm and time to spare? Well, I say you are. Believe it or not, our clinic volunteers are real people with dental practices, bills, family, friends, illness, stress and worry – and yes, they do require sleep – just like you and me.

Though their faces may change and numbers grow over the years, our dental heroes have one thing in common: heart. They love their work and giving back to the community using their talents and training. Their gifts are repaid with the smiles

of healthy patients, true. What is also true is that they are rewarded with their own renewed smiles and improved health.

Research shows that volunteerism feeds the heart, literally and figuratively. Volunteering is linked to improvements in psychological well-being, including factors like depressive symptoms, purpose in life, and feelings of optimism, says Rodlescia Sneed, PhD, MPH, public health researcher and assistant professor at Michigan State University, in a *Vice.com* interview (Rogers, 2017). Her studies on the physical impacts of volunteering found that adults who volunteered at least 200 hours a year had a lower risk of hypertension. Other research indicates that the neurotransmitter oxytocin spikes in some people who regularly volunteer, helping them to better manage stress. Beyond volunteering, there's evidence that donating money, random acts of kindness, and other forms of altruism trigger the same reward centers of the brain associated with food and sex. In other words, helping others is a natural high for which our brains are wired.

However, when helping others IS your job, such as health care or aid work, the article cautions, "These are often high stress environments commonly linked with poor mental health outcomes. So even if your job is to help people, you might benefit from some volunteering on the side."

Superhero dentists? Maybe, or at least to patients and peers. But in our own hearts the reality is this: The same act of altruism that takes time, energy and commitment also renews us and makes us healthier.

Please support the CDS Foundation and volunteer. In return, you'll earn those six-figure smiles – your patients' and your own. Learn how at [cdsfound.org](http://cdsfound.org).

## REFERENCE

Rogers, K. (2017). Volunteering is the Best-Kept Secret for Mental Health. Retrieved from [https://www.vice.com/en\\_us/article/a37nvk/volunteering-is-the-best-kept-secret-for-mental-health-stressweek2017](https://www.vice.com/en_us/article/a37nvk/volunteering-is-the-best-kept-secret-for-mental-health-stressweek2017)





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# snap shots

Profiles of people in our profession

## Andrew Moormann has an eggs-cellent office perk



By Joseph DeRosier

IF SOMEONE WERE TO ANNOUNCE THEY WERE HEADING TO A DENTIST APPOINTMENT AND PLANNING TO PICK UP A DOZEN EGGS, one could assume they would be making two stops. That is, unless they are visiting Andrew Moormann.

That's because Dr. Moormann stocks a small cooler in his Burr Ridge office filled with fresh eggs from the poultry he keeps on the hobby farm he runs out of his Wilmington homestead. He offers them for sale by the dozen to patients.

In Dr. Moormann's experience, the question of what came first, the chicken or the egg, can be answered easily . . . the chick.

His path to poultry adventures started with a trip to a rural hardware store selling chicks.

"I had a chicken coop already there (at the farm), and I used it to store lawn furniture for a couple of years," he explained. "One spring I went to the hardware store, and they were selling chicks."

He said he figured he had the chicken coop so he might as well put it to use.

"You start with a little chick and they grow up and pretty soon you have chickens," he said, "And pretty soon you say, 'I like the brown ones, but I'd like some white ones and maybe some red ones' so pretty soon you end up with more chickens."

And with more chickens come more eggs.

"You give eggs away to as many neighbors and friends that you have, but you still have more eggs," he joked.

So he started bringing in cartons of the eggs into the office and storing them in his waiting room, offering them for sale to patients. He charges \$3 a dozen, a relative bargain if you have been to a farm stand lately.

"The 'farm fresh' eggs sell 'pretty well,'" he observed. He said his chickens produce about 25 dozen eggs a week, about half of which he sells through his dental office.

He has a number of patients who are regular customers who might buy a dozen after coming in for an appointment. But some make a special trip when eggs are plen-



*In Dr. Moormann's experience, the question of what came first, the chicken or the egg, can be answered easily . . . the chick.*

tiful and buy about 10 dozen eggs at a time.

"They probably buy them and then redistribute them amongst their relatives," he said.

Dr. Moormann has a variety of chicken breeds on the farm; some are slightly larger-bodied to better withstand the cold winter weather. Some lay brown eggs, some lay white-colored eggs, and some lay what are called "Easter Eggs," which are powder blue, with brown and white, so they look as though they are colored.

He said the most common breed at his farm is a Rhode Island Red, which lays a brown egg.

He has about 75 chickens, a small number of which are roosters. He refreshes his flock by having a select few "broody hens" sit on a clutch of eggs until they hatch. With the roosters present, he assumes that virtually all of the eggs are fertilized.

After acquiring the chickens, he branched out to quail.

"Most of the quail eggs for sale in Chicago come from Canada," Dr. Moormann explained. "But quail are a fun little bird. You have to cage them but you can literally have a bank of refrigerator-sized cages and that will supply three families with fresh eggs year 'round. One quail will put out about four to five eggs a week, compared with chickens, which lay about every other day or about three to four eggs a week."

Dr. Moormann said at one point he had about 300 quail but has since cut down that number considerably.

And just as the number of chickens on the farm grew, so did the variety of animals living on the 7-acre "hobby farm."

The farm is also home to guinea hens, six turkeys, about a dozen geese and ducks, a white peacock, a dozen dwarf goats, an emu, a miniature horse and a not-so-miniature ostrich.

Dr. Moormann said the ostrich was hatched from a fertilized egg he purchased. For a time, he kept the flightless bird in his office in a little dog crate when it was young. He used to let it wander around the waiting room, and he would also take it for walks, much to the delight of his younger patients.

That scenario would not be too advisable now, he said, considering the ostrich is almost 7 feet tall and has a bit of an attitude.

With more animals, Dr. Moormann said he has had to add structures on the property since moving there in 2003.

Besides the main house there is a pole barn, two animal barns and a coop and outside run for the birds that are screened and netted. He also has a garden area.

Having a safe place for the chickens to spend the night is important, he explained, since living in a rural area means there are plenty of predators around to cause havoc to his menagerie.

The chickens need to be safely locked away every night because they can't really protect themselves from feral cats, skunks, coyotes, foxes, raccoons, opossums, hawks, owls or even turkey vultures that see the birds as a potential meal, Dr. Moormann said.

"If you leave chickens out, you will have two or three fewer chickens every night," he warned.

He also has a built-in security system the natural way: his guinea hens act as great "watch dogs," squawking like crazy if they see anything roaming around that

shouldn't be there.

Taking care of the animals, including feeding, watering, cleaning and collecting the eggs, takes him a good 10 hours a week, Dr. Moormann said. He goes through about 20 gallons of water a day. In the summer he can use a hose, but in the winter it means he carries out 5-gallon buckets of water to and from the structures.

He feeds the chickens commercial grain so they have the proper minerals, vitamins and nutrition. He picks up the grain from a feed store, buying about 50 to 60 50-pound bags at a time.

"The feed store will have four teen-aged guys load up my van in about 5 minutes, and tell them, 'You realize that everything you're throwing in here I have to take out by myself!' It keeps me from having to go to the gym," Dr. Moormann quipped.

He also gives chickens watermelon, lettuce or any vegetable scraps or grocery store scraps as a treat. The turkeys and ostrich get any broken eggs he finds.

The "furry animals" are fed a diet of alfalfa, hay or grass. The alfalfa comes from an 80-acre farm he owns in Southern Illinois.

At the end of the day, Dr. Moormann, who earned his DDS degree from the University of Illinois at Chicago College of Dentistry in 1981, said he's glad he decided to become a dentist instead of a farmer.

"These guys (farmers) work with no pension, no holiday pay, no time-and-a-half, with literally no retirement (plan). I do it as a hobby, which gives me more respect for the people who have to try and do it as a living," Dr. Moormann said. ■

Mr. DeRosier is the CDS staff writer.

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## 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 – 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 M.T. 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.

### Monolith Dental Study Club

Lecture meetings are on the last Thursday of each month, September – May, 6 – 8 p.m. at the office of Glen Periodontics & Implant Dentistry, 2640 Patriot Blvd., Suite 140, Glenview. CE provided; various topics on interdisciplinary approach: restorative, ortho, perio, endo, implant and digital dentistry etc. Group limited to 15 doctors. To register, please email Konstantin Gromov, [info@glenperio.com](mailto:info@glenperio.com), or call 847.729.0200. Follow us on Facebook [@glenperio](https://www.facebook.com/glenperio) for additional announcements and special occasions as larger format meetings and mini-symposiums with hands-on master classes. No membership fees at this moment. Subject to change.

### 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.

## March

### 1: Kenwood/Hyde Park Branch

CPR. Presented by Richard Wood, EMT. Norman's Bistro, 1001 E. 43rd St., Chicago. Cocktails: 6:30 p.m.; Dinner and Program: 7 p.m. For information, contact Patrick Smith, [pdsmith11@gmail.com](mailto:pdsmith11@gmail.com) or 773.493.1663.

### 10: Englewood Branch

HIPAA/OSHA Update. Presented by John Cordes from Rightway Consulting. Louie's Chophouse, 4642 W. 103rd St., Oak Lawn. Cocktails: 6 p.m.; Dinner and Program: 7 p.m. For information, contact Brian Bailey, [baileydental1@gmail.com](mailto:baileydental1@gmail.com) or 708.974.0278.

### 10: North Suburban Branch

Pharmacology and Concepts for the Multimodal Pain Management of Acute and Post-operative pain. Presented by Michael Higgins, DDS. Exmoor Country Club, 700 Vine Ave., Highland Park. Cocktails: 6 p.m.; Dinner: 7 p.m.; Program: 8 p.m. For information, contact David Rosenbaum, [drosenbaum@gmail.com](mailto:drosenbaum@gmail.com) or 847.480.1578.

### 10: South Suburban Branch

Wealth Management from the Start of Your Career to the Rewards of Your Career. Presented by Eric Fudala, CRPC. Glenwood Oaks Restaurant, 106 N. Main St., Glenwood. Cocktails: 6 p.m.; Dinner: 7 p.m.; Program: 8 p.m. For information, contact Richard Bona Jr., [drickbona@yahoo.com](mailto:drickbona@yahoo.com) or 708.895.6189.

### 10: West Side Branch

West Side Members Favorite Cases: Short Talks. Presented by Blase Brown, DDS, MS; Michelle Jennings, DDS, MS; Richard Kohn, DDS, MS; John Perna, DDS, and Constantine Politis, DDS, 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 Satish Alapati, [satish.alapati@gmail.com](mailto:satish.alapati@gmail.com) or 312.996.2033.

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



**10: West Suburban Branch**

Clinic Night. Speakers TBA. Maggiano’s Little Italy, 1847 Freedom Dr., Naperville. Branch Board Meeting: 5 p.m. Cocktails: 6 p.m.; Dinner and Program: 7 p.m. For information, contact Mary Ann Hollis, [ddshollis@comcast.net](mailto:ddshollis@comcast.net) or 630.627.4680.

**17: North Side Branch**

Master Your Stress, Master Your Life! Presented by Cristian Pavel, DDS, and Danielle Cascioli, DDS. Wildfire, 159 W. Erie St., Chicago. Cocktails: 6 p.m.; Dinner: 7 p.m.; Program: 8 p.m. For information, contact Chelsea Jones, [chelseaj290@gmail.com](mailto:chelseaj290@gmail.com) or 773.725.8818.

**April**

**7: Kenwood/Hyde Park Branch**

Incidental Sinonasal Pathology on In-office Imaging. Presented by Bobby Tajudeen, MD. Norman’s Bistro, 1001 E. 43rd St., Chicago. Cocktails: 6:30 p.m.; Dinner and Program: 7 p.m. For information, contact Patrick Smith, [pdsmith11@gmail.com](mailto:pdsmith11@gmail.com) or 773.493.1663.

**7: Northwest Side Branch**

Technological Advances and Nerve Repair in Head and Neck Surgery. Presented by Nick Callahan, DMD, MD, MPH. Gene & Georgetti Rosemont, 9421 W. Higgins Rd., Rosemont. Cocktails: 6:30 p.m.; Dinner: 7 p.m.; Program: 7:30 p.m. For information, contact Robert Busan, [robert.busan@gmail.com](mailto:robert.busan@gmail.com), or 312.588.0112.

**14: Englewood Branch**

Old Timers Night. Presentation by Hinrichs & Pesavento, Dental CPA. Oak Lawn Hilton, 9333 S. Cicero Ave., Oak Lawn. Cocktails: 6 p.m.; Dinner and Program: 7 p.m. For information, contact Kathryn Bielik, [klbielik@gmail.com](mailto:klbielik@gmail.com) or 708.636.2900.

**14: South Suburban Branch**

CBCT – Optimal Diagnosis for Optimal Patient Care. Presented by Richard Monahan, DDS, MS. Glenwood Oaks Restaurant, 106 N. Main St., Glenwood. Cocktails: 6 p.m.; Dinner: 7 p.m.; Program: 8 p.m. For information, contact Richard Bona Jr., [drrickbona@yahoo.com](mailto:drrickbona@yahoo.com) or 708.895.6189.



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**14: West Side Branch**

Opioids in Dentistry. Presented by Larry Williams, DDS, 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 Satish Alapati, [satish.alapati@gmail.com](mailto:satish.alapati@gmail.com) or 312.996.2033.

**14: West Suburban Branch**

Topic TBA. Presented by Nathan Courtney, Legacy Practice Transitions. Maggiano’s Little Italy, 1847 Freedom Dr., Naperville. Branch Board Meeting: 5 p.m. Cocktails: 6 p.m.; Dinner and Program: 7 p.m. For information, contact Mary Ann Hollis, [ddshollis@comcast.net](mailto:ddshollis@comcast.net) or 630.627.4680.

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# new members

CDS welcomes you

## **Abbu, Julius**

Midwestern University-IL, 2019  
3939 Saratoga Ave., Downers Grove  
West Suburban Branch.

## **Gosalia, Jay**

Southern Illinois University, 2018  
290 Springfield Dr., Bloomingdale  
West Suburban Branch

## **Jung, Yeon Jin**

Dental College of Georgia at Augusta University,  
2019  
2025 S. Indiana Ave., Chicago  
Kenwood/Hyde Park Branch

## **Ruff, Candance**

Midwestern University - Illinois, 2019  
3142 W. Cermak Rd., Chicago  
West Side Branch

## **Struziak, Mary**

Tufts University, 2019  
30 N. Michigan Ave., Chicago  
Kenwood/Hyde Park Branch

## **Upwards, Alexander**

Midwestern University - Illinois, 2019  
5738 W. Belmont Ave., Chicago  
Northwest Side Branch

## Deceased Members

### **Becker, Eliot**

University of Illinois, 1963  
3801 N. Mission Hills Rd., Northbrook  
North Side Branch  
Died April 1.

### **Cimmarusti, Sam**

University of Illinois, 1980) 919 N. Crestview Dr.,  
Palatine  
Northwest Suburban Branch  
Died Dec. 2.

### **Longo, Andre**

Loyola University, 1955  
1225 Luther Ln., Arlington Heights  
Northwest Suburban Branch  
Died Jan. 27, 2015

### **Solow, Joseph**

University of Illinois, 1945  
4501 Fountains Dr., Lake Worth FL  
South Suburban Branch  
Died July 28, 2008

### **Szatkiewicz, Richard**

Loyola University, 1964  
13379 Meadowside Dr., Dallas, TX  
North Suburban Branch  
Died Nov. 16

### **Wydra, Edward**

Loyola University, 1959  
10511 Emilie Ln., Orland Park  
Englewood Branch  
Died Sept. 29





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# branch news

Reports from our nine branches



ENGLEWOOD:  
Pete Toussaint, his wife, Denise; with Michael Sheehan, and his wife, Rena, enjoyed celebrating the holidays together.



Aaron Tucke, Bill Hajiharis, Faisal Khan, and Carlo Pagni at the Edgewood Valley Country Club for the Midland Oral Surgery Holiday Party.



## Kenwood/Hyde Park Branch

by Lori Lightfoot, DDS

**David Maclin** has a new name – Grandpa. Luna Valentina Maclin was born Nov. 29. She is the first Maclin girl in 49 years.

Days before her arrival, David celebrated a big birthday and ran a 5K race in 11 minutes. Congratulations, David!

Some our members started their holiday season at Kendra Scott on Michigan Avenue by making jewelry and nibbling delicious snacks. It was “Dental Girl-friends” event. A portion of their purchases was donated to the Chicago Dental Society Foundation.

**Yetta McCullom** tells us that her daughter, Noelle, is currently a freshmen dental student at Howard University in Washington, DC.

**Melanie Watson** and **Kim Bolden** traveled to Washington, DC, and visited the National Museum of African-American History and Culture.

While perusing the 4th floor dedicated to the arts and entertainment, Melanie was surprised to see a mural that is a painting in progress in Los Angeles featuring an illustrated likeness of her father, Cecil Ferguson. He was an African-American art curator and community activist. Ferguson was named a “Living Cultural Treasure” in 1999.

**Lori Lightfoot** met for a chat with her namesake, Chicago Mayor Lori Lightfoot, at City Hall. She expressed her concerns for Chicago residents and their oral health.

I'd love to share more news of your vacations, stay-cations, no-cations, half-cations, birthday, anniversary celebrations, children doing their thing (with their permission, of course), Seen a play, visited a great restaurant? Send your news and pictures to [lrighft@att.net](mailto:lrighft@att.net).



KENWOOD/HYDE PARK:  
(above) David Maclin with his granddaughter, Luna, and after running a 5K race (right).



(below) Lori Lightfoot's family.



(above) A mural in process of Cecil Ferguson, Melanie Watson's father.  
(right) Noelle McCullom.



## North Suburban Branch

by Rafael Peña, DDS

**Spiro Karras** and his wife, Dora, proudly celebrated the graduation of their daughter, Theresa Karras, from the Marquette University Orthodontic Residency Program. Theresa is looking forward to practicing in the Chicago area and collaborating with her dad.





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CDS Midwinter**





NORTH SUBURBAN BRANCH:  
Paul and Marie Fischl visited Rome in October.  
They found that a tour of the city via Vespas  
was very efficient!

## Northwest Side Branch

by Paul Muhr, DDS

**Eliza Drobný** is the proud mother of a new baby girl, Victoria, born Sept. 26. Brothers, Adam and Oliver, are excited to now have a sister.

**Chuck DiFranco Jr.** is the proud father of a new baby girl, Eliza Rose. Born Sept. 14. Sisters, Siena and Liana, along with brother, Chuckie, are thrilled.

**Vitaliy Shvets** arranged a tour of Nordent, a manufacturer of precision dental instruments for more than 50 years. **Mike Biasiello, Spencer Bloom, Robert Busan, Sam Cascio, Paul Muhr, Ron Podraza, Gordon Ziols**, along with staff, learned first-hand what goes into making these high-quality instruments we use daily. Past plant tours have included Hu-Friedy, Bisco, and GC America.

Congratulations to **Patrick Fitzgerald**

of Park Ridge Endodontics on becoming president of the Illinois Association of Endodontists. IAE works with state legislators in Springfield on dental related issues.

The *ADA News* ran an article on Nov. 4 about **David Kumamoto** and his commitment to sports dentistry, specifically the upcoming 2020 Summer Olympics in Tokyo.

After working in the Belmont and Central neighborhood since 1985, **Chet Klos** and his partner **Larisa Spirtovic**, closed that location and merged their practice into 2925 W. Touhy Ave.

**Tom Schneider** and his wife, Sarah, celebrated the wedding of their son Peter to Lexi Marsden.

Tom's sister, Cathy, a Cook County judge, officiated at the wedding. The celebration took place at Cantigny in Wheaton.

Digital Dentistry Symposium

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During the Chicago Dental Society Midwinter Meeting

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NORTHWEST SIDE: (left) Eliza Drobny is the proud mother of a new baby girl, Victoria. (above) Chuck DiFranco Jr. is the proud father of a new baby girl, Eliza Rose.



(above) Margaret Schneider, Sarah Schneider, Peter Schneider, Lexi Marsden, and Tom Schneider.

(below) Scott, Kent, Clarissa and George Frayn. George ran the Chicago 8K Turkey Trot with three of his children.



**Dave Berni, Corazon Castro Verde and Tom Ward** were honored Nov. 17 at the CDS Installation of Officers as Jubilarians – those who graduated from dental school 50 years ago and have been CDS members throughout.

Dave and Tom, both Loyola graduates, are still practicing. Tom said, “I really like what I do.”

The Northwest Side Branch was recognized with the CDS Traveling Trophy – a Stanley Cup-style trophy that is presented to the branch with the highest percentage of branch member non-renew conversions at the CDS Installation of Officers. The award is given to the branch that has the highest percentage of members rejoin the CDS, after a lapse or non renewal of their membership. It represents the commitment a branch has to bringing back previous members.





**NORTHWEST SIDE:**

Nordent Plant Tour: (front row: L-R) Paul Muhr, Sam Cascio, and Spencer Bloom. (back row: L-R) Bill Schweer, Chad Cochrane, Ron Podraza, Robert Busan, Gordon Ziols, Alexis Fini, Annie Davis, Vitaliy Shvets, Julie DiLorenzo, Mike Biasiello and Tom Stopka.

**George Frayn**, a Life Member of the ADA, ISDS and CDS, recently retired. A year ago, George had significant health challenges but reports “I am doing very well.” An avid marathon runner, George plans to continue running and also has his 2020 season ski pass! He is looking forward to volunteering weekly at a women’s clinic to provide much needed dental care

Send me your branch news and photos. The deadline to submit your photos and announcements for the May/June issue is April 11. Email [pmuhrdmd@gmail.com](mailto:pmuhrdmd@gmail.com).

**South Suburban Branch**

by Kevin Patterson, DDS

**Susan Foundos-Biegel** retired after 32 years of teaching in the Dental Hygiene Department at Prairie State College. We wish her all of the best.

**Greg Duffner** is a proud Poppa. His son, Brendan, was recently sworn in as an attorney by the Illinois Supreme Court. Also, his daughter, Eileen, recently competed in the Ultimate Frisbee National Championship in San Diego in October.

**Monil Shah** and his family traveled to India, over the holidays, to visit family members there.

**Kevin Patterson** and his family spent New Year’s Eve in Colorado. His son, Mark, works there and couldn’t make it home so the party went to him.

Email me at [pattersondds@aol.com](mailto:pattersondds@aol.com) with your branch news and photos. The deadline to submit your photos and announcements for the May/June issue is April 11.

**West Side Branch**

by Richard Kohn, DDS, and Michelle Jennings, DDS

The Installation of CDS Officers and Directors was held Nov. 17 at the Four Seasons Hotel in Chicago. **Richard Kohn** received a plaque in recognition of serving as branch president for the 2018-19 season. Also receiving recognition as 50-year members of the CDS from the West Side Branch were **Richard Munaretto** and **Donald Tuck**.

**John Perna** became a Fellow in the American Academy of Implant Dentistry.

**Shafa Amirsoltani** was elected as Chair of the Iranian-American Dental Association.

**Kamal Vibhakar** attended the Hero Challenge Golf Tournament and the Tiger Woods Foundation Tournament both in the Bahamas.

**Sharon Perlman** represented Illinois at the Oral Health Progress and Equity Network national meeting in Baltimore.

Lisa and **Brian Caraba** traveled to Salt Lake City, Utah in November and went to the Ballet West for a performance of Balanchine’s Ballet Russe. Brian and Lisa said it was an amazing experience. They then traveled on to Park City. Fortunately it was before ski season, so they were able to walk about the city without too much congestion and enjoy the sites.

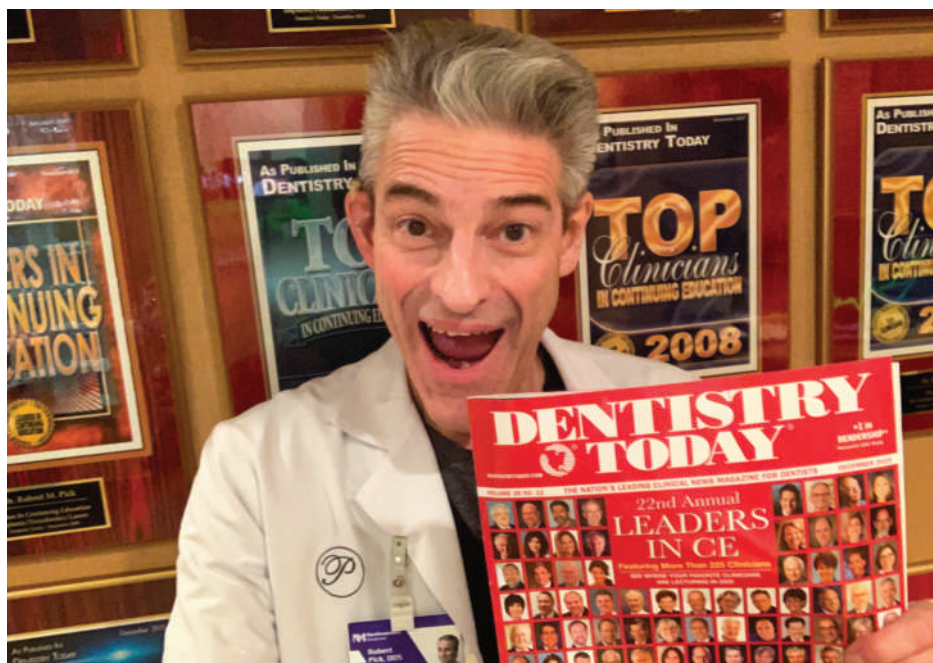
## West Suburban Branch

by Matt Drescher, DDS

The West Suburban branch held its third meeting Nov. 2. **Barry Freyberg** presented a lecture called *Dental Solutions for Sleep Disorders*.

**Robert Pick** (pictured right) was named a leader in dental CE in the December 2019 issue of *Dentistry Today*.

Send me your branch news and photos. The deadline to submit your photos and announcements for the May/June issue is April 11. Email [mjd.dds12@gmail.com](mailto:mjd.dds12@gmail.com). ■



## NEW DENTIST RECEPTION: CHOW & CHAT

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

Friday, Feb. 21

- 5 – 6:30 p.m.
- West Lobby on the Exhibit Floor
- \$20 per ticket online 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) through Feb. 21 at noon, subject to availability.







# 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.  
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### 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

- **SOLD!** 4 op starter. Newer building. Over 400 active patients. **SOLD**

### ORTHO PRACTICE

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

### NORTH SHORE

- **SOLD!** 4 op starter. All FFS. Gross over \$325 and priced to sell. **SOLD**
- **SOLD!** 5 op and FFS. Great location. Strong hygiene. Hurry. **SOLD**

### 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.

### NEW! PEDODONTICS

- 3 new listings: NW Suburban, West Suburban, and South Suburban. Call for details.

*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*



# classifieds

Place your ad online at CDS.org

## DEADLINES

January/February.....December 10, 2020  
March/April.....February 3, 2020  
May/June.....April 10, 2020  
July/August.....June 12, 2020  
September/October.....August 3, 2020  
November.....September 14, 2020  
December.....November 2, 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

### DENTAL OFFICE SPACE AVAILABLE:

New construction on Lincoln Avenue near new Whole Foods superstore. Space has 57 feet of frontage on Lincoln Avenue for great exposure. Approximately 2,195 square feet, Lake View was ranked No. 3 in Money Magazine's Top 10 Big-City Neighborhoods for Best Places to live in 2013. The property has a 93 Walk Score and 76 Transit Score, making this a walker's paradise with excellent transit. Average household income is \$154,443 in half-mile radius. Contact Hunter 773.220.4821. [hcannon@jameson.com](mailto:hcannon@jameson.com).

### NORTHWEST SIDE OF CHICAGO:

Built-out dental office available for rent. A great opportunity to start your practice or have a satellite location with minimal investment. Offering two operatories and ability for expansion. Some equipment can be included. Call 773.777.7648 for more information.

### DENTAL OFFICE AVAILABLE IN FRANKFORT:

1,300 square foot plumbed in dental office available in March 2020. Three to four operatories, beautiful reception area, private washroom located on busy Route 30. [peterkahlhammer@gmail.com](mailto:peterkahlhammer@gmail.com).

### DENTAL OFFICE FOR RENT OR PURCHASE:

Modern south suburban, four-operatory and fully digital dental office space available for rental or purchase. Excellent opportunity for a young dentist looking to start out without a large financial outlay or for an established dentist looking to expand with a satellite office location. The terms are very negotiable. Please contact [office@wolff.dental](mailto:office@wolff.dental) or [wolffmanager@gmail.com](mailto:wolffmanager@gmail.com).

### DENTAL OFFICE:

1,000 square-foot dental office located in busy Naperville Plaza, a 115,000 square-foot center anchored by Trader Joe's and Casey's Foods on Washington Street at Gartner Road. Available January 1, furnished or unfurnished. Call Harry Dolan, Dolan Associates at 847.975.7225.

ESTABLISHED PEDO/ORTHO PRACTICE SALE: A modern nine-chair office looking for a dentist to take over existing lease. Fully equipped with chairs, computers and furniture. Available May 2020. Great opportunity for anybody looking to be their own boss, start with their own practice without the headache of start up costs. Please contact us at [management@dpdsmiles.com](mailto:management@dpdsmiles.com).

## SPACE SHARING

### NORTH SHORE SPACE AVAILABLE:

Beautiful state-of-the-art Glenview dental office is available for space sharing. Located in a highly visible and accessible strip mall with ample parking. Office equipped with six operatories, digital X-rays, VELscope, Diagnodent, Zoom bleaching light, Intraoral scanner, etc. Also considering "acquiring" patient base. Contact [info@glenviewdental.com](mailto:info@glenviewdental.com).



RETIRING DENTIST LOOKING TO DOWNSIZE:  
General dentist preparing for retirement seeks to transition his patients to an established practice in the Arlington Heights area. Ideal situation would allow me to rent space in your office 10 days/month, for 18-24 months. If interested, please call/text 847.421.3188 or email [jrdoc3188@gmail.com](mailto:jrdoc3188@gmail.com).

BEAUTIFUL SKOKIE OFFICE: Up to three operatories. Exceptional building, beautiful office, newer equipment. Great location near expressway (Touhy), shopping. Ample parking. You and your patients deserve an upgrade. [smdds@comcast.net](mailto:smdds@comcast.net).

## FOR SALE BY OWNER

NAPERVILLE PRACTICE PRICED FOR QUICK SALE: Naperville office, Great Location. Four Ops, digital, 1,500 square feet, Collections \$200,000 on five to six days/month. Asking \$105,000. [cubbielblue4444@gmail.com](mailto:cubbielblue4444@gmail.com).

**DIGITAL DENTAL PRACTICE FOR SALE NEAR O'HARE:** Projecting over \$700,000 this year. Currently over 5,000 active patients. Experienced friendly staff staying. Close to 25 percent fee-for-service, 50 percent insurance and 25 percent Medicaid. Busy major intersection, ample free parking, great visibility, and five operatories. One-year-old server and PCs. Digital Panorex, Eaglesoft 19. Serious inquiries only. Email [janeta@att.net](mailto:janeta@att.net).

PRACTICE FOR SALE IN GLENVIEW: Brand new practice for sale in busy marketing center in Glenview. Please call 630.229.5469.

**DENTAL OFFICE FOR IMMEDIATE SALE:** Three-operatorial dental office in Merrillville, IN, for sale. Highest offer secures. Equipment and approximately 1,500 patient roster. Call 219.718.6667 or email [president@effz.org](mailto:president@effz.org).

PRACTICE AND BUILDING FOR SALE, CHICAGO: Building and practice for sale Chicago Gladstone Park. Two ops with one plumbed for third. Collections \$135,000 on two-day work week, new dentist will be able to build up practice. Contact Info, 773.774.9244, email [docbuz@sbcglobal.net](mailto:docbuz@sbcglobal.net).

DENTAL OFFICE FOR SALE, NORTHWEST SUBURB: Three-op fee-for-service/PPO practice for sale. Digital Pan/Ceph, Dentrax software, Dexis Imaging, Intra-oral camera. 2018 collections \$326,000 working two days per week. Opportunity to grow and expand. 2,400 square-foot office expandable to six ops. Email [puredentalgroup@gmail.com](mailto:puredentalgroup@gmail.com).

**HIGH-END RESTORATIVE PRACTICE:** Prestigious northwest suburban total fee-for-service practice with incredible real estate for sale. Downtown main street location. Average gross \$900,000. Zero insurance, fee-for-service. Retirement. [nwdentpractforsale@gmail.com](mailto:nwdentpractforsale@gmail.com).

OFFICE FOR SALE: Very busy office in Milwaukee, WI, for sale. Medicaid based. Great return on investment. Please call 414.801.7500.

**BELMONT DENTAL CABINETS FOR SALE:** Belmont X-Calibur side and rear cabinetry with Midmark pivoting work surface duo. Cherry wood. \$3,600. [doctorperio@gmail.com](mailto:doctorperio@gmail.com). 630.235.2585.

DENTAL OFFICE FOR SALE, NORTHBROOK: Small but modern dental office for sale in the heart of downtown Northbrook. Great location. Lots of parking. Established since 2008. Two fully-equipped ops. Third room can also become op if needed. Office includes latest Dexis digital X-rays, digital Panorex, and latest iTero scanner. Any reasonable offer considered. 847.738.8353.

SOUTH ELGIN PRACTICE FOR SALE: Four ops. Great for merger or second office. Digital, pano. Great location anchored for shopping center. Fifteen to 20 new patients per month. No advertising. Asking \$175,000. Email [sdp0514@yahoo.com](mailto:sdp0514@yahoo.com).

## LOOKING TO PURCHASE

DENTAL PRACTICE WANTED: Wanted to buy solo practice northern Illinois, Chicago suburbs, Chicago western suburbs. No brokers please. Send response to email [doctodoc12@gmail.com](mailto:doctodoc12@gmail.com).

## FOR SALE BY BROKER

**YOUR HEALTHCARE REAL ESTATE AND TRANSITION ADVISOR:** Looking to purchase, sell, relocate, renew, start-up, or build your practice? See why we are Chicagoland's No. 1 trusted source for practice growth. See what our clients have to say: [www.jrossiandassociates.com/testimonials.html](http://www.jrossiandassociates.com/testimonials.html). Contact Peter at 630.885.3994 or email [pete@jrossiandassociates.com](mailto:pete@jrossiandassociates.com).

CHICAGO PRACTICE SALES:

773.502.6000 or [www.chicagopracticesale.com](http://www.chicagopracticesale.com). Thinking about a move or a start up? Need a great location? No cost office location services available. Call Sharon at 847.370.9131.

COMING SOON: Chicago, Brookfield.

ILLINOIS PRACTICES FOR SALE:

CHICAGO, BRIGHTON PARK – Five ops expandable to eight. Collections \$900,000 collections, associates and specialists in place. Fee-for-service and PPO. Must see.

CHICAGO, LAKEVIEW – Under contract. Five ops. Collections \$1.2 million. PPO/fee-for-service.

DEERFIELD – Three ops. Collections \$252,000. 100 percent fee-for-service. Turnkey.

NAPERVILLE – Under contract. \$400,000 collections Fee-for-service and PPO.

NAPERVILLE – Four ops of equipment available. Great condition. Priced to sell.

NEW LENOX – Beautiful. Four ops expandable to five. Fee-for-service and PPO. Newer build. Collections \$800,000-plus. Seller can stay.

NILES – New. Four ops expandable. Collections \$500,000. Fee-for-service and a little PPO. Seller can stay.

PALOS HEIGHTS – New. Three ops in strip center. Great visibility and ample parking. Collections \$300,000. Fee-for-service and PPO.

SCHAUMBURG – Sold.

SCHAUMBURG – New. Three ops in strip center. Collections \$350,000. 100 percent fee-for-service. Low overhead, high profit.

WORTH – Sold.

WARRENVILLE- New. Two ops and one plumbed. 100 percent fee-for-service. Very low overhead. Great starter or second office.

SKOKIE - New. Two ops, seller retiring, will sell patients or practice.

**ADS MIDWEST:**

ENDORSED by ISDS. Contact Peter J. Ackerman, CPA, CVA at 312.240.9595 or Sellers needed.

Never have values been higher. Call for a free consultation if you are considering a transition or sale.

PERIO - Northwest suburbs real estate available. Must sell now.

ORTHO - Chicago, \$1 million fee-for-service collections and growing.

ORTHO - North suburbs, \$700,000 in fee-for-service collections. Seller would stay.

ORTHO - Western suburbs, \$1 million collections.

ORAL SURGERY - Western suburbs \$1.6 million.

CHICAGO LOOP - \$325,000 collections, 3-digital-op facility with room to grow.

NEAR NORTHWEST SUBURB - \$800,000, sold.

PARK RIDGE - \$300,000. Great location, free standing building.

NORTHWEST SUBURB - \$800,0000 implant-based fee-for-service collections, six ops, high visibility strip center.

CRYSTAL LAKE - Four ops paperless office, \$100,000 practice, \$139,900 real estate.

NORTH SUBURBS - \$450,000, Fee-for-service/PPO, beautiful, low overhead, seller would stay.

WESTERN SUBURB - \$1.2 million, quality restorative practice.

SOUTH SUBURBS - \$650,000, pending.

SOUTHWEST SUBURB - \$640,000-plus, five ops, digital, low overhead, high visibility.

FAR SOUTH SUBURBS - \$1.2 million collections, pending.

SCHAUMBURG - \$425,000 collections, \$250,000 net. Fee-for-service/PPO, 3 ops in a strip center.

BUFFALO GROVE - \$300,000 on 3 days, real estate available. Price reduced.

ROCKFORD AREA - \$650,000 collections, fee-for-service/PPO building for sale with the practice..

HENRY SCHEIN PROFESSIONAL PRACTICE TRANSITIONS— HELPING BUYERS AND SELLERS: For details contact Henry Schein Professional Practice Transitions Consultant Al Brown, 630.781.2176, [al.brown@henryschein.com](mailto:al.brown@henryschein.com).

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

SOUTH SUBURBS - Great potential for growth for this four-op practice with building on major four-lane street next to church and community center. Working only 3.5 days producing \$334,000 referring out approximately \$50,000-\$60,000 a year. #IL136

NORTH/NORTHWEST SUBURBS - Below market sale price - motivated sell. Three ops, modern office on corner of two major roads and open only 2.5 days per week. Excellent growth potential. #IL147

SOUTH SUBURBS - A real "gem" in Will County 35 miles from downtown Chicago. Main four-, five-op practice plus a two-op high-growth satellite office. Newer equipment including Intra oral cameras, Digital X-ray. #IL149

CHICAGO -Great starter or satellite three- operatory practice in the heart of the financial district. Doctor retiring, fee-for-service. Only working 25 hours a week to spend more time with family. Plenty of growth possibilities. Seller is motivated. #IL150

NORTHWEST SUBURBS - Doctor retiring from nice open layout 3-plus-1 op practice with multiple large windows at intersection of two major roads. Revenue \$415,000 on only 24 hours a week ... growth potential for a buyer wishing to add hours/days. #IL151

CHICAGO SOUTHWEST SIDE - Family-oriented practice in very stable community which is home to many Chicago police, fire, and city employees. Revenues \$544,000, four ops, digital X-ray, intra-oral camera. Higher than average net income. #IL152

NORTH-NORTHWEST SUBURBS - Perfect starter office or satellite with part-time associate in place if desired. Close to downtown Chicago and on busy Cicero Avenue. This \$400,000-revenue, two-op practice with intra-oral camera and digital X-ray refers out most specialties. #IL153

KANKAKEE COUNTY - General practice with four equipped treatment rooms established for 30 years. Practice is digital, high tech, runs Dentrix software, and has been updated. Gross receipts \$350,000. Specialties are referred out. #IL154

BLOOMINGTON/NORMAL AREA - Established practice located on busy main road in a stand-alone building with parking. This seven-operatory facility is paperless using Dentrix and has digital X-rays. #IL155

WEST SUBURBS - Perfect turnkey office with huge growth potential. Doctor retiring from \$450,000 revenue, three- to four-op practice on only 2.5 patient days. Condo also for sale in business park on major street. #156

OFFICE FOR SALE: Beautiful new office for sale on highly visible Green Bay Road in Kenosha, WI. Fully equipped with eight operatories. Turn-key operation. Call Don, 414.801.7500.

**PPC PRACTICE TRANSITIONS:**

Looking to sell or transition your practice?  
Looking to buy a practice? Associateships or new office start-up consultation. Contact Jim Plescia, [jplescia@e-ppc.com](mailto:jplescia@e-ppc.com), 630.890.6074. <http://www.e-ppc.com>. Professional Practice Transitions.

**CHICAGO PRACTICE, BRIGHTON PARK:**

Excellent opportunity. Storefront visibility. Five updated operatories, digital with pan/ceph. Average collections: \$500,000. PPO/fee-for-service. Real estate available. Contact Jim Plescia, [jplescia@e-ppc.com](mailto:jplescia@e-ppc.com). 630.890.6074. Professional Practice Transitions.

**WESTERN SPRINGS, PRACTICE SALE:**

Well-established practice for sale. Storefront location. Three operatories with room for four. Collections: \$345,000 on 3.5 days. Great hygiene department. Contact Jim Plescia, [jplescia@e-ppc.com](mailto:jplescia@e-ppc.com), 630.890.6074. Professional Practice Transitions.

**OFFICE FOR SALE, RANDALL ROAD CORRIDOR:**

Excellent location off Randall Road between Elgin/St. Charles. Turnkey end-unit, 4four to five exam rooms, conference/break, private offices, lab, high-end finishes. See video, [dentalcondo.com](http://dentalcondo.com). Mike Williamson, 847.732.0504.



#### OLYMPIA FIELDS PRACTICE SALE:

Excellent high traffic location—Great visibility. Well-established practice. Dentist will stay and help transition. Four operatories, Panorex, digital. Collections: \$490,000. Contact Jim Plescia, [jplescia@e-ppc.com](mailto:jplescia@e-ppc.com). Professional Practice Transitions.

#### GREAT OPPORTUNITY WESTERN INDIANA:

Want lower taxes and higher cash flow? This opportunity near Terre Haute, IN, consistently collects over \$1.2 million with remarkable cash flow that exceeds \$700,000. Mostly fee-for-service patients (less than 25 percent PPO). The stand-alone facility has seven operatories and is available for purchase. Contact Blake Ring at 317.464.7857 or [blake@legacypracticetransitions.com](mailto:blake@legacypracticetransitions.com). (INBR2598)

#### PRACTICE FOR SALE, ARLINGTON

HEIGHTS/ROLLING MEADOWS: Arlington Height/Rolling Meadows. Established four-op general practice. Two practices within one facility creating an opportunity to ease into owning both practices. This blended transition will allow for immediate ownership of the larger practice and deferred/walk away for smaller practice. 2018 collections were about \$1 million. Cash flow over \$485,000 combined. Patient mix is fee-for-service and PPO. Most specialty work referred out. Unlimited potential for the right buyer. Real estate will be part of the transition. Contact Blake Ring at 317.464.7857 or [blake@legacypracticetransitions.com](mailto:blake@legacypracticetransitions.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 – New. Great starter, no dentist for 2 miles. \$225,000 with no marketing. Priced to sell.

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

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

NORTHWEST SUBURBAN – 1) Office only with equipment. Beautiful four-op facility with some charts. Fire sale. 2) Three-op practice doing \$180,000 on 1.5 days per week. Almost all fee-for-service, new technology, priced to sell. 3) Brand new build-out but has to sell. Doing \$450,000-plus and can grow. Great location in strip center, see to believe.

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

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

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

SOUTH SUBURBAN – 1) Four-op starter. Owner relocating and must sell, come save. Beautiful presentation, doing \$225,000. 2) Three-op and fee-for-service. Doing \$400,000 without trying, well-established, real estate also. Motivated seller.

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

#### PRACTICES FOR SALE – DDSMATCH

CHICAGO: Ddsmatch utilizes unique tools and exclusive partnerships to compliment our trusted transition process to facilitate successful transitions. We are the fastest growing brokerage in the United States, covering over 35 states. Please contact Rex Plamann of ddsmatch Chicago to start a confidential conversation about your future plans as either a seller or buyer, at 1.855.546.0044 or email to [rplamann@ddsmatch.com](mailto:rplamann@ddsmatch.com).

NORTHWEST INDIANA – General Practice, \$400,000 collections, real estate available, great location.

WILL COUNTY – Family Practice, \$575,000 collections, real estate available, terrific location.

NORTHWEST INDIANA – Pediatric practice(s), \$2 million in collections, low overhead, stellar team.

NORTH SUBURBS – General practice, \$1.3 million in collections, modern, four-plus-ops, technology driven.

## OPPORTUNITIES

#### IMMEDIATE OPENING FOR PEDIATRIC DDS IN EXPANDING MULTISPECIALTY PRACTICE:

Immediate opening for pediatric DDS in expanding multispecialty practice. High-end technology, southwest suburbs, full-time and part-time hours available. Looking to add to an amazing team. The office treats between 70-90 patients daily. We offer an outstanding compensation package. Full-time and part-time positions available. Salary ranges between \$250,000 and \$350,000k (40 percent net production). One year of malpractice insurance covered. Sign-on bonus. Partnership opportunity. Benefits available to full-time employees. Medical and dental Insurance, 401(k). Please send resume to [recruiter@innovativepediatricdentistry.com](mailto:recruiter@innovativepediatricdentistry.com).

ASSOCIATE GENERAL DENTIST: General dentist needed for digital, fast-growing, PPO/fee-for-service practice in northwest suburbs (Batavia). Seeking quality-oriented, dentist for Thursdays, Fridays and one Saturday a month. Email resume to [bataviadentists@gmail.com](mailto:bataviadentists@gmail.com).

**PART-TIME GENERAL DENTIST:**

Seeking a motivated-compassionate, part-time general dentist for a unique opportunity. Candidate must be willing to travel throughout the Chicago area and surrounding suburbs. One-plus years experience required. Send CV to [cmmed1500@hotmail.com](mailto:cmmed1500@hotmail.com).

ORAL SURGEON, PART-TIME, GRAYSLAKE: We are currently looking for a part-time oral surgeon to work in our affiliated practice in Grayslake one day a week. Great earnings and flexible schedule. Email resume to [bames@dentalcarealliance.com](mailto:bames@dentalcarealliance.com). Learn more at [www.dentalcarealliance.com](http://www.dentalcarealliance.com).

**GENERAL DENTIST:**

Seeking dedicated and enthusiastic dentist for well-established, high-end practice Chicago, north side. Full-time/part-time, alternating Saturdays. Minimum one year experience in RCT, crown and bridge, and extractions required. [medgjob@gmail.com](mailto:medgjob@gmail.com).

**PART-TIME DENTIST:**

Seeking dentist for coverage few days a week in Rockford. Flexible schedule. Dentist should be comfortable with extractions. \$600-\$650 per day. [IDCRockford.com](http://IDCRockford.com). [oyusaf@gmail.com](mailto:oyusaf@gmail.com).

**GENERAL DENTIST NEEDED:**

One opportunity is in Northwest Suburbs along the I-90 Corridor. Another opportunity is in the Southwest Suburbs along the I-88 Corridor. State-of-the-art, digital offices. Daily guarantee or percentage of collections, whichever is higher. Sign-on bonus. Paid malpractice insurance. Please email resume to [chicagolanddentist@yahoo.com](mailto:chicagolanddentist@yahoo.com).

**DENTIST NEEDED:**

Alivio Medical Center, a Federally Qualified Health Center based in Chicago, is currently seeking a full-time general dentist to help provide access to quality cost effective health care to the Hispanic community, the uninsured, and the underinsured. Full benefits and malpractice insurance included. Please send CV to [hr@aliviomedicalcenter.org](mailto:hr@aliviomedicalcenter.org) and check out our website at <https://www.aliviomedicalcenter.org/>.

**PART-TIME GENERAL DENTIST NEEDED**

**(40% COLLECTIONS):** Newly remodeled practice on busy intersection. High potential for growth. Offering 40 percent collections. Southwest suburbs. All digital. Email [bridgeviewsmiles@gmail.com](mailto:bridgeviewsmiles@gmail.com).

**GENERAL DENTIST:**

General dentist needed full-time for busy dental practice. \$750 daily minimum or 35 percent of production, up to \$40,000 sign-on bonus. New grads welcome, please send resume to [recruitment.efdental@gmail.com](mailto:recruitment.efdental@gmail.com).

**GP ASSOCIATE POSITION WITH EQUITY**

**OPPORTUNITY:** Unique, outstanding opportunity for the right experienced, motivated GP. Busy, growing dental practice in West Loop seeking experienced, full-time GP starting late spring to help build group practice. Opportunity for equity buy-in after one-year. All digital with CBCT. [wldentaloffice@gmail.com](mailto:wldentaloffice@gmail.com).

**GENERAL DENTIST:**

Seeking a full-time general dentist to work at a practice near Fox Lake in the Walworth County area. Our well-trained and experienced staff has the practice administration and clinical skills to complement your commitment to excellence. Very established and growing patient base, dedicated employees and proven practice administration for over 30 years. Email CV [dental2848@gmail.com](mailto:dental2848@gmail.com).

**GENERAL DENTIST NEEDED:**

State-of-the-art office located in far west suburbs looking for general dentist. Great compensation, daily minimum guaranteed, highly trained staff, paid malpractice insurance. Full-time/part-time. Please email resume [dentistjobs12@gmail.com](mailto:dentistjobs12@gmail.com).

**GENERAL DENTIST WANTED, MULTIPLE**

**LOCATIONS:** General dentist needed. Several locations in Chicagoland. Sign on bonus. Production bonus. Flexible schedule. Medical benefits, 401(k) and part-ownership opportunity. [recruiting@sfdchicago.com](mailto:recruiting@sfdchicago.com).

**ASSOCIATE NEEDED FOR WESTERN SUBURB DENTAL OFFICE:** Western suburb dental office has immediate opening for an associate. Looking for three to four days a week. Flexible hours. Room for advancement available. Looking for a motivated person to join our great dental team. Very busy office with a solid patient base from your first day. Compensation is based off of production and is determined based on experience. No HMO or Public Aid. We believe in a great patient experience and always strive for excellence. Please send resume for consideration. [resumesgfd@gmail.com](mailto:resumesgfd@gmail.com).

**ORTHODONTIST:**

Excellent opportunity for an orthodontist to join our well established multispecialty group practice in central Wisconsin. We are looking for an orthodontist to join our current staff to help serve an increasing patient load. We offer a new associate an outstanding wage and benefit package with the potential of ownership. 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 C.V. 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.

**DENTAL ASSOCIATE WANTED IN PRIVATE**

**PRACTICE:** Seeking part-time general dentist to join our well-established family-oriented fee-for-service practice in the Oak Lawn area. Days to include Saturdays and one to two weekdays during the week. Great patients and a friendly, highly trained staff. Looking for a motivated individual with good patient and clinical skills. Please fax resume to 708.423.0719 or email to [asbin@aol.com](mailto:asbin@aol.com).

**GENERAL DENTIST:** We are looking for a general dentist to join our very busy practice in Chicago. Part-time two days a week leading to three days. Experience preferred, knowledge in extraction and all endo, good with pediatric patients. great working environment, digital X-rays. Compensation is 35% collection. We take PPO and state insurance. If interested please send resume to [info@abcdentalchicago.com](mailto:info@abcdentalchicago.com). Thank you.



LOVE WHERE YOU WORK, JOIN SHINING SMILES: Shining Smiles seeks full-time or part-time associate for our office in Riverside (20 minutes from Downtown Chicago from). PPO office with great income potential and awesome work environment. Check out our website [www.shiningsmiles.com](http://www.shiningsmiles.com) and come work with the best. Send resume to [milad312@gmail.com](mailto:milad312@gmail.com).

**PART-TIME DENTAL ASSOCIATE WANTED:** Tompkins Family Dental Group is expanding. We are looking for a great dentist to join our busy, state-of-the-art practice in Aurora. Ideal working hours would be Monday, 8:30 a.m.-noon; Thursday, 8:30 a.m.-5 p.m.; Friday, 8:30 a.m.-5 p.m.; every other Saturday 8:30 a.m.-1 p.m. Hours are flexible, full-time opportunity possibly available. Excellent team. Please visit [tompkinsfamilydental.com](http://tompkinsfamilydental.com) and contact today. [dr.tania.tompkins@gmail.com](mailto:dr.tania.tompkins@gmail.com).

**GENERAL DENTIST:** Busy general dental practice in Rockford looking for a full-time associate. Work Monday-Friday 10 a.m. to 5 p.m. and Saturday 9 a.m. to 2 p.m., \$700 a day guarantee or 35 percent of collection, whichever is higher. Please send your resume to [rabeh0398@yahoo.com](mailto:rabeh0398@yahoo.com).

**GREAT OPPORTUNITY, ASSOCIATE DENTIST:** Northwestern suburbs – full-time (approximately 30 hours) associate needed for small practice. Modern digital office with great staff, great patients and a growing patient base. We are looking for the right person to maintain the high quality of care we have established and help grow this practice. This is a great opportunity for the right person. Please send resume to [openwydr@earthlink.net](mailto:openwydr@earthlink.net).

**GENERAL DENTAL OFFICE IN NEED OF DENTAL ASSOCIATE:** Friendly, compassionate dental office looking for a highly qualified dentist for our well-established office. Great compensation. Email CV to [dentalassociateapplications@gmail.com](mailto:dentalassociateapplications@gmail.com).

**GENERAL DENTIST AND SPECIALIST ROLES AVAILABLE, DDSMATCH CHICAGO:** Dentist, private practice in south suburbs, two-plus days per week, Will County. Dentist, private practice in west suburbs, multispecialty practice, two-plus days per week. Oral surgeon, private practice, full-time role, downtown Chicago. Endodontist role, private practice, Algonquin, multispecialty, one day per week. Orthodontist role, private practice, Algonquin multispecialty, one day per week. Dentist, private practice, Melrose Park, two-plus days per week. Dentist, private practice, Elgin, three-plus days per week. Pediatric dentist, western suburbs, three-plus days per week. Please inquire to Rex Plamann, ddsmatch Chicago at 1.855.546-0044 or email [rplamann@ddsmatch.com](mailto:rplamann@ddsmatch.com).

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

**REWARDING OPPORTUNITY AVAILABLE:** Associate general dentist desired for established office in the Logan Square area of Chicago. Office is located in a newer and well-maintained shopping plaza with parking. Office is clean, modern, fully digital and paperless. Staff are well-trained and efficient with minimal turnover. Our office manager and head assistant have been with the office for almost 10 years. Some mentorship possible but we offer comprehensive treatment so some private practice experience preferred in order to expedite your transition. We do not accept HMOs. Thank you and please email your resume or CV to [dentalcare2020@yahoo.com](mailto:dentalcare2020@yahoo.com).

**OUTSTANDING OPPORTUNITY:** Busy general dental practice in Door County, WI, looking for a full-time associate/partner. Brand new all digital office. Work Monday-Thursday 8 a.m. to 5 p.m. with no nights or weekends. Competitive wages and benefit package. [tishlerdds@yahoo.com](mailto:tishlerdds@yahoo.com).

**DENTIST:** Full-time general dentist needed in Elgin practice. [newhire1329@yahoo.com](mailto:newhire1329@yahoo.com).

**PART-TIME/FULL-TIME GENERAL DENTIST NEEDED IN WHEELING:** Modern, busy dental practice in Wheeling is searching for an experienced general dentist. Please submit your CV to [nextgentalcenter@gmail.com](mailto:nextgentalcenter@gmail.com), attention: Narita.

**GP AND SPECIALISTS:** DPD Smiles is doing it right. At least that's what everybody says. As a specialist office, we have parents of patients begging to see us because we are fun, fast and good at what we do. We are looking for specialists and general dentists to join our dynamic team. Candidates must be willing to learn new techniques like laser dentistry. The DPD experience is unique as we offer various levels of sedation dentistry as well as work with therapy dogs. We offer a very competitive compensation package with partnership track and firmly believe in mentoring our team in clinical and business excellence. For further consideration please forward your resume to [management@dpdsmiles.com](mailto:management@dpdsmiles.com).

**ENDODONTIST NEEDED FOR SPECIALIST OFFICE:** Looking to add an endodontist to our periodontal specialty office in the north suburbs. Flexible days/hours. Competitive compensation. Future equity/partnership available. Email resume to [applydentalchicago@gmail.com](mailto:applydentalchicago@gmail.com).

**DENTIST NEEDED:** Associate dentist needed for a well-established group practice in Chicago. Beautiful office with advance and latest equipment. Highly trained staff. Great opportunity to practice comprehensive dentistry with high volume of patients. Medicaid and PPO accepted. Contact [m.abdulhaq@mirzadental.com](mailto:m.abdulhaq@mirzadental.com), 847.262.1081.

#### OUTSTANDING GENERAL DENTIST

**OPPORTUNITY:** We are looking for general dentists to build and maintain a recurring patient base, allowing for long term success at our Plainfield and Frankfort location. In our offices we believe in a high level of patient education, assuring that all our patients have a great experience and feel part of our family. Excellent communication skills are a must, able to multi-task, motivated and enthusiastic. Compensation is based on collection percentage, daily minimum guaranteed. To learn more about this opportunity email your CV to [dentalgenix.info@gmail.com](mailto:dentalgenix.info@gmail.com).

**ASSOCIATE DENTIST NEEDED IN ARLINGTON HEIGHTS:** We are a thriving, family-owned, fee-for-service dental practice in Arlington Heights. We recently constructed a state-of-the-art facility to better serve our growing patient base, and we need more help. We are looking for a dentist who is talented, positive and coachable. This person should have excellent communication skills with a natural ability to build long-term relationships with patients and team members, becoming part of the community. We handle the marketing and office management, and currently generate about 200 new patients per month. We pride ourselves on delivering excellence in both service and care to our patients, and the owner dentist will work with this motivated person to uphold this level of excellence. Please apply if you have at least three years of clinical experience and truly care about treating people. Guaranteed salary plus incentive bonuses. Learn about us at [www.westgatedentalcare.net](http://www.westgatedentalcare.net). Email CV and resume to [personnel@westgatedentalcare.net](mailto:personnel@westgatedentalcare.net).

**POSITION AVAILABLE FOR AN ASSOCIATE DENTIST IN CHICAGO:** Associate dentist needed in quality-oriented practice, Chicago. Great opportunity to practice comprehensive dentistry. Digital X-rays, CBCT. PPO, fee-for-service patients only. Contact [info@chicagodentalsolutions.com](mailto:info@chicagodentalsolutions.com).

#### GENERAL DENTIST NEEDED:

Part-time general dentist needed for busy St. Charles office. Two to 3.5 days per week. Must have a minimum of three years experience and be proficient in performing routine extractions. Possible opportunity for full time in the future. Please send resume to [westgatedental@sbcglobal.net](mailto:westgatedental@sbcglobal.net), Attention Dr. DiSimoni.

#### ORAL SURGEON NEEDED FOR

**KENWOOD/HYDE PARK OFFICE:** Our comprehensive care dental office is looking for an oral surgeon at our Kenwood/Hyde Park location. We have great patients and a friendly trained team. Looking for a motivated individual with good patient and clinical skills. Days are flexible. Please send resume to [ivorydentaldocs@gmail.com](mailto:ivorydentaldocs@gmail.com).

#### \$250,000-\$350,000 FULL-TIME DENTIST

**NEEDED:** Want to earn \$1,000-plus daily seeing less than 10 patients per day? Several existing associates have learned to do so and quickly. Get mentorship to improve your clinical skills. Learn more effective/efficient patient dialogue to better manage their anxiety/skepticism for increased treatment acceptance. Mostly fee-for-service, one PPO taken. No adult Medicaid. Opportunity to learn and do molar endo, impacted 3rds, comprehensive ortho, implants. Private-owned offices located in Chicago, all digital with well trained/long term employees. Prefer some experience. Will consider recent graduates. Send resume to [precision4317@gmail.com](mailto:precision4317@gmail.com) for review. Thank you.

#### PERIODONTIST NEEDED:

Periodontist needed one to two times per month in office located in Chicago (Wicker Park/Bucktown area) for periodontal surgeries. Please send resume to [info@kimberlysmiles.com](mailto:info@kimberlysmiles.com).

#### ASSOCIATE DENTIST NEEDED:

Seeking full-time general dentist to join our well-established family-oriented PPO service practice near the Midway area. Great patients and a friendly, highly trained team. Looking for a motivated individual with good patient and clinical skills. Please email resume email to [maria@smiledentalcenters.com](mailto:maria@smiledentalcenters.com).

**POSITION AVAILABLE FOR A GENERAL DENTIST DOWNTOWN:** Full-time available for GP at a growing private practice. \$250,000-plus annual income potential. Stay an associate or a buy-in/buy-out opportunity is possible. Eleven ops. Great location. [dentalstaffsearch@hotmail.com](mailto:dentalstaffsearch@hotmail.com).

#### DENTAL ASSISTANT IS NEEDED

for full-time position in Arlington Heights general dental office. We are a high-tech dental office in Arlington Heights looking for Russian-speaking full-time dental assistant. Please email to [alexkletsel@gmail.com](mailto:alexkletsel@gmail.com) or call 847.222.0003.

#### OUTSTANDING OPPORTUNITY:

Family Dental Care is a dental group owned by dentists (over 150 employees) and is expanding and seeking general dentists, specialists and residents. Currently six locations and growing. Our partners earn at the top 1 percent of dentists. Come and talk to them. Highly competitive salary with no Public Aid and 95 percent fee-for-service. Latest technology including digital X-rays, microscopes, CEREC, CBCT, LANAP with specialists on staff. Full-time or part-time positions available. Very busy quality-oriented practice. Recent graduates welcome. 773.978.7801 (ask for Peter) or email [personnel@familydentalcare.com](mailto:personnel@familydentalcare.com). <http://www.familydentalcare.com>.

#### ORAL MAXILLOFACIAL SURGEON NEEDED:

Unique and lucrative opportunity for the right oral maxillofacial surgeon. All-digital practice with CBCT, certified staff, practices located near north suburb and south side. Must be certified in all areas of surgery including full mouth reconstruction. Established referral base. Needed one day a week to start, ability for immediate expansion. Email CV [northshoreomfs@gmail.com](mailto:northshoreomfs@gmail.com).

#### PEDIATRIC DENTIST:

Western suburbs. Busy, multispecialty office looking for a part-time pediatric dentist one to two days per week. Please email resume to [dentaljobssds@gmail.com](mailto:dentaljobssds@gmail.com).

#### ENDODONTIST NEEDED, PART TIME OR FULL

**TIME:** Endodontic practice looking for an associate part-time/full-time in near north Chicago suburbs. Please contact us at [dentalofficechicago@gmail.com](mailto:dentalofficechicago@gmail.com).



ASSOCIATE DENTIST IN THE NORTHWEST SUBURBS: Very busy, friendly, general dental office is looking for and associate. Polish speaking with experience a plus. Great team in place with specialists on staff. Email your resume to [team8888@yahoo.com](mailto:team8888@yahoo.com).

**PEDIATRIC DENTIST NEEDED:**

Busy Naperville office looking for pediatric dentist, PPO/fee-for-service office. Full-time or part-time, established patient base. Walk into a very busy schedule from day one. State-of-the-art office with the latest technology. Enjoy working with a great team. Please email CV to [drsud.dds@gmail.com](mailto:drsud.dds@gmail.com), visit [www.woodlakefamilydental.com](http://www.woodlakefamilydental.com).

**PART-TIME GENERAL DENTIST NEEDED:**

Established and busy practice in South Plainfield (fee-for-service/PPO/Medicaid). All new equipment. Seeking GP to preferably work Wednesday, Thursday, Friday and two Saturdays per month. Must be competent in extractions/endodontics. Send CV to [raunakp1@yahoo.com](mailto:raunakp1@yahoo.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).

**GENERAL DENTIST NEEDED:**

General dentist needed for busy Saint Charles office, 24-30 hours per week. New graduates welcome to apply. Salary commensurate with experience. Please email resume to [dukeycappy@sbcglobal.net](mailto:dukeycappy@sbcglobal.net).

**GENERAL DENTIST NEEDED:**

Looking for an enthusiastic general dentist to join our growing practice, in the western suburbs, Naperville and Woodridge locations. Mondays, Tuesdays, Fridays and two Saturdays a month. Multispecialty practice. Fee-for-service/PPO. All of the latest technologies on site, including CBCT, PrimeScan, microscopes. Great supporting staff. Please send CV to [drsud.dds@gmail.com](mailto:drsud.dds@gmail.com), [www.woodlakefamilydental.com](http://www.woodlakefamilydental.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. 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.

**PEDIATRIC DENTIST AND SPECIALISTS**

**NEEDED:** Established multispecialty practice in west suburb: insurance based, digital, technology savvy. Looking for a confident and ambitious full-time pediatric dentist and part-time oral surgeon (one to two days/month). Partnership available. Find your dream job by calling 630.403.8478.

**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 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).

**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).

**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 and 95 percent fee-for-service. Latest technology including digital X-rays, microscopes, CEREC, CBCT, LANAP with specialists on staff. Full-time or part-time positions available. Very busy quality-oriented practice. Recent graduates welcome. 773.978.7801 (ask for Peter) or email [personnel@familydentalcare.com](mailto:personnel@familydentalcare.com). <http://www.familydentalcare.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).

**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>.

## POSITIONS WANTED

KEEP ALL-ON-X, IV-SEDATION, IMPLANTS AND WISDOM-TEETH IN-OFFICE: Experienced traveling dentist available with all equipment/instruments/materials needed for all-on-X, IV-sedation, implant-placement and wisdom-teeth extractions for your patients in your office. Stop referring them out and keep that income in-house. [www.surgicalsuites.com](http://www.surgicalsuites.com). Flat rate fees for all procedures. [www.surgicalsuites.com/dental-professionals](http://www.surgicalsuites.com/dental-professionals), password "dentalimplants", [dentalimplantsdds@gmail.com](mailto:dentalimplantsdds@gmail.com), cell 312.532.9691.

PERIODONTIST AVAILABLE: Periodontist available. Passionate/committed board certified periodontist available to provide the highest quality of care to your patients in your office in the greater Chicago area. 312.375.7043 [rorypranger@gmail.com](mailto:rorypranger@gmail.com).

### PART-TIME POSITION WANTED:

Experienced dentist desires part-time, general practice position in greater Chicago area, including nearby Wisconsin. Respond to [hwolf800@yahoo.com](mailto:hwolf800@yahoo.com) or 708.846.8803.

### PEDO DENTIST SEEKING POSITION:

Pedo dentist. Experienced dentist limited to pedo available Saturdays with future addition to most weekdays if practice is proper fit. Interested in Kendall, DeKalb, Winnebago counties. Leave detailed message. CV upon request. [ddschildren@gmail.com](mailto:ddschildren@gmail.com).

## MISCELLANEOUS

DENTAL ART, LOUPES, EXTRACTION FORCEPS: Fazzino 3D dental art with crystals, rarely for sale. Orasoptic XV1 loupe and light. Physic forceps extraction, full set. All barely used discounted prices. [westgate1@sbcglobal.net](mailto:westgate1@sbcglobal.net).

## SERVICES

### 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.

### DENTISTS' ATTORNEY - STEVEN H. JESSER:

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**COME IN AND DO WHAT YOU DO BEST – PROVIDE EXCELLENT DENTAL CARE!**

The CDS Foundation Clinic treats patients of all ages, including children. We are looking for volunteer dentists, hygienists and assistants to care for patients. To volunteer, please contact the clinic.

**phone:** 630.260.8530

**email:** [clinic@cdsfound.org](mailto:clinic@cdsfound.org)

Located in Wheaton, the CDS Foundation Clinic offers free basic dental care to residents of Cook, Lake and DuPage counties whose incomes are at or below 200 percent of the poverty level. Our three-operatory clinic is modern and professional. All qualified patients are scheduled in advance and volunteers are matched with the patient population of their interest. All a volunteer needs is the desire to help.

**CDS Foundation Clinic** 416 E. Roosevelt Rd., Suite 102, Wheaton, IL 60187

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# Mister Rogers offered lessons for all of us

**T**HE LATE FRED ROGERS, HOST OF *MISTER ROGER'S NEIGHBORHOOD*, taped nearly 1,000 episodes of the show between 1968 and 2001

I never watched a complete show. At first glance, my impression classified him as a harmless, sappy sort in a cardigan that kept my kid's attention for a relatively quiet half hour.

However, since his death, my first impression of him crumbled; there was something there that I missed.

So why am I writing about Mr. Rogers?

*The Chicago Tribune* had a 35-page insert in the Nov. 8 issue entitled, "From Royalty to Loyalty, Good companies are finding lavish new ways to keep employees happy. And it's paying off."

The authors surveyed hundreds of businesses, dividing them into three categories by number of employees: large, 1,000 or more employees; midsize, 250 to 999 employees; and small, 249 or fewer employees.

With 411 employees, ADA was ranked 47 out of 57 in the mid-size group. Having been an officer of ADA and CDS and involved in leadership of ISDS, I can tell you that our three organizations have highly trained staff who seem fulfilled in their positions.

Lundbeck North America, a 70-year-old pharmaceutical company with 220 employees, focuses on medications for brain disease.

"Their mantra and recruitment philosophy are one in the same. We are patient driven." They have regular meetings that result in staff working with their manager to draw up their own development plans yearly. One company encapsulates a philosophy that all health-care providers should embrace: "If we think about the patients first, and how we can best serve them, everything else falls into place."

The piece highlighted a number of strategies used by companies to keep their staffs productive. Successful businesses create environments where individuals do more than come to work.

The article pointed out one company that encourages candid comments from employees using a chat forum. Employees can post, anonymously or not, any questions. Managers address them directly.

Most dentists have taken practice management courses. However, the focus of these courses is on providing "tender loving care" to our patients; TLC is a term that has become synonymous with dentists. Little time is given to how to build a professional staff member that is valued by the dentist as part of a team. This behavior is not lost on the patient, which makes it part of a patient's experience with the practice.

So, my left-handedness has circuitously brought me back to Mr. Rogers.

He was not a saint, which he readily admitted, but a good man with a message.

He once asked one of his writers to write a manual to teach doctors how to talk to children. She labored mightily, using all her experience in the field of child development, but when she presented the paper to him, he crossed out what she written and replaced it with six words: "You were a child once too."

He found a way not only to talk to children, but to all of us, with respect and kindness.

As employers, we should take heed of those six little words, especially when interacting with our staffs, the ones you trained to be professionals. ■





## REGIONAL MEETING | Wednesday, April 15

9 a.m. – 2 p.m. Drury Lane, 100 Drury Lane, Oakbrook Terrace. Register online at [on.cds.org/regional](http://on.cds.org/regional)

# Sleep Medicine

presented by **KEN BERLEY, DDS, JD**

### ABOUT OUR COURSE

Dental Sleep Medicine (DSM) is the fastest growing field in dentistry. Unfortunately, there are numerous commercial companies that are promoting inappropriate techniques and unethical billing practices. In this course, Dr. Berley stresses how to successfully and ethically integrate Dental Sleep Medicine into your practice. Practicing DSM is much more than taking impressions and a bite. This course will outline a step by step to do list which will guide you toward a successful referral-based DSM practice.

### LEARNING OBJECTIVES

Attendees will:

- be immersed in the terminology of sleep medicine
- be comfortable in reading and understand sleep study reports
- understand the ADA statement on the role of dentists in the treatment of sleep disordered breathing
- understand how to successfully treat patients with OSA
- understand the necessity of developing a referral-based practice and will be presented a step by step plan of how to accomplish this goal.

**INTENDED AUDIENCE:** The whole dental team

### ABOUT OUR SPEAKER

Dr. Berley has gained recognition among physicians, dentists, and patients for his ability to effectively treat and manage patients with mild to severe obstructive sleep apnea using oral appliance therapy.

In 2019, Dr. Berley co-authored *The Clinician's Handbook for Dental Sleep Medicine* with Dr. Steve Carstensen. He is a member of the American Academy of Dental Sleep Medicine, American Dental Association and the Academy of General Dentistry as well as local and state dental associations.

### ABOUT REGIONAL MEETINGS

**Regional Meetings are free to CDS members and their staffs**, as well as dental hygienist members of the Illinois State Dental Society. A fee of \$250 is charged to dentists who are not ADA members. The fee may be applied to membership for the current year.

**Advance registration is not required to attend.** On-site registration begins at 8 a.m. Registration for Regional Meetings ends 30 minutes after the start of the program. Each attendee is issued a badge with a barcode that captures the time of entry. Badges are scanned at the end of the program as attendees leave. No partial credit will be issued. CE credit forms will be emailed to registered attendees after each meeting.

**Attendees will earn 5 CE hours.**





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