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CDS leaders provide guidance for reopening Chicago

Tasked with the important work of crafting guidance for businesses reopening in Chicago, three long-time leaders for the Chicago Dental Society stepped in to lend their collective expertise to the project. Drs. Susan Becker Doroshow, Terri Tiersky and Cheryl Watson-Lowry all took part in a comprehensive review of guiding principles that would help businesses reopening their doors to the public following the 2-1/2 months shut-down in the city and state to mitigate the spread of COVID-19.

Dr. Doroshow, who is also Eighth District trustee for the American Dental Association board, as well as Drs. Tiersky and Watson-Lowry were tapped for the Reopening Chicago Healthcare Workgroup considering workplace principles that would apply to dental care providers. They graciously agreed to the fast-turnaround timetable for the project after city organizers reached out to the Illinois State Dental Society for Chicago dentists to be included.

The three dentists were able to provide guidance drawn from the CDC and ADA that served as the foundation for the city's consulting group to map out a message on what the public could expect at dentists' offices. Dr. Doroshow said the group looked to provide specifics and review the city's ultimate guidelines to ensure they were broad, flexible, practical and focused on patient safety. Other health care stakeholders provided similar feedback on proposals integral to their specific disciplines.

"It was good to be present," said Dr. Doroshow, a former CDS president as well. "We did have an impact, and it was important that dentistry was represented."

"It was an honor to be able to participate," said Dr. Watson-Lowry, immediate past president of CDS. "It brings to light the fact that we (dentists) are on the front lines" treating patients' oral health and – during the pandemic – keeping dental emergencies out of hospital emergency rooms, she said.

"CDS members should be proud," said Dr. Tiersky, CDS president, "that our organization can be relied upon to help and support Chicago and all of our communities to emerge from the coronavirus pandemic in a way that's responsible and patient-centered. We were pleased to be a part of Chicago's planning team."

Through future phases of the city's reopening, "dentistry has to be cautious," Dr. Watson-Lowry added. Until there is a vaccine – and quite possibly for good – dentists likely will have to take "a lot of precautions" in the same way the HIV virus had lasting changes on the profession, she said.

To allow businesses and organizations to prepare for the reopening, Chicago Mayor Lori Lightfoot, in partnership with Chicago Department of Public Health, industry leaders, labor leaders, and public officials from around Chicago, on May 26 released industry-specific guidelines for businesses, employees, and customers to follow as they began to safely reopen on June 3. The guidelines are posted on the City of Chicago's website.

The dentists likely will be called upon again to review any pertinent changes in upcoming phases of the mayor's reopening planning.

EPA amalgam separator rule takes effect July 14

July 14 is the deadline for dental offices to be in compliance with a federal EPA rule that requires most practices to use amalgam separators. For information, see www.epa.gov/eg/dental-effluent-guidelines. The rule pertains to dental offices that discharge water containing mercury and other metals present in amalgam into publicly-owned treatment works.

Besides needing to have the separator installed and in use, according to the EPA, if an office was discharging into a treatment plant before July 14, 2017, a one-time certifying compliance must be filed by Oct. 12, or within 90 days for a new office.

Watch the COVID-19 Guidance webinar presented by CDS

As dental offices in the Chicago area geared up to reopen for routine procedures again after closing because of the coronavirus, the Chicago Dental Society in mid-May conducted a free webinar on federal Centers for Disease Control and Prevention and Occupational Safety and Health Administration guidance on keeping patients, staff and dentists safe.

The two-hour webinar was conducted by Jackie Dorst, speaker and consultant on instrument sterilization, infection prevention and OSHA safety.

A recording of the webinar is available at on.cds.org/covid-webinar, available for viewing although not for CE credit. As of early June the video was watched more than 3,350 times. ■



In March, CDS branches collected more than 100,000 units of PPE from CDS members to donate to frontline healthcare workers battling COVID-19. When donors visited the West Suburban Branch collection site at the office of Dean Nicholas, they received a warm welcome from two members of Nicholas family, Mickey and Buddy.

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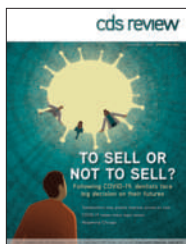
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PRESIDENT'S PERSPECTIVE by Terri Tiersky, DDS, JD

Write to Dr. Tiersky at ttiersky@cds.org.

Through the Kaleidoscope, Part 4

Photo by Tina Gutierrez/istockphoto.com

AS I WRITE MY LATEST PRESIDENT'S PERSPECTIVE, OUR OFFICES ARE FINALLY MOVING TOWARD REOPENING, and my hope is that your practice is on the path to resurgence by now.

However, also heavy on my heart at this time are the tragic events in Minneapolis that have ignited protests and violence here at home and around the country. (Events at this moment are moving swiftly; so some of my thoughts in this Perspective may seem dated due to the early deadlines for the *CDS Review*.)

Many months ago when I sat down to write my first President's Perspective, I could in no way imagine what was to lie ahead. As I now write my fourth column, there is once again light beginning to shine through the kaleidoscope.

The pieces are beginning to move and reflect the patterns that have always been there but have been dormant for several months.

The colors reflect differently now, but reflect color nonetheless. Brightness is returning.

Most if not all of us are back to work. Our offices likely look and therefore feel somewhat different, and we may be unable to interact with our patients the way we have become accustomed to.

Our new protocols are considerable, and our required PPE is extensive. These changes are necessary to keep everyone healthy and safe, but that does not make the adjustment any less difficult. I imagine this transition will vary immensely for all of us. I am certain many have adapted to our new normal quickly and are carrying on. For others, the return to practice may be more difficult.

I think it is important we give ourselves permission to deal with our feelings in a way best suited for us and reach out to others if necessary. I struggled with a roller coaster of emotions between March and June. I watched several webinars, read countless articles and spent time (and money) readying my office for our return. I am sure all of you did the same. I am returning to practice in a few short days. I plan to embrace the present in the brightest way possible, only looking through the kaleidoscope when it is pointed at the light.

In closing, I feel I cannot in good conscience finish this column without again addressing the tragedy in Minneapolis. It is not directly related to dentistry, but rather humanity.

It is my most sincere hope that we can end the horrible injustices that plague minorities. I pray we can begin to embrace and celebrate our differences, instead of fighting over them, and we can all live in a world filled with peace and harmony instead of one fraught with fear and divisiveness.

The kaleidoscope is once again reflecting brightness in our professional lives. I sincerely hope this brightness will also enter the kaleidoscope through which we view our world.

I wish you all health, happiness and peace. ■

After enduring the shutdown and neighborhood looting in late May, Kenwood/Hyde Park Branch Director Yetta McCullom urges us all to make change happen. See page 8.



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Moving toward justice and equality

MARCH 17 WAS THE LAST DAY OUR OFFICE FUNCTIONED IN A PRE-COVID-19 MODE. The mixed messages began from the Illinois State Dental Society, the American Dental Association, the Centers for Disease Control and Prevention, the Illinois Department of Public Health and our political leaders. One thing was clear. Dentistry was a high-risk profession. Another thing was also clear: dentistry is an essential profession.

How did I know this? Our community let us know COVID-19 was not stopping their need for dental care.

We changed our message on our answering service, letting callers know we were only open for emergencies. Our personal cell number was given as our contact. Every day began with messages of pain, swelling, emojis with tears, agony.

But what could we do? What was safe? No aerosol? No ability to do a surgical extraction with a handpiece? The messages from our professional organizations were showing they too were trying to figure it out. Each day a new warning or interim guidance would come through. Was it too risky for our staff, considering some were over 60? Our business was closed for elective care, but nevertheless care was needed.

It did not take long to conclude that as dentists we needed to take the risk alone. The Dental Dream Team docs – Cornell and Yetta McCullom along with Robin Ferguson – assisted each other using the PPE we had. We double-masked since KN95s were not available.

Our dental supplier, Nate, did all he could to get us what we needed, but it was impossible. We prescreened our patients used pre-procedural rinses, much the same as we had always done. The emergency patients were so appreciative; we were humbled knowing how important it is to help those in pain.

As a fee-for-service private practice, we saw how unfair our current system of health care is for both dental and medical issues. Every day the stress of wondering whether we were exposed to the virus weighed heavily. Yet each day we knew as essential workers, we had to keep it moving. As an established dental office with an oral surgeon on the South Side of Chicago we have always known our care was essential, now more than ever with so many offices closed.

As time passed, we stayed healthy and a certain level of comfort with practicing came about. The three of us learned how to run the practice from A to Z without staff. Exhausted, we continued to provide care as guidance from our organizations continued to evolve. Once dentistry was cleared for elective procedures, we felt well on our way to full recovery.

Then came the incident that shined a light on what we as African-Americans live with, what we as a community knew all along. The COVID-19 crisis showed the health disparity of our patient population. The video of George Floyd showed another aspect of the many inequalities we live with daily. What would happen next showed again the essential nature of our profession and the

strength of our community.

As the business owners of a commercial property, we have our office on the second floor with a currency exchange and a beauty supply store on the first floor along with a few other non-retail businesses. Sunday morning, May 31, the call came about looters breaking the glass window of the beauty supply store; by day's end we were watching live video feed of looters entering the currency exchange with a blow torch. The city was under siege even while peaceful protesters made the effort to improve our country with positive change.

The next day we entered the building greeted by Beatrice, our essential cleaning lady, ready to get going with recovery. My heart was helped even more when two young ladies came with a large trash can, shovels and brooms to help clean our parking lot. Many neighbors in the Chatham community rolled up their sleeves and got to work for all the businesses in the area. Our next-door neighbor was vigilant during the previous night calling the fire department, hosing down the building till they arrived to prevent fire from spreading. Our office was full of smoke but no physical damage.

Feeling blessed and cursed at the same time, seeing the best and worst of humanity at the same time. As if COVID-19 were not bad enough, now we have Beatrice's son coming to our aid, posing as an armed guard at night for a week to keep the unsecured building safe. The best and worst. In Dr. Ferguson's part of town, the South Loop was on lock down with National Guard

Throughout all of this, our patients scheduled and kept appointments, offering comfort to us as we continued to keep it moving.

patrols; our South Side business was open for more trouble if it chose to come our way. Luckily, the looting did not continue. The protestors continued to peacefully press on for change.

Throughout all of this, our patients scheduled and kept appointments, offering comfort to us as we continued to keep it moving. Our patient base has seen it all. Predominantly older African-Americans, their wisdom and insight have helped keep our heads to the sky. We talk politics, family, the blessing of health and the sorrow of lost loved ones succumbing to the pandemic and other social ills. Our office is an “outing of the day” for some since travel and leisure

activities are postponed.

We remain committed to mitigation of viral transmission. Air filters, foggers, PPE, plans in place for a negative pressure HVAC system are all part of our efforts. We know our patients trust we are a safe place for their care. We are an essential profession.

The shutdown from COVID-19, the looting and fire we experienced show clearly the lessons that need to be learned. Our current health care system is not working. Dentistry should be included in any new system that comes about.

Black Lives Matter; No Justice, No Peace. Systemic racism will not go away overnight, but movement in the direc-

tion of equality is happening. In the words of Haile Selassie, past Emperor of Ethiopia, “Until there are no longer first-class and second-class citizens of any nation, there is a war. Until basic human rights are equally guaranteed to all without regard to race, there is a war. Until the color of a man’s skin is of no more significance than the color of his eyes, there is a war.”

Will our world move toward peace and health? It is up to us to make it happen. Let’s keep it moving in the right direction. ■

Dr. McCullom is the Kenwood/Hyde Park Branch Director.

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TO SELL OR NOT TO SELL?



Following COVID-19,
dentists face
big decision
on their futures

by Joseph DeRosier

THE PAUSE IN BUSINESS AS USUAL BECAUSE OF THE CORONAVIRUS PANDEMIC HAS GIVEN DENTISTS PLENTY TO THINK ABOUT, and professionals in the business of helping dentists sell or buy a practice say the pandemic has pushed a number of them nearing retirement to make the move a little earlier than expected.

There was already a bubble of sorts on the way with Baby Boomer dentists reaching retirement age and pondering what to do with the practice they worked so hard for so long to grow.

Practice transactions are a positive for those selling – because it is still a sellers market – as well as those buying – because interest rates are low and more high-end practices are available than ever before, say market specialists.

Attorney Todd Erdmann of Chicago, who specializes in practice transactions, told *DentistryIQ* magazine in early June that he has heard anecdotally about dentists closing the doors and giving up a practice. While he has no personal experience with that, he said he heard from suppliers that some dentists are closing and not even trying to sell the practice.

He said simply walking away is hard on patients, and dentists need to be aware that they could be violating their duties in regards to patient abandonment.

“What I’m seeing is that people who are older, people who might be vulnerable, are rushing to sell their practices,” Mr. Erdman said, “And if they do that, they can expect a pretty hefty discount.”

He said selling a practice goes beyond the equipment, which might be older, and buyers really care about cash flow and the good will of the company. He said if a dentist is not available to help in the transition because they are afraid for their health, the price would be lower.

Under that scenario Mr. Erdman said a million dollar practice would probably sell “in the \$700,000 range.”

He said practice owners who are ready to retire can take steps to avoid a price dip. Get the practice in compliance with infection control measures

recommended by the Centers for Disease Control and Prevention and state guidelines and reopen the practice for at least 30 days to demonstrate the practice is productive and has patients, he advised.

Ann Mazzotti Hood, who sold the business part of her dental practice five years ago but still owns the building and continues to be a landlord for new dentists there, now works for Great Lakes Dental Partners at Advanced Family Dentistry & Orthodontics in Frankfort.

The CDS member also works as a consultant for Paragon Dental Transitions, helping dentists buy, sell or merge a practice. She said the pandemic created both sellers and buyers.

“This COVID-19 pandemic has made

some dentists want to sell their practice to retire or just lessen the stress of ownership, and it has also increased buyers that are maybe out of school and want the control of owning. . . some having been laid off from larger corporations during this time,” Dr. Mazzotti Hood said. “Plus, rates to buy through banks are at record lows, so that is incentive, too.”

That price could be strong because it is still a sellers market, according to market specialists.

Jerry West, director of operations at Joseph Rossi and Associates in Oak Brook, a real estate brokerage and practice advisory firm focusing on the health-care field, said the pandemic has had a noticeable impact on practice sales.

“It is really definitely an unprecedented

Testing the waters

One dentist in a small town outside of Chicago who has been in practice for 33 years said he started thinking about selling and getting out of dentistry altogether since the pandemic hit.

He is not using a broker but is testing the waters on his own to see what his practice might fetch. He asked that his identity be withheld because the community and his staff do not know of his intentions.

“I was thinking of practicing a number of years more, but I have had a number of health issues the last few years,” he said.

The health risks associated with the coronavirus, the shutdown and the new way of operating due to added infection control requirements made him think it might be time to sell.

“I just feel at this point that a lot of things are going to change and maybe it’s time to let some young person who has a lot more energy than I have come in and take over,” he said.

The added health risk is a real concern. “I’ve always been a person who has gone above and beyond of what was asked as far as infection control environment and was always ahead of the curve on what they were asking,” he said. “At this point I’m not comfortable that we fully know everything about the virus, and it is holding me up because I will need to expend some capital to make myself mentally feel like I’m doing the right thing for the patients and the staff and everybody, including my family.”

The time away from the practice, he said, led him to consider leaving the profession on his own terms instead of being forced out.

He said with the proper personal protective equipment, practicing dentistry will be fine, but his physician also warned him not to get COVID-19.

“You get time on your hands to think about things and you think, ‘My body is kind of breaking down and what if I got to the point in a year from now that I won’t be able to go full-time,’” he said.

He said in early June that the plans to start his practice up again soon but would sell at the right price.

“The sellers who want to retire in the next one or two years don’t want to take a 20% cut on their retirement; really some of these buyers will need to keep up-to-date on what is going on.”

time we are in here,” said Mr. West. “Valuations (of a practice) were always around 60 or 70 percent of collections, but with the emergence of DSOs (dental service organizations) it changed the model for dental lenders out there.”

He said DSOs work more off of earnings rather than collections when making a practice purchase.

“Those valuations have gotten much stronger in recent years, and banks have had to lend up to 100 percent,” Mr. West pointed out. However, he said there seems to be a decline in the number of purchases by DSOs since the pandemic started.

Early on in the pandemic most of the lenders were focused on helping existing clients receive federal Paycheck Protection Program loans to help them stay afloat and did not have the time to help new clients.

That trend has started to turn, Mr. West said, with lenders returning to the day-to-day operations and restructuring the loan process and practice acquisitions.

“It’s still a sellers market, there are still way more buyers out there than there are sellers,” Mr. West said. He foresees a return to the use of seller financing in which the seller makes up the difference of what banks will be willing to lend a buyer.

He said that would help younger dentists to become practice owners.

“The buyers think that they are going to get a deal, but we have to go back and realize that the seller who is ready to retire in a year or two, they are not ready to jump and sell their practice and lose 15% on their retirement, but it allows them (the seller) to get the value that they would have pre-COVID and have their own financing with the buyers.”

Although actual transactions have been on hold for the most part Mr. West said the number of dentists deciding to sell has jumped considerably.

He said his company has seen about a dozen practices for sale early on in the shutdown phase.

“We had a lot of leads, but in the past a lot of leads didn’t come to fruition,” he said. Dentists considering retiring were “on the fence” before. “This was their baby, they’ve grown their practice for the last 25 or 30 years,” he said, and they just weren’t ready to let it go.

“COVID has really changed a lot of those people who were on the fence, and who met with us before but never signed a listing agreement,” he said. “A lot of our newest listings came from those people who had been on the fence but now are just ready to sell.”

He said dentists who walk away after selling will not see the same valuation of the practice as ones willing to stay on and help with the transition.

On the other hand, he said dentists who sell do not have to deal with the costs of added infection control and can simply work as an associate for six months to a year before retiring.

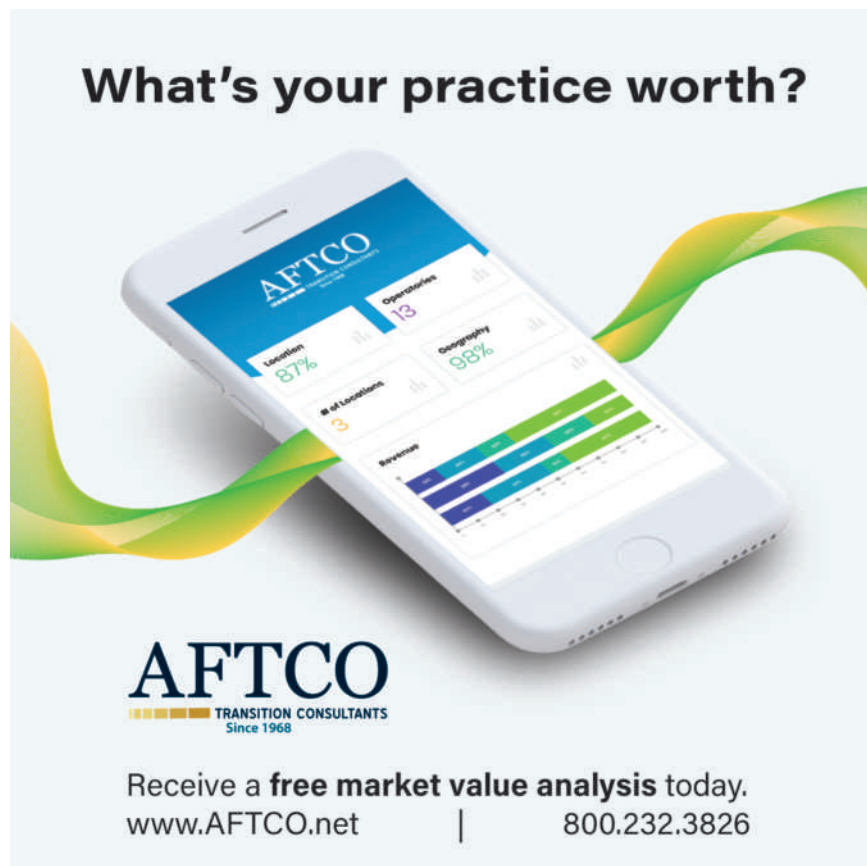
Mr. West said buyers should understand that although there are more practices available, that doesn’t mean a discount on the price.

“The sellers who want to retire in the next one or two years don’t want to take a 20% cut on their retirement; really some of these buyers will need to keep up-to-date on what is going on. I always recommend (to) them to reach out to the lenders.”

One of those lenders, Sam Zanayed, is part of the healthcare practice finance group at Citibank focusing on the dental profession.

He said he has worked with accountants, attorneys, brokers, lease negotiators, marketing and consultants who focus on the dental community and has been able to get a good perspective of the market.

The marketplace includes older dentists with successful practices who are



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selling because of safety concerns, and younger buyers who see the opportunity to acquire “nice practices.”

As of late June he said no acquisitions have closed, mainly because Citibank wants to see a practice operate at least 30 days after being shut down before an approved loan is funded.

Mr. Zanayed explained that the pandemic also has complicated acquisitions because purchase price is typically based on the previous year’s revenue with anticipation of a continuation into the current year.

But with the business disruption and impact of added infection control as well as a drop in the economy, the previous year’s figure does not paint an accurate picture of the current situation.

He said Citibank is continuing to approve loans and doing the paperwork involved in acquisitions but approvals are done on a case-by-case basis with the practice’s health and the buyer’s financial situation coming into play.

“We know collections will not be the same in 2020, but we just don’t know the severity of what COVID-19 will present to dental practices,” he said.

Some dentists selling practices are willing to take a cut in the sale price because they simply want to get out of the profession, he said.

But the best time to sell a practice is when collection levels are at their peak, he said.

And because the dental service organization market isn’t buying, there are many desirable practices available that would otherwise be snapped up. He said DSOs for now are focusing on keeping the dental practices they already own operational and are not looking to add more.

“There are a ton of new practices available to independent owners; typically all good practices would be bought up by DSOs because DSOs would overpay for dental practices,” he explained. But now there is “an entire new market being offered to the public, something we haven’t seen before.”

He said with such high-level practices available, the only sticking point is the risk of buying a practice during a pandemic and the ability to get the proper financing.

“In any kind of catastrophe, there is always opportunity out there,” Mr. Zanayed said. “There are a lot of great practices that I haven’t seen available before. I saw a \$3 million collection practice go on the market in downtown Chicago. I’ve never seen that. Never, not one time. Any practice above a million (dollars in collections) is very hard to find.”

He said if a dentist is looking at a

long-term strategy, now is a great time to find a practice.

“We’re working with our clients; we’ve deferred loan payments for dentists who are existing clients,” he said. “We want them to succeed.” ■

Joseph DeRosier is the CDS staff writer.
Illustration by Davide Bonazzi/theispost.com



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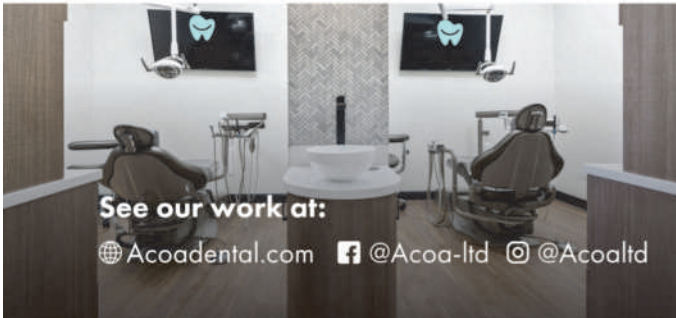
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Professional Liability Coverage Options for Dentists

DETERMINING YOUR BEST SOLUTION

by Michael Terrell, CPCU, RPLU, CIC

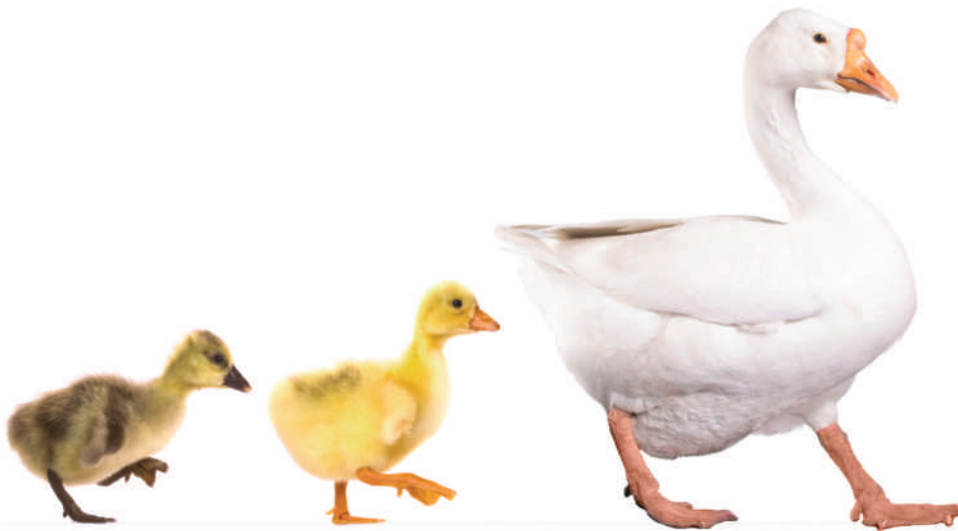


Photo by Shutterstock

TRUST YOUR INSTINCTS

Some people think that if they tell you often enough that the animals pictured above are cows, you may start believing it. But you know better! As the saying goes, “If it walks like a duck, looks like a duck and quacks like a duck, then it is a duck.”

USE COMMON SENSE TO UNDERSTAND YOUR INSURANCE COVERAGE OPTIONS

Confusion often exists about whether a claims-made professional liability policy is as effective as – or even better than – an occurrence professional liability policy. But no matter how many times someone suggests to you that these two types of insurance policies are similar, be confident in your knowledge that, just like cows and ducks, these two coverages are very different.

KNOW THE DIFFERENCES

In some professions, claims-made is the only type of form available. But for dentists, an occurrence form is also available in most states for most specialties, which allows you the opportunity to choose.

WHICH COVERAGE IS RIGHT FOR ME?

I often speak to dental societies and association conventions and ask attendees if they were practicing dentistry in the 1980s. Those who raise their hands remember when the insurance industry experienced a liability crisis, where many insurers that provided medical liability coverage increased premiums and forced policyholders to convert to claims-made policies. This was an attempt to limit exposure, evaluate risks annually, amend coverage options and increase premiums by charging for tail coverage. While claims-made forms offer protections now, just as they did in the 1980s, the coverage may not fully meet your needs.

While the differences between occurrence and claims-made forms may not be as obvious as those between cows and ducks, they’re equally significant. Your independent agent can talk to you about your unique circumstances including the kind of procedures you perform, your experience and your current coverage. You’ll want to compare terms, conditions, exclusions and consent to settle wording between the carriers your agent recommends. Understanding the basic differences between your coverage options will better prepare you for that conversation and ultimately, the right decision for you. ■

Occurrence Form

ADVANTAGES

The terms and conditions cannot be changed retroactively.

If your insurance company changes its stance on providing coverage for a particular procedure, the exclusion only applies going forward; the exclusion cannot apply to procedures you've already performed. For example, if a certain root canal filler you've used for years is suddenly deemed harmful, a new exclusion for claims involving that filler could not be applied to prior years. You would have coverage for the patients you've used it for in the past.

Regardless of when a claim is submitted, you'll have consistent coverage. Coverage is triggered when the work is performed. As long as your policy was in force at the time you performed the work, you're protected up to your policy limits.

Transferring your coverage to another carrier is easier.

Coverage is provided for procedures performed during the policy period, regardless of when the claim is made. No tail coverage is needed.

Cancellation at retirement is simple. Instead of purchasing costly endorsements, you simply cancel your policy. Covered claims submitted after you stop practicing are still eligible. Usually, more limits of liability are available than those offered for claims-made coverage. For example, your policy provides a \$1 million occurrence limit with a \$3 million annual aggregate limit. If five claims are reported in one year from work performed in five different policy years, with occurrence coverage you would have \$5 million of limits available. With a claims-made policy with the same limits, you would have \$3 million of aggregate limits available. In this scenario, the occurrence form provides an additional \$2 million limit of liability.

DISADVANTAGES

In the event of a claim, the limits of liability that were in effect at the time you performed your work apply. Even if you have higher limits now, that higher amount is not available to pay covered claims that occurred under prior limits.

Occurrence coverage can vary in cost between carriers and is often perceived as more expensive than claims-made when compared within the same carrier. This perception could prevent you from seeking affordable occurrence coverage, so ask your independent agent to compare coverages and services across the carriers they represent.

Claims-Made Form

ADVANTAGES

Coverage is typically less expensive than the occurrence form within the first three years of coverage. However, if you request a retroactive date that is further back into your professional history, the premium will increase.

The policy limits you have in force at the time a claim is made are the limits that apply.

DISADVANTAGES

Insurance companies can change the terms and conditions year to year. Unlike occurrence policies, annual changes to claims-made policies may apply retroactively to the point at which you began coverage, so you could be subject to new exclusions at renewal that apply retroactively.

Claims-made forms typically offer lower total limits of coverage. If several claims from different years are reported within the same year, there may be fewer limits available to pay claims.

When you retire, cancel your policy or transfer your policy to another carrier or an occurrence form, you may need to buy an extended reporting period endorsement. While some carriers offer this protection at no additional cost if you meet certain requirements, those terms may also change upon annual renewal. If you purchase this endorsement to protect yourself from claims that have not yet been filed, it typically costs between 100 – 300% of your annual premium.

When a claims-made policy premium reaches maturation, usually between 3 – 5 years from coverage inception, you'll need to purchase additional coverage to move to an occurrence form or to retire. You may have to purchase either an extended reporting period endorsement or a prior acts endorsement to transition without gaps in coverage.

Michael Terrell is the assistant vice president and national program director for the Cincinnati Insurance Company. He has more than 30 years of experience in the insurance industry. The hypothetical claim example data presented in this article is based on actual claims data and is offered for educational purposes only. Every claim is adjusted according to its own specific set of facts. Whether or not insurance coverage would apply to any claim depends on the facts and circumstances of each case and the terms, conditions and exclusions of each individual policy.

2020-21

BRANCH & REGIONAL MEETINGS SCHEDULE

Englewood

All meetings to be held at Cooper's Hawk, 4830 W. 111th St., Oak Lawn, subject to availability and Phase 4 implementation; Unless otherwise noted.

Cocktails: 6 p.m.

Dinner and Program: 7 p.m.

NOTE: Meeting location and speaker may be subject to change based upon availability and Illinois reopening/gathering guidelines. Meeting adjustments may consist of but not limited to: switch to a Zoom meeting, prerecorded webinar, venue changes with social gathering policies in place.

Season Ticket Dinner Club: \$225

First-time Season Ticket Members: \$200

Individual Tickets at the door: \$65

All tickets include cocktails, dinner, CE credit.

For information, contact Neil Singh, 305.607.7039 or neilsinghmd@gmail.com.

Saturday, September 12

Celebration of Installation Night

If gatherings are permitted; Location TBA

Tuesday, October 13

Maxillary Rehabilitation with Zygomatic Implants

Presented by Shouvik Ponnusamy, DMD

(Zoom meeting)

Tuesday, November 10

Planning for year-end financials

Presented by Dan Welch, Professional Practice Consultants

(Zoom meeting)

December 2020

Social Event, location TBA

Tuesday, January 12, 2021

Ask the Experts

Multiple specialists will answer your questions

Tuesday, March 9, 2021

New Dentist Forum and Oral Pathology

presented by Mark Lingen DDS, PhD

Tuesday, April 13, 2021

3D Imaging Application in Dentistry

Presented by a representative from J. Morita

Kenwood/Hyde Park

Unless otherwise noted, meetings are at:

Norman's Bistro

1001 E. 43rd St., Chicago

Cocktails: 6:30 p.m.

Dinner and Program: 7 p.m.

Season Ticket: \$250 (includes dinner and CE)

Single Event Ticket: \$55

Discount: \$80 discount per meeting if season ticket is purchased.

For information, contact Brittaney Hill, 901.246.1363 or brittaneyhill@gmail.com.

Tuesday, October 6

How to Avoid IRS Stress in Your Dental Practice

Presented by Gena Jones, CPA

(Zoom meeting)

Tuesday, November 10

Practice Management

Presented by Ozzie Smith III, DDS

(Zoom meeting)

Tuesday, December 1

Incidental Sinonasal Pathology on In-office Imaging

Presented by Bobby Tajudeen, MD

(Zoom meeting)

Tuesday, March 2, 2021

CPR

Tuesday, April 6, 2021

Assessment of the Developing Dentition and When to Refer to Ortho

Presented by Jazmine Dillard, DDS

Tuesday, May 4, 2021

Pulp Therapy and Management of Immature Permanent Teeth: Use of Contemporary Bioactive Materials

Presented by Satish Alapati, DDS, MS, PhD

North Side

Location varies. Unless otherwise noted:
Cocktails: 6 p.m.
Dinner: 7 p.m.;
Program: 8 p.m.

For information, contact Ashley Kauffman,
314.518.0289 or
ashleykauffmandds@gmail.com.

Tuesday, September 22

Virtual Reality Ortho Treatment Planning
Presented by Ronald Jacobson, DDS, MS
(Zoom meeting)

Tuesday, November 10

Oral Facial Pain
Presented by Jasjot Sahni, DDS
(Zoom meeting)

Tuesday, January 12, 2021

Purple Cow Wow
Presented by Robert Pick, DDS, MS
At Maggiano's Little Italy, Old Orchard, 4999
Old Orchard Shopping Center

Tuesday, March 9, 2021

Endodontics
Presented by Scott Bentkover, DDS
At Wildfire, 159 W. Erie St., Chicago

North Suburban

Unless otherwise noted, meetings are at:
Exmoor Country Club
700 Vine Ave., Highland Park
Cocktails: 6 p.m.
Dinner: 7 p.m.
Program: 8 p.m.

For information, contact Kelley Gyllenhaal
Burse, 847.281.0125 or
arkelley@gandgortho.com.

Tuesday, October 6

*COVID-19: Financial Decisions the Dentist
Must Get Right*
Presented by Mason Stern, CPA, Cain
Watters & Associates
(Zoom meeting)

Tuesday, November 10

*Cracked Teeth: Diagnosis, Treatment
Planning, and Evidence to Support Saving
More Teeth*
Presented by Matthew Davis, DDS
(Zoom meeting)

Tuesday, December 1

*Leadership in Uncertain Times: Patients,
Practice, Profession and the Public*
Presented by Lee Graber, DDS, MS, MS,
PhD, and Katie Graber, DDS, MS
(Zoom meeting)

Tuesday, January 26, 2021

*Social Media Marketing: From Hashtag to
Smile Design*
Presented by Christopher Ching, DDS
(Location TBA)

Tuesday, March 9, 2021

*Setting the Tone: Bone Replacement for
Compromised Situations*
Presented by Michael Nick, DMD
(Location TBA)

Sunday, April 25, 2021

Installation of Officers and Brunch
Chicago Botanic Garden, 1000 Lake Cook
Rd., Glencoe, time TBA

Northwest Side

Unless otherwise noted, meetings are at:
Gene & Georgetti Rosemont
9421 W. Higgins Rd., Rosemont
Cocktails: 6:30 p.m.
Dinner and Program: 7 p.m.

For information, contact Larisa Spirtovic,
312.451.9260 or lsirtovic@gmail.com.

Tuesday, October 6

Identifying Obstructive Sleep Apnea
Presenter TBA
(Zoom meeting)

Tuesday, November 3

3D Printing and Digital Dentistry
Presented by Petar Tofovic, DMD
(Zoom meeting)

Thursday, December 1

Holiday Party
(Zoom meeting)

Tuesday, March 2, 2021

*Contemporary Management of White
Patches of the Oral Cavity*
Presented by Nicholas Callahan, DMD, MD

Tuesday, April 6, 2021

Interim Therapy for Primary Teeth
Presented by Victoria Ursitti DDS

All meeting information may be subject to change. Find the latest information at www.cds.org.

Northwest Suburban

Unless otherwise noted, meetings are at:
Cooper's Hawk Winery & Restaurant
798 W. Algonquin Rd., Arlington Heights
Cocktails: 6 p.m.
Dinner: 7 p.m.
Program: 8 p.m.

For information, contact Michael Unti,
847.359.7520 or drunti88@gmail.com.

Tuesday, October 13

Occlusion For Every Day Dentistry
Presented by Jim McKee, DDS
(Zoom meeting at 7 p.m.)

Tuesday, November 10

*Understanding Pain:
How We Feel and Modulate Pain*
Presented by Michael Higgins, DDS
(Zoom meeting at 7 p.m.)

Tuesday, January 12, 2021

*iPhotography: Taking Stunning Photos and
Portraits with your iPhone*
Presented by George Zehak, DDS
Hygiene Night

RSVP no later than one week prior to the event.
Email nwsbrsvp@gmail.com or call Michelle
Knebelberger, 847.824.5252,
or Colleen Shandley, 847.428.4646.

Tuesday, March 9, 2021

Restorative
Presented by Kevin Kopp, DDS
Past Presidents' Night

RSVP no later than one week prior to the event.
Email nwsbrsvp@gmail.com or call Michelle
Knebelberger, 847.824.5252,
or Colleen Shandley, 847.428.4646.

South Suburban

Unless otherwise noted, meetings are at:
Olympia Fields Country Club
2800 Country Club Dr., Olympia Fields
Cocktails: 6 p.m.
Dinner: 7 p.m.
Program: 8 p.m.

For information, contact W. Brent Stanford,
708.334.3349 or 1wbstanford@comcast.net.

Tuesday, October 13

*Nobel Biocare implant updates, infection
control challenges and protocols*
Speaker TBA

Tuesday, November 10

Updates and benefits of ADA membership
Presented by Betsy Shapiro, DDS, ADA
Practice Institute

Tuesday, January 12, 2021

*Sexual Harassment workplace protocols
(licensure requirement)*
Presented by Catherine Albrecht, JD, ADA

Saturday, March 10, 2021

Tour of GC America
Presented by Mark Heiss, DDS
GC America Inc., 3737 W. 127th St., Alsip

Tuesday, April 13, 2021

PSC Dental Hygiene Evening
Program and speaker sponsored by Hu-
Friedy, speaker TBA

West Side

Unless otherwise noted, meetings are at:
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 Blase Brown,
630.235.1383 or bpbrown@uic.edu.

Tuesday, September 8

Opioids in Dentistry, Part 1
Presented by Larry Williams, DDS, MS
(Zoom meeting)

Tuesday, October 6

*Anterior Implants: The Essentials of
Aesthetics*
Presented by Kate Quinlan, DDS, MS
(Zoom meeting)

Tuesday, November 10

Endodontics Update
Presented by Ansel Belani, DDS
(Zoom meeting)

Tuesday, December 8

*Oral Surgery Update: In-office Medical
Emergencies and COVID-19*
Presented by Matthew Hamedani, DDS
(Zoom meeting)

Tuesday, January 12, 2021

*Artificial Intelligence: Cutting Edge in
Orthodontics*
Presented by Mohammed Elnagar, DDS, MS,
PhD

Tuesday, March 9, 2021

Opioids in Dentistry, Part 2
Presented by Larry Williams, DDS, MS

Tuesday, April 13, 2021

*Research Updates in Periodontics, Oral
Surgery, Endodontics, Pediatric dentistry,
Orthodontics and Prosthodontics*
Presented by UIC post-graduate residents
Business Meeting

West Suburban

Unless otherwise noted, meetings are at:
Maggiano's Little Italy
1847 Freedom Dr., Naperville
Cocktails: 6 p.m.
Dinner: 7 p.m.
Program: 7:30 p.m.

For information, contact Marmar Modarressi,
347.834.3407 or drmmarmar77@gmail.com.

Tuesday, October 13

*Hard and Soft Tissue Complications in
Implant Dentistry: Diagnosis, Treatment and
Prevention*

Presented by Nolen Levine, DDS
(Zoom meeting)

Tuesday, November 10

HPV and HPV-related disease

Presented by Rachel Caskey, MD, MAPP
(Zoom meeting)

Tuesday, January 12, 2021

Diabetes Update: Glucose and Oral Health
Presented by Susan Cornell, Pharm.D

Tuesday, March 9, 2021

Clinic Night

Tuesday, April 13, 2021

*Discovering the State of the Art in
Craniofacial Corrections*

Presented by Neil Warshawsky, DDS, MS

Regional Meetings

*Meeting dates, locations, speakers and topics
are subject to change.
View updated information throughout the
year at www.cds.org.*

Wednesday, September 23

Fitness and Ergonomics

Presented by Tim Caruso, PT, MBA, MS
(Zoom meeting)

1:30 – 3 p.m.; 1.5 hours of CE credit

Wednesday, October 28

Opioids

Presented by Karen Baker, RPh, MS
(Zoom meeting)

1 – 4 p.m.; 3 hours of CE credit
CDS Officers election held at the start of the
program.

2021

Meeting topics and speakers and whether it
will take place at Drury Lane or via Zoom is
to be determined.

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 Zayneb Bahrani,
office@brilliantendo.com, or call
224.206.7060.

Chicago Aesthetic Masters, A Hornbrook Group Study Club

Meets monthly, 6:30 – 8:30 p.m. at the office of
Sheldon Seidman, 410 N. Michigan Ave., Suite
1014, Chicago. Contact Sheldon Seidman,
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 – 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.
Contact Phil Schefke, philschefke@gmail.com.

Greater Evanston Dentists Association

Meets first Monday of the month, noon – 1 p.m.,
Gio Restaurant, 1631 Chicago Ave., Evanston.
Contact MT Murphy, DMD, 847.869.9303.

Hellenic American Dental Society

The Hellenic American Dental Society holds
several dinner CE seminars throughout the
year. Visit www.hads.com for information.

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 Den-
tistry, 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. Contact Konstantin
Gromov, info@glenperio.com, or call
847.729.0200. Subject to change.

Waukegan Dental Study Group

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



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

Teledentistry may greatly improve access to care



Photo by mixerto/istockphoto.com

ILLINOIS GOVERNOR J.B. PRITZKER'S MARCH 19 EXECUTIVE ORDER, found at on.cds.org/pritzker, mandated that health issuers regulated by the Department of Insurance cover the costs of in-network telehealth services at the height of the COVID-19 pandemic.

Some insurers have opted to continue that coverage as the curve has flattened; dentists who employed video chats, phone calls and secure document sharing to keep their patients in good health may choose to permanently incorporate these methods into their regular practice of dentistry.

Under the right circumstances - and with a healthy dose of

patient education - it could greatly improve access to care.

"First, know that a dental provider is always involved. This is not patients doing procedures on themselves or without consultation," Boston dentist Marc Ackerman explained, dispelling the most common misconception about teledentistry. As a practicing dentist and executive director of the American Tele-Dentistry Association (ATDA), he advocates strongly for incorporating these emerging methods into your practice.

Strictly speaking, ATDA defines teledentistry as the use of electronic information, imaging and communication technologies, including interactive audio, video, data communications

as well as storage and forwarding technologies, to provide and support dental care delivery, diagnosis, consultation, treatment, transfer of dental information and education.

It can be done live, in real time, or through the use of the written word or captured images for review at a later time.

“Since the late 1980s, the military has been using these practices between bases when a limited number of doctors were available in combat situations, but really it’s been over the last 10 years that this has become more formalized,” Dr. Ackerman explained.

The applications he describes are wide-reaching. They extend to nursing homes, school-based oral health programs, rural communities, and other vulnerable populations. ATDA estimates that utilization of telehealth services increased from 250,000 patients in 2013 to 3.2 million patients in 2018.

Consider how you triage emergencies with your patients of record Halloween weekend, or the summer softball season.

“If your patient feels like they have cracked a tooth or they have a loose filling, this is a way to discuss what the next step is and route them to the right provider Monday morning,” he said. “You could also prescribe antibiotics or analgesics to control pain over the weekend, until they can get in to see the dentist Monday.”

In other scenarios, a patient of record with cosmetic interests receives a complete exam in office. But a subsequent virtual consultation would allow the dentist to review treatment options and share visuals for the patient to consider. The patient can ask questions of you before you route them to your business manager for information about payment plans.

“Teledentistry provides an encounter to develop the relation-

ship between patient and doctor,” Dr. Ackerman said. “It can be more efficient for the patient who has to juggle work and child care. It comes at a lower cost than a visit to a brick and mortar office in the right circumstances.”

The American Dental Association has several resources online for members considering incorporating teledentistry into their practices, including a *Guide to Understanding and Documenting Teledentistry Events* and an official *Policy on Teledentistry*:

“The treatment of patients who receive services via teledentistry must be properly documented and should include providing the patient with a summary of services. Dentists who deliver services using teledentistry must establish protocols for appropriate referrals when necessary.”

Illinois State Dental Society Director of Government Relations Dave Marsh said SB671, which would have extended Gov. Pritzker’s Executive Order provisions permanently, failed in the May legislative session. It is therefore up to individual carriers whether they cover teledentistry services. Medicaid covers it, but doctors should confirm with their patients’ carriers at the time of service.

For as much effort as the dentist puts into learning about the responsible practice of teledentistry, an equal amount of effort will go into educating patients for this to be successful.

“The most important thing to communicate to your patients is the type of service you will be providing through teledentistry. They can still call your office to ask a question without being charged,” Dr. Ackerman explained. “You’ll be doing a lot of in-office education on the topic of teledentistry to make patients comfortable with it, but the effect for everyone will be a lower cost of care and greater access to care.” ■

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.

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

Write Dr. Green at jgreen@greenlawoffice.net.



Photo by AleksandarGeorgiev/Istockphoto.com

COVID-19 raises many legal issues

THE DENTAL PROFESSION HAS BEEN, NEEDLESS TO SAY, SEVERELY IMPACTED BY COVID-19. Moreover, dental professionals have been overwhelmed with information, perhaps to the point of confusion, from the ADA, ISDS, CDS, CDC, and OSHA on reopening offices. The following are just a few legal/management issues of COVID-19:

Can the dental professional treat a patient without an N95 mask?

It depends. Firstly, the CDC says that dentists who treat “well patients” whose dental procedures do not generate aerosol can use just a surgical facemask (not an N95 mask). On the other hand, an N95 mask should be used for aerosol-generating procedures. However, the CDC also says that “if an (N95) respirator is not available for an aerosol-generating procedure, use both a surgical mask and a full face shield.”

What if certain members of the dental staff do not want to return to their job?

The dental professional should not be impeded in moving forward with patient care just because certain staff refuse or are simply uncomfortable returning in this pandemic. On the other hand, the dental professional needs to be aware of the guidelines to protect staff and patients, such as taking temperatures and making sure the proper PPE is available. While the nature of dentistry makes it challenging to reduce virus exposure, the dental professional should issue written protocols and document conversations with staff about COVID-19 concerns.

Does my malpractice insurance cover COVID-19-related legal issues?

Most malpractice insurance policies provide coverage for claims by a patient, staff members or employee dentist who claim they contracted COVID-19 at the dental office. However, it is best to check with your insurance company to verify.

Should patients sign consent forms regarding COVID-19?

The ADA has made this recommendation, but this is certainly open to discussion as having a dental patient sign a consent form that he or she could contract COVID-19 in your office, while perhaps possible, may actually be a deterrent to undergo treatment. Moreover, there are questions as to whether a patient can give proper informed consent regarding the virus as we continue to learn about its transmission. In addition, if a dental patient later tests positive, how does one prove it was from the dental office?

There will inevitably be litigation regarding COVID-19 in the healthcare setting, but it is too early to see how some of these issues will play out or their impact on how dentistry is practiced.

The ADA and CDC have made guidelines and recommendations which are not the law and which are open to debate.

For instance, is the use of a surgical mask, as opposed to an N95 mask, below the standard of care? And if so, can one prove that the failure to use an N95 mask resulted in the transmission of the virus to a patient or staff?

For now, we must learn to co-exist with this virus. To reduce legal risks, it is best to follow the CDC’s “Guidelines for Dental Settings” and the ADA’s “Return to Work Interim Guidance Toolkit.” Both can be found at on.cds.org/covid-resources. ■

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

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For more information about the CDS Foundation, visit www.cdsfound.org.

Someone you need to know

IT IS MY PLEASURE TO INTRODUCE YOU TO MARTA CORTEZ. THIS IS MARTA FROM “MARTA’S WISH LIST” THAT WE PUBLISHED IN MY PREVIOUS COLUMN. For those who interact with the Chicago Dental Society Foundation Clinic in Wheaton, Marta is someone you know quite well. For those members who have not, Marta is someone you need to know.

In 2016, Marta was hired as the clinic coordinator. Since then she has been an invaluable employee. She runs the clinic, dental assistants, patients and volunteers, and is always smiling. Since she runs everything, we recently promoted her, and her new title is clinic manager. She has seen us through the period of our clinic’s shutdown and reopening.

As all practicing dentists know, reopening wasn’t as simple as it sounds. We are fortunate to have Marta on our team.

Before joining the clinic, she worked in the dental field for many years, starting as a dental assistant in high school. She went on to work for Dental Network of America, in customer service, marketing and then finance. When a dentist friend told her about the opening at the CDS Foundation Dental Clinic and the doctors who sacrifice their time to do free work there, she was excited about the opportunity to support a good cause and applied.

She treats patients with dignity and makes volunteers feel welcome. She also finds creative ways to stretch limited resources, supplementing them with donations of equipment and supplies, to serve as many patients as possible.

In speaking with Marta about her work, she recalls a patient named Aniea, whose story resonated with her and influenced the way she runs the clinic. With one hand over her mouth, the young woman arrived at the clinic and submitted her patient application. She was approved and returned to the clinic for treatment, again with her hand over her mouth. After being escorted to the exam room, she reluctantly lowered her hand and, with some encouragement, began to share her story. A sufferer of juvenile periodontitis, Aniea was missing many teeth. Because of her appearance, she lost her job and dropped out of college. She needed a lot of help and couldn’t afford it because she had lost



Dr. Keith Suchy with Marta Cortez

her job because of her appearance.

“It had ruined her health and her life,” says Marta. “I cried because she had been suffering for many years and no one had taken the time to offer to help even a little. That’s when I stepped back and realized that we are here to do more than clean teeth; we are here to change lives.”

“I can honestly say that Marta makes a difference in all of our clinic patient’s lives,” says Keith Suchy, president of the CDS Foundation Clinic Board of Managers. “She brings a very positive energy to her role in the office. She is also very compassionate and really believes in our mission at the clinic!”

Of course, she is quick to share the credit for the clinic’s accomplishments. “It’s not me; it’s everybody,” she says, offering a story:

Phil Suess, the mayor of Wheaton, called one day to ask if the clinic could treat children with special needs, which we hadn’t done before. Marta began reaching out to volunteers, who were glad to help, and the ball got rolling. Lance and Martha Lambert, whose office treated special needs children, allowed Marta to observe their practice and offered many tips. Marta noted the doctor and assistant’s soothing tone of voice, clear explanations and repetition every step of the way. One of the clinic’s first special

needs patients was Kevin, a teenager with autism. It was determined that he had a dying tooth and needed root canal treatment, but he became very agitated and left the office.

Understanding the situation, James Kouracos, a volunteer dentist, went outside, befriended Kevin and provided the reassurance he needed to return to the room and allow the anesthetic to be injected. The pulpotomy was completed and the root canal scheduled.

Brett Gilbert, who would perform the root canal, heard Kevin's story and came up with a plan to help Kevin and others. He decided he was going to get the clinic a computer-assisted injection pen to ease patients' fear and discomfort. Through Dr. Gilbert's contacts, a donation of an Aseptico Calaject System suddenly arrived at the clinic's doorstep from the manufacturer, facilitated by Bob Giantonio of Aseptico. The plan succeeded. Kevin did not jump out of the chair when he saw the injection pen and didn't complain about pain during the root canal treatment.

"It was amazing. Even though we are a free clinic without many resources, we were able to change an autistic child's mind about dental treatment," says Marta. "That's one of the things that means the most. When patients receive quality compassionate dental care from doctors willing to donate their time to help them, they change the way they think about themselves. We always have wonderful people willing to donate equipment, supplies, time or expertise when we are in need. Imagine going to work where it's like that all the time. It doesn't feel like work."

In addition to her Wish List, Marta hopes for, "more volunteers to come in and give themselves the opportunity to feel the satisfaction of helping someone in need. If every doctor volunteered just one morning or one afternoon, we could treat so many people. The satisfaction of helping someone is something that will last the whole year."

If you haven't yet worked with Marta and our wonderful assistants and volunteers at the clinic. I encourage you to do so. It will make a difference in the lives of our patients and in your life, as well.

A final note: During the COVID-19 shutdown, Marta implemented new clinic policies and procedures to meet Illinois Department of Public Health safety guidelines. We also provide the appropriate personal protective equipment to ensure the safety of our patients, staff and volunteers. ■

CORRECTION: The CDS Foundation column in the May/June issue incorrectly identified Dr. Tish Nihill as an RDA. Dr. Nihill holds a Doctor of Dental Medicine degree as well as a Master of Science degree. The writer of the column did not make the error; it was made during the production process.

The *CDS Review* regrets the error.

Marta's Wish List

EDUCATIONAL

Patient education materials, videos, brochures (bilingual)

DISPOSABLES

N95 masks
Optim1 wipes or spray
Dappen dishes
Monarch brand line cleaner

ENDODONTICS

calcium hydroxide sealer
RC Prep
EDTA
sodium hydrochloride

INSTRUMENTS

bur blocks 30 holes

MACHINES

autoclave: Midwest, small
handpiece oiling machine
curing lights (3)

MATERIALS

sectional matrix Palodent rings
A3 A3.5 A4 B2 B3 B4 C1 C3 C3.5 C4 D2 D3
composite: any brand
Citanest plain
Luxatemp: temporary crown material anesthetic
Septodont: 1:50,000 EPI, Septocaine, Lidocaine

PROSTHETICS

#7 wax spatula
Wax knife
putty
articulator: Whip Mix 3000 series
magnetic mounting rings: Whip Mix 3000 series

Muslim dentists set up hotline during shutdown



Saba Khan



Samia Suleiman



Saema Qadri

By Joseph DeRosier

WHEN THE CORONAVIRUS PANDEMIC FORCED DENTAL OFFICES IN THE CHICAGO AREA TO START SHUTTING DOWN FOR ROUTINE TREATMENTS IN MID-MARCH, Saema Qadri and a group of fellow Chicago Muslim Dental Society members realized they could help ease the burden on emergency rooms by acting as a sort of clearinghouse for people needing dental care.

In a matter of days the group, which

also includes members of the Chicago Dental Society, established a COVID-19 Dental Emergency Hotline to point patients to a group of 12 dentists, mobilized with the help of Saba Khan, clinical assistant professor in the Department of Periodontics at the University of Illinois at Chicago, who could help.

Dr. Qadri, the group's president, who is also a CDS member and a 2013 graduate of the University of Illinois at Chicago College of Dentistry, is dental director for the Cicero Health Department.

"We talked about it in late March; we wanted to do something to be able to give back somehow," Dr. Qadri said, "and she (Dr. Kahn) wanted to start a task force with the CMDS." The Muslim dental group has about 50 members.

After some brainstorming the organizers, including CDS members Umar Haque and Khaja Mohsin, came up with the hotline idea.

"We put together a Google Voice number and got the word out to various groups (about the hotline)," she explained. Notice was spread to local Mosques; hotline members used their social media accounts to raise awareness of the service as well.

“We wanted to share it with everyone; it wasn’t meant to be only for a certain group. It would be for every single person who needed a dentist and needed someone to talk to because so many offices just shut down,”

“We wanted to share it with everyone; it wasn’t meant to be only for a certain group. It would be for every single person who needed a dentist and needed someone to talk to because so many offices just shut down,” Dr. Qadri said.

The group assembled a referral list of participating dentists willing to see patients on an emergency basis or who were comfortable giving prescriptions over the phone. About 20 members signed up to handle one of two four-hour daily shifts to take hotline calls. The hotline was open 9 a.m. to 5 p.m., seven days a week. Dr. Qadri and CDS member Samia Suleiman acted as the hotline’s administrators.

The start date of March 27 “was actually somewhat of an accident,” Dr. Qadri said. The hotline was supposed to launch the next Monday, but 30 minutes after the phone number was activated someone living in Dallas, who learned about the hotline through social media, called.

Because Texas does not allow teledentistry, Dr. Qadri couldn’t help the caller. But she sent the caller’s information by text to a dentist friend, who had recently

moved to Dallas.

To keep track of callers, the group used a live protected online document app to memorialize caller information, which allowed the operator to see to whom the caller first spoke, in case they called back or needed a follow-up.

The volunteer on duty would assess the situation and decide what was needed. If it was a matter of less urgency, for instance a filling falling out with no complication, the volunteer would direct the caller to go to a pharmacy to get a temporary filling kit and see their dentist in a few days. Dr. Qadri said about 70 percent of the calls were of that nature.

She added that callers would also send pictures of the problem tooth to aid the dentist in making an evaluation. There is also a video option with the caller using their cell phone. If the video option was used, the caller was given a link. The session would not be connected to the doctor’s personal phone, which kept the conversation secure.

If the caller was deemed to need emergency dental care, the person would be directed to one of 12 dentists, with offices in Chicago and the suburbs, who

had agreed to see patients.

As of mid-May the hotline had received almost 70 calls.

“It’s been a steady rate of a couple people calling every day,” Dr. Qadri said. “The majority of them don’t really have dentists in general, so it wasn’t like it was because all the dentists are closed.”

Dr. Qadri said one experience reinforced the humanitarian aspect of dentistry. A woman called the hotline and described the pain she had in various teeth. But she did not relay enough information to Dr. Qadri to determine what treatment was needed. Finally the woman confessed that she really didn’t have a true dental emergency but lives alone and just needed someone to talk to about her dental health.

Dr. Qadri called the woman back later and learned that she was a diabetic, who was also looking for a physician. Dr. Qadri aided her in finding medical attention.

The group stopped manning the hotline at the end of May. ■

Mr. DeRosier is the CDS staff writer.

CDS member hotline volunteers

Umar Haque
Zubair Mohammed
Khaja Mohsinuddin
Azam Saeed
Mariam Saeed
Saema Qadri
Xhelo Shuipaj
Dima Sibai
Samia Suleiman

CDS member referral volunteers

Sami Diab
Umar Haque
Muzaffar Mirza
Zubair Mohammed
Khaja Mohsin
Azam Saeed
Mariam Saeed

Members

New & Deceased Member Listings

Deceased Members

Anderson, Burton

Northwestern University, 1953
2625 Techny Rd., Northbrook
North Suburban Branch
Died Dec. 7

Arai, Harold

Loyola University, 1961
1729 River Birch Way, Libertyville
Northwest Side Branch
Died April 20

Becker, Eliot

University of Illinois at Chicago, 1963
3801 N. Mission Hills Rd., Northbrook
North Side Branch
Died April 1, 2019

Clegg, Milton

Baltimore Dental College, 1960
8210 Alcoa Ct., Orlando, FL
North Suburban Branch
Died Dec. 20

Cimmarusti, Sam

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

Dreebin, Harold

University of Illinois at Chicago, 1960
2539 Stonebridge Ln., Northbrook
North Suburban Branch
Died April 22

Galvin, Harold

Northwestern University, 1942
2927 Summer Wind Ln., Littleton, CO
North Side Branch
Died Feb. 19, 2019

Gargiulo, Anthony

Loyola University, 1956
7760 Elm Valley Rd., Three Oaks, MI
West Suburban Branch
Died Dec. 20

Janowski, Daniel

Loyola University, 1973
7712 W. North Ave., Elmwood Park
Northwest Side Branch
Died Feb. 24

Kagan, George

University of Illinois at Chicago, 1965
5550 S. Shore Dr., Chicago
Kenwood/Hyde Park Branch
Died Jan. 22

Madura, Richard

Loyola University, 1963
7285 Asbury Ct., Long Grove
North Side Branch
Died July 19, 2019

Michiels, Joseph

Loyola University, 1960
912 Pontiac Rd., Wilmette
North Suburban Branch
Died Feb. 9

Morrissey, Joseph

Loyola University, 1967
108 Farnham Ln., Wheaton
West Suburban Branch
Died Dec. 6

Quartetti, Leonard Jr.

University of Illinois at Chicago, 1955
600 N. Stone Ave., LaGrange Park
West Suburban Branch
Died Dec. 4

Szatkiewicz, Richard

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

Tatel, Fredric

Northwestern University, 1967
2345 Iroquois Dr., Glenview
South Suburban Branch
Died March 11

Warda, Thomas

University of Illinois at Chicago, 1955
PO Box 933, Anna Maria, FL
Northwest Side Branch
Died May 16

Wydra, Edward

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

New Members

Chami, Istfan

University of Illinois at Chicago, 2020
1541 Market St., Des Plaines
Northwest Suburban Branch

Sawwan, Maha

University of Illinois at Chicago, 2020
903 S. Ashland Ave., Chicago
West Side Branch



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September/October.....August 3, 2020
November.....September 14, 2020
December.....November 2, 2020

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OFFICE FOR LEASE OR SALE: Start up opportunity for a newly built office - corner location (next to Dollar store, parking available) with a lot of foot traffic. Four fully equipped ops and seven plumbed ops. Digital radiography, pan and ceph equipped. No rent for first three months, monthly rent of \$3,500 per month (with all dental equipment), address, 5455 W. North Ave., Chicago, 60639. mehtaamitoj@yahoo.com. 631.220.7839.

FOR SALE BY OWNER

OFFICE FOR SALE BY OWNER: For medical reasons, office for sale. Gross \$270,000, includes real estate, fully digital. Call 815.932.0022. OK area west end of town.

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OFFICE FOR SALE BY OWNER: Office for sale by owner, for medical reasons, in Orland Park. Four operatories, three fully equipped. All digital. Gross \$310,000. \$190,000. Call 708.287.3887.

WELL-ESTABLISHED DENTAL PRACTICE FOR SALE IN NORTHWEST ILLINOIS: Prestigious office with eight fully equipped operatories for sale. All rooms have Dentrax and Dexis. The 2019 collections were \$660,000 based on 4 days per week with no evenings or Saturdays. Our patients are 50% insurance and 50% fee-for-service. Beautiful stand-alone brick building with great parking. Real estate includes additional rentable space. We'd love to talk. Contact us at yourfuturepractice@gmail.com.

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For sale by owner, for medical reasons, in Orland Park. Four operatories, three fully equipped. All digital. Gross \$310,000. \$190,000. Call 708.287.3887.

GENERAL PRACTICE FOR SALE: General dentistry practice for sale in Orland Park. Great opportunity for growth for a motivated dentist. Grossing \$300,000 on a three-day work week PPO/fee-for-service, four ops. Condo, 1,700 square feet, for sale with practice, great location near busy intersection. Please contact mary.tor@comcast.net.

GENERAL PRACTICE FOR SALE: Turnkey new construction, 1.5-year-old, modern office with five rooms plumbed, three A-dec chairs, latest technology including digital X-rays, paperless, eco-friendly office. Located in busy Portage Park area, front parking space, great exposure. For more information please email us at jsmile2018@gmail.com.

SOUTH ELGIN PRACTICE FOR SALE: Four ops. Great for merger or second location. Digital, pano. Great location anchored by shopping center. 15-20 new patients per month with no advertising. PPO/fee-for service. Selling for medical reasons. Asking \$100,000. Email sdp0514@yahoo.com.

NORTH SUBURBAN PRACTICE FOR SALE: Going fishing. Established general dental office in beautiful building. Three modern operatories with digital X-rays/cameras. Highly motivated staff. \$433,000 gross on three- day week. Great potential. Email confidential resume to motivated.dr101@gmail.com.

GENERAL DENTISTRY PRACTICE FOR SALE: Progressive regional city, 1.5 hours from Chicago. \$500,000-plus on 28 hours per week. Three operatories, plumbed for four. All endo, ortho, oral and perio surgeries referred out. Digital, 100% fee-for-service. Excellent staff. Reply confidentially to oostudioinfo@gmail.com.

TINLEY PARK PRACTICE FOR SALE: Established general practice with four operatories, PPO/fee-for-service, no HMOs, \$289,000 gross for 18-hour work week, great location. Email dentaloffice3434@gmail.com.

GENERAL PRACTICE FOR SALE IN WAUKEGAN: Five operatories with room for three more on busy main road. Full digital, paperless, Eaglesoft, intra oral camera, fee-for-service, PPO, All Kids. Collection over \$300,000 on two days/week without advertising, low overhead. Please email farhsa65@gmail.com.

CONDOMINIUM DENTAL OFFICE, ELMWOOD PARK: 1,200 square feet, two operatories (room for expansion), digital X-ray, ground floor entrance with assigned covered parking for staff. raydamiccdds@sbcglobal.net.

BERWYN DENTAL OFFICE FOR SALE: Established 1981. Insurance and Cash, \$400,000 on shortened week. Five operatories, street level, parking front back and sides. 1,500 active/2,000 inactive patients. Dan 630.247.6986.

NAPERVILLE DENTIST RETIRING: Loyal patient base. Three operatories with a fourth plumbed so expansion is possible. Great location with parking. If interested please email napervilledoc@att.net.

PEDIATRIC SPECIALTY PRACTICES FOR SALE: \$3 million pedo/ortho practice across two offices Chicago office and suburban office High rate, fee for service, no HMO/Medicare Room to grow: total of 8 chairs with room and plumbing done to add 4 more chairs across offices High-performing team of associate dentists, orthodontists and excellent staff. State-of-the-art technology included (digital pan/ceph, Digi-doc handheld X-ray, Dentrix software and imaging, intra-oral camera, iTero scanner, Cari-Vue, paperless offices) Strong, steady patient growth through ups and downs in the macro-economy (because pedo treatment is not elective) Excellent referral relationships built over 10 years with portfolio of leading pediatricians, general dentists, key opinion leader mothers/others No brokers without a serious buyer. bestpedopracticechicago@gmail.com.

NORTH SUBURBAN DENTAL OFFICE FOR SALE: Established 2016, new dental practice, \$650,000 revenue and growing. Six operatories all equipped, Pano, Ceph, Two chairs installed Last year. Standalone building with parking lot, Street sign, great visibility, high traffic road. Reasonable market rent. Accepts child Medicaid, PPO and cash. Contact waukegandentist@gmail.com.

OFFICE FOR IMMEDIATE SALE: Best offer secures. Must go. Three-operatory office, fully functional, available immediately with 1,500 charts. Great location in Merrillville, IN. A must see. mkapilikisha@yahoo.com. 219.671.3754.

PRICE REDUCED: Three ops in separate rooms with additional room to add fourth. New Eaglesoft. Digital. General now, but specialist should consider. Great location near Naperville/Ogden in Lisle. Good lease terms. farhadds@gmail.com.

HOMEWOOD OFFICE FOR SALE: Opportunity to expand established practice of a retiring dentist located in vibrant, stable suburb. Tremendous growth potential for energetic dentist. 2,100 square feet, four ops. retiringdentist2020@gmail.com. \$120,000.

FOR SALE BY BROKER

HOMER GLEN PRACTICE FOR SALE:

Established practice. Doctor retiring. Turnkey fully digital practice with six operatories, three equipped. Collections: \$537,000. Mainly fee-for-service/Delta Dental. Contact Jim Plescia, jplescia@e-ppc.com, 630.890.6074. Professional Practice Transitions.

CRYSTAL LAKE PRACTICE SALE:

Price reduced. Well-established practice, doctor retiring. Freestanding building with great visibility. Three operatories with room for four. Collections, \$426,000 on three days. Contact Jim Plescia, jplescia@e-ppc.com. 630.890.6074 Professional Practice Transitions.

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NORTHWEST INDIANA PRACTICE FOR SALE: Great low overhead practice. Revenue \$662,000. Fee-for-service. Established over 35 Years ago. Three operatories plumbed, room for fourth. Contact Dan Pesavento 708.310.6742.

NEAR NORTH SUBURBS PRACTICE FOR SALE, 5 OPS: Three days a week. \$500,000-plus in collections. Refers out everything. Seller needs to go fishing. Contact spencer@engageadvisors.com.

WHEATON PRACTICE FOR SALE:

New listing. Dentist wants to retire. Well established with three operatories, awesome floor plan. Collections: \$270,000. Fee-for-service and Delta Dental. Contact Jim Plescia, jplescia@e-ppc.com, 630.890.6074. Professional Practice Transitions. www.e-ppc.com.

PEOTONE, FREE PRACTICE, BUILDING SALE:

New listing. Ideal starter or satellite office. Free standing building. Established over 40 years. Collections \$135,000. PPO/fee-for-service. Three digital treatment rooms. Contact Jim Plescia, jplescia@e-ppc.com. 630-890.6074 Professional Practice Transitions.

ROSELLE-PRACTICE FOR SALE

Excellent starter or satellite four-operator digital practice. Dentist retiring. Storefront visibility. Collections: \$286,000 easy schedule. All fee-for-service, huge growth potential. Contact Jim Plescia, jplescia@e-ppc.com. 630.890.6074. Professional Practice Transitions. www.e-ppc.com

GENERAL DENTISTRY PRACTICE FOR SALE, DOWNTOWN CHICAGO:

Six ops, fee-for-service. High-end. Collections over \$3 million. Adjusted net income, \$1.037 million. Pre-approved buyers only. <https://buildout.com/website/705142-sale>. Contact Joseph Rossi & Associates, info@jrossiandassociates.com, 716.936.3081.

NAPERVILLE PRACTICE AND CONDOMINIUM SALE:

Established state of the art practice and condominium. Excellent location, three treatment rooms, two equipped. Collections, \$356,000. Fee-for-service. Eaglesoft and Schick. Contact Jim Plescia, jplescia@e-ppc.com, 630.890.6074. Professional Practice Transitions.

CHICAGO. GENERAL PRACTICE FOR SALE:

Minutes from downtown. New to the market is a quality, general practice for sale just minutes from downtown Chicago. The practice is located in a free-standing retail center with over 2,600 square feet. Five fully equipped operatories Collections of \$800,000; Seller's Discretionary Earnings, \$250,000. Real estate opportunity. 1,500 active patients. Contact Kaile Vierstra with Professional Transition Strategies via email kaile@professionaltransition.com. We look forward to hearing from you.

MELROSE PARK PRACTICE FOR SALE:

New listing. Well-established over 35 years. Ideal starter or satellite office. Three digital operatories. PPO/fee-for-service. Collections, \$305,000. Owner will help transition. Contact Jim Plescia, jplescia@e-ppc.com, 630.890.6074. Professional Practice Transitions.

NILES PRACTICE FOR SALE:

Legacy family practice located in a free standing building. Four operatories expandable to five. Average collections \$489,000. PPO/fee-for-service. Real estate available. Contact Jim Plescia, jplescia@e-ppc.com. 630.890.6074 Professional Practice Transitions.

CRYSTAL LAKE PRACTICE SALE:

Price reduced. Well-established practice, dentist retiring. Freestanding building, great visibility. Three operatories expandable to four. Collections \$426,000 on three days. Contact Jim Plescia, jplescia@e-ppc.com. 630.890.6074. Professional Practice Transitions.

PRACTICE FOR SALE, SOUTHWEST SUBURBS: Just listed, Southwest Chicago suburbs, \$360,000 income. 780 patients, fee-for-service and PPO. 1,500 square feet. Refers ortho and endo. Located on busy street. Real estate available. For more info contact Ann Mazzotti Hood at 708.254.7375 or ahood@paragon.us.com.

CITIBANK HEALTHCARE PRACTICE FINANCE:

Up to 100 percent financing for dental practices. Acquisitions, buy-in/buy-out of a practice, refinance, equipment and real estate. Contact Sam Zanayed, VP healthcare financing. Call/text 773.415.2999. sam.f.zanayed@citi.com.

PART-TIME PRACTICE FOR SALE, BARRINGTON:

Solid part-time practice with very low overhead. Three operatories and existing patient base. Lake County equals better fee schedules. 80% PPO, 20% fee-for-service. Contact: 847.849.6371. teethdr05@gmail.com.

PROFESSIONAL PRACTICE TRANSITIONS:

Selling or buying a practice? Practice appraisals, associateships. New office start-up consultation. Call for a complimentary confidential consultation. Contact Jim Plescia, jplescia@e-ppc.com. 630.890.6074. <http://www.e-ppc.com>. Professional Practice Transitions.

GARY, IN, AREA GENERAL PRACTICE FOR SALE: New to the market is a practice in Northwest Indiana for sale or affiliation. The area is the hidden gem of Chicagoland suburbs and offers a massive expansion opportunity. The current practice is located in a medical office building with 6,800 square feet, however the practice is currently using only a quarter of the space. The current doctor has practiced in the community for over 30 years. They are, therefore, ready to retire in the upcoming years and seeking a straight buy-out or affiliation with a group. For an overview of this excellent Northwest Indiana practice: Four fully equipped operatories. Collections of \$735,000. Adjusted EBITDA \$175,000. 22 new patients per month. Desirable community, 40 miles from Downtown Chicago. Finally, if you're ready to learn more and review the prospectus for your future practice contact Kaile Vierstra with Professional Transition Strategies. Email kaile@professionaltransition.com or give us a call: 719.694.8320. We look forward to hearing from you.

CHICAGOLAND PEDIATRIC PRACTICE FOR SALE:

New to the market in spring 2020 is an excellent pediatric practice in Chicagoland. The practice is located in a retail and office building with over 3,000 square feet. Current doctor is open to affiliation, partnership or buy-out. Overview of the pediatric practice: six operatories with expansion opportunity; collections of \$880,000; adjusted EBITDA nearly \$220,000; over 3,500 active patients and 18 new patients per month; located in a highly desirable neighborhood, Downtown. Contact Kaile Vierstra with Professional Transition Strategies to receive the prospectus. Email anytime kaile@professionaltransition.com. We look forward to hearing from you.

FOX VALLEY PRACTICES FOR SALE:

Two established practices with excellent storefront visibility. Combined collections, \$950,000. Fee-for-service. Real Estate available. Owner will help transition. Contact Jim Plescia, jplescia@e-ppc.com. 630.890.6074. <http://www.e-ppc.com>. Professional Practice Transitions.

GROWING CHAMPAIGN, IL, GENERAL PRACTICE FOR SALE:

Thriving general practice in Champaign, IL, for sale. Three operatories. Collections over \$330,000. Adjusted EBITDA over \$45,000. Fantastic growth opportunity. Low cost of living in the fastest growing city in Illinois. Contact Kaile Vierstra with Professional Transition Strategies to learn more, kaile@professionaltransition.com or 719.694.8320. We look forward to hearing from you.

NORTHWEST INDIANA, SUBURBAN CHICAGO PRACTICE FOR SALE:

Excellent location, in desirable neighborhood, 25 miles south of downtown Chicago. Five operatories featuring new equipment. Collections of \$565,000. Adjusted EBITDA \$130,000. Contact Kaile Vierstra with Professional Transition Strategies. kaile@professionaltransition.com or 719.694.8320. We look forward to hearing from you.

BOOMING CHICAGO WESTERN SUBURB GP FOR SALE:

Excellent practice, 30 miles west of downtown, Chicago. Nine fully equipped operatories. Collections over \$3.49 million. Adjusted EBITDA \$680,000. Over 50 new patients per month. Active patient count of 5,300. Ready to learn more about this top-notch Chicago area practice? Contact Kaile Vierstra with Professional Transition Strategies kaile@professionaltransition.com or 719.694.8320. We look forward to hearing from you.

MULTILOCATION CHICAGO AREA PRACTICE FOR SALE:

The practice with two locations are located within 30 miles south of Downtown, in desirable neighborhood suburbs. Six operatories per location; 12 total combined. Combined collections of \$2.04 million. Adjusted EBITDA \$435,000. Between 45-55 new patients per month. Real estate opportunity for free-standing building. Contact Kaile Vierstra with Professional Transition Strategies, kaile@professionaltransition.com or 719.694.83820. We look forward to hearing from you.

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

ILLINOIS PRACTICES FOR SALE: CHICAGO, BRIGHTON PARK – Five ops, expandable to eight. Street level storefront. Adjacent parking lot. Associate driven.

CHICAGO, EDGEWATER – Three ops at street level. Great city location with free parking. Fee-for-service and PPO. Low overhead. A great second or starter office.

CHICAGO, MT. GREENWOOD – Four ops, expandable. Street level storefront on a busy corner with ample parking. Fee-for-service and PPO. Seller can stay. Great signage and high visibility.

CHICAGO, NORTHWEST – Six ops. Beautiful build with abundant natural light. Fee-for-service and PPO. Seller can stay. Digital Pano.

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

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

DOWNERS GROVE – New. Data pending.

EVANSTON – New. Two ops expandable to three. Highly profitable. 100% fee-for-service. Great location. Lots of natural light. Must see to appreciate.

MELROSE PARK – New. Four ops at street level with ample staff and patient parking. Great visibility. Fee-for-service and PPO. Turnkey and ready to go.

LOMBARD – New. Data pending.

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

NILES – Four ops, expandable to six. Street level dedicated building and parking lot. Fee-for-service and PPO. Seller can stay. Immediate cash flow opportunity.

ROCKFORD – New. Eight ops in a standalone building with a parking lot. High collections. 100% fee-for-service. Beautiful and modern. High tech and digital. Won't find many like this on the market.

WOODRIDGE – Three ops in a street level storefront. Great access to I-355. Ample parking. 100% Fee-for-service. Low rent. Must see.

WORTH – Six ops, expandable. Corner location with parking. High collections. CBCT. Fee-for-service and PPO.

Specialists on staff. A rare opportunity.

CHICAGO DENTAL BROKER:

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

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

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

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

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

SOUTHWEST SUBURBAN: 1) Four-op giant doing over \$1 million, associates and specialists come in. Over 700 new patients, growing steadily, needs full-time owner and will be \$2 million. Real estate available. 2) Four-op starter doing \$250,000, all fee-for-service. Well-established, real estate also, great price.

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

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

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

ADS MIDWEST:

ADS Midwest - ENDORSED by ISDS. Contact Peter J. Ackerman, CPA, CVA at 312.240.9595

peter@adsmidwest.com or adsmidwest.com.

Sellers needed. Never have values been higher.

Call for a free consultation if you are considering a transition or sale.

PERIO – Northwest suburbs. Real estate available.

ORTHO – Highly desirable Chicago neighborhood, \$1million fee-for-service and growing. ORTHO – North suburbs, \$700,000 in fee-for-service collections. Seller would stay.

ORTHO – Western suburbs, \$1 million high tech, high net.

ORAL SURGERY – Western suburbs \$1.6 million.

CHICAGO LOOP – \$850,000, fee-for-service, three digital ops, five plumbed. Price reduced.

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

NORTHWEST SUBURB – \$1 million collections, implant based, real estate for sale, seller would stay.

SCHAUMBURG – \$1 million, five digital ops, 50 percent overhead, all specialties referred.

NORTHWEST SUBURBS – \$500,000, fee-for-service/PPO, CEREC, 3.5 days per week, high profit.

BUFFALO GROVE – \$300,000 on three days, real estate available. Price reduced.

CRYSTAL LAKE – Four ops, \$100,000 practice, \$140,000, real estate. ROCKFORD – \$1.8 million collections, fee-for-service, free-standing building.

NORTH SHORE – \$1.7 million fee-for-service/PPO, CBCT, CEREC. Beautiful.

NORTH SUBURBS – \$450,000, fee-for-service/PPO, beautiful, price reduced.

LIBERTYVILLE – \$300,000, fee-for-service, highly visible free-standing building.

NEAR WESTERN SUBURBS – \$350,000 fee-for-service/PPO, three-plus ops, priced to sell.

NEAR WESTERN SUBURBS – \$1 million-plus collections, free-standing building.

SOUTHWEST SUBURB – \$600,000, ideal strip center location. NAPERVILLE – \$1.25 million, pending.

FAR WESTERN SUBURB – \$2.5 million. Sold.

SOUTHWEST SUBURB – \$640,000, pending.

FAR SOUTH SUBURB – \$1.2 million, pending.

JOSEPH ROSSI & ASSOCIATES PRACTICE SALES GROUP:

Your Healthcare Real Estate and Practice Advisors. Contact Jerry West or George Bozonelos, MBA at 716.936.3081 or 630.440.4644, info@jrossiandassociates.com. <https://www.jrossiandassociates.com/opportunities/>.

PEDIATRIC – DuPage County – \$970,000. Highly desirable community. Flexible transition.
PERIO – Lake County, \$550,000, Very profitable part-time schedule.
ORTHO – Western suburb, \$255,000 collections with real estate, six chairs, 3,800 square feet.
AURORA – \$600,000 with real estate, sold.
AURORA – \$350,000 on 2.5 days, low overhead, office condo, perfect merger opportunity.
BARRINGTON – \$550,000, six ops with real estate.
BELMONT/CRAIGIN – Three ops, perfect starter practice, standalone building with parking, asking \$125,000, bring offers.
BOLINGBROOK – Four ops, retail with parking, asking \$95,000, perfect starter, motivated seller.
BLOOMINGDALE – Four ops, \$400,000 collections, low overhead, motivated seller.
CARPENTERSVILLE – \$225,000, sold.
CHICAGO (6067 NORTHWEST HIGHWAY) – \$650,000, HMO, freestanding building for sale or lease.
CHICAGO LAKEVIEW/LINCOLN PARK – \$1.4 million, 12 ops, ample parking, associates can stay.
CHICAGO LOOP – \$580,000, six ops, PPO/fee-for-service, well-established, great location.
CHICAGO MIDWAY – \$850,000 and growing fast, parking, five ops,
CBCT. CREST HILL – Six ops, beautiful space, grocery-anchored location, priced below replacement cost.
DOWNTOWN CHICAGO – Over \$3 million and growing every year, six ops, fee-for-service, hygiene booked out 6 to 12 months, high-end, great location.
ELGIN – \$1,000,000 with real estate, sold.
ELMHURST - \$300,000, five ops, great starter practice, low overhead.
ELMWOOD PARK / RIVER FOREST - \$407,000, three ops, Great starter or merger.
EVANSTON – \$550,000, four ops, fee-for-service, high-end, standalone building with parking for sale or lease.
GLENVIEW – \$710,000 with real estate, sold.
GLENVIEW – Three ops room for four, brand new build-out. Great location.
GURNEE – \$700,000, six ops, PPO/fee-for-service, Beautiful build-out, great hygiene, family practice. Seller will stay.
HINSDALE – \$600,000, sold. HOMER GLEN – Three ops, great retail location.
INDIANAPOLIS – \$375,000, four ops, PPO/fee-for-service, High-tech, building with parking for sale or lease.
JOLIET – 10 ops, new modern build-out, great location. Real estate available.
JOLIET – Six ops, \$550,000 collections, retail, pending.
KANKAKEE – Three ops, real estate available, great starter practice, priced reasonably.
LAKE COUNTY – \$1 million, four ops, heavy Medicaid, great location.
LAKEVIEW - \$690,000, four ops, fee-for-service, flexible transition.
LISLE – \$700,000, sold.
MUNDELEIN – \$1.1 million, grocery-anchored location, six ops, associates can stay.
NAPERVILLE – \$500,000, five ops, pending.
NAPERVILLE – Grocery anchored, sold.
NAPERVILLE – \$578,621, 7 ops, PPO/fee-for-service, amazing standalone building for sale.
NAPERVILLE – \$500,000, six ops, great location, new modern build-out.
NAPERVILLE – Dental real estate, six chairs, 3,800 square feet.
NORRIDGE – \$700,000, seven ops, pending.
NORTHBROOK – \$330,000, pending.
ORLAND PARK – \$300,000, three ops room for four, great location, perfect starter practice, motivated seller, make an offer.
ORLAND PARK – Four ops, 1,800 square feet, take over the lease and it's yours.
PALATINE – \$505,000, three ops, retail center.
PARK RIDGE – \$600,000, sold.
PERIO – NORTH SUBURBS – \$600,000, low overhead, strong referral base, flexible transition.
RIVER FOREST– \$300,000, perfect for merger. Month-to-month lease. Motivated seller.
ST. CHARLES – \$600,000, fee-for-service, Delta Premier, great location, modern build-out.
VALPARAISO, IN – \$460,000, PPO/fee-for-service, five ops, beautiful standalone building for sale or lease. Seller will stay.
WEST CHICAGO – \$230,000, four ops, new build-out, retail center, CBCT, pending.
WESTERN SUBURBS – Storefront location with real estate. \$200,000 on 2 days, two to three ops.

PRACTICE OWNERS: Call for a free valuation! Can't find a practice to purchase? We'll help you build one. Call us today.

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.

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

NORTHWEST SUBURBS, CHICAGO – Very desirable two-op, fee-for-service, \$200,000-revenue location, perfect for first/satellite office. Good growth potential as doctor chooses to work around 25 hours per week plus takes eight weeks vacation. #IL159

PRACTICES FOR SALE: ddsmatch Chicago, please contact Rex Plamann at 1.855.546.0044 or email rplamann@ddsmatch.com. Website www.ddsmatch.com.

NORTHBROOK/GLENVIEW – State-of-the-art, modern practice, insurance and fee-for-service mix, up to five operatories, \$1.4 million collections.

WEST SUBURBS – Modern, four operatories, \$650,000 collections, real estate offered, 100 percent fee-for-service.

ROCKFORD – 100 percent fee-for-service, up to six operatories, leased, \$625,000 collections, attractive neighborhood.

BARTLETT – Three operatories, great location, DuPage County, \$200,000 collections.

NORTHWEST INDIANA – Four operatories, \$500,000 collections, real estate offered, good location.

NORTHWEST INDIANA – Pediatric practice(s), pending sale. PRACTICE OWNERS: Transition on your terms. Inquire today as to how our trusted transition process can facilitate your successful transition. Call Rex Plamann, ddsmatch Chicago at 1.855.546.0044 or email to rplamann@ddsmatch.com.

SPACE SHARING

OUTSTANDING SPACE SHARING

OPPORTUNITY: Stop the insanity of crippling office overhead. Reduce your overhead and risk. Increase bottom line profit and income. Space share in my state-of- the- art, 100% digital, CBCT and microscope equipped, west suburban dental office conveniently located close to I-88,I-355, and I-55. If you are a new dentist looking for an "incubator" to start a new practice, and established dentist looking to share space, supplies, and employees, or a retiring dentist looking for a low overhead way to see family and friends, or a specialist, this is a great opportunity.

LOOKING TO PURCHASE

LOOKING TO PURCHASE FIVE-PLUS OP PRACTICE in the North Shore area (Evanston, Winnetka, Northbrook, Wilmette, Highland Park, Glenview, Glencoe, etc). Experienced dentist (not DSO) looking to purchase existing, established practice with five-plus ops with production of about \$1 million. Contact pattanids@gmail.com.

OPPORTUNITIES

GENERAL DENTIST ASSOCIATE/PARTNERSHIP: Seeking GP for three days a week, Office owned/shared by orthodontist, fully equipped with brand new dental chairs, four ops, digital radiography, pan/ceph. Medicaid/PPO office, compensation based on collection, 45 percent. Space sharing option available. Contact at northavepractice@gmail.com, 631.220.7839.

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.

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.

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.

PEDIATRIC DENTIST: Western suburbs. Busy, multi-specialty office looking for a part-time pediatric dentist one to two days per week. Please email resume to dentaljobssds@gmail.com.

DENTAL DREAMS

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

PAID AND VOLUNTEER OPPORTUNITIES FOR DENTAL PROFESSIONALS: DuPage County Health Department is opening a drive-up COVID-19 testing site in Wheaton. DCHD is looking for individuals to collect data, provide instructions on how to self-administer the swab and to provide instructions on next steps once they get the results. Bilingual Spanish is preferred. PPE and training will be provided. The site is expected to run Tuesday to Saturday each week. If you are interested in learning more about these opportunities, please fill out the quick and easy online form. Paid positions are available. <https://www.dupagehealth.org/633/covid19-volunteer>.

ORTHODONTIST AND GP ASSISTANT, NAPERVILLE: Established multispecialty office looking for part-time orthodontist and assistant with GP experience. Come join our dynamic team. dentalavailability@yahoo.com.

OUTSTANDING OPPORTUNITY: Family Dental Care is a dental group owned by dentists (over 150 employees) and is expanding and seeking general dentists, specialists and residents. Currently 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. <http://www.familydentalcare.com>.

LOVE WHERE YOU WORK, JOIN SHINING SMILES: Shining Smiles seeks full-time or part-time associate for our office in Naperville. Beautiful new office with great income potential and an awesome work environment. Check out our website www.shiningsmiles.com and come work with the best. Send resume to milad312@gmail.com.

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

WESTERN SUBURBS, GENERAL DENTIST NEEDED: Busy, multispecialty practice looking for a part-time to full-time GP. Very high earning potential. Long term opportunity. Looking to hire ASAP, please email dentaljobssds@gmail.com with resume.

POSITIVE ENERGY AND CHANGING LIVES EVERY DAY: Successful dental practice in the southwest suburbs looking for enthusiastic dentist with high standards to take over productive schedule. Proven systems and best team in place. Multispecialty. Latest technology. Spanish a plus. No corporate red tape. Ownership potential after associateship. Please email highpointdental5x@gmail.com. Look forward to meeting you.

ENDODONTIST NEEDED PART-TIME: Endodontist needed for our office near Oak Brook. Large referral base in place. Practice in our fabulous office space with our wonderful team. Competitive compensation. Send CV for consideration to dental2848@gmail.com. Equal opportunity employer. We are looking for a qualified, motivated, ambitious endodontist to join our team.

ASSOCIATE/OWNERSHIP OPPORTUNITY IN NEAR NORTHWEST SUBURBS: Seeking general dentist for associate to ownership, or immediate ownership opportunity. Active, well-established family practice in a clean, up to date office with room to grow. A great chance for a dentist interested in practice ownership. Submit inquiry and CV to gendent2020@gmail.com.

SEEKING ASSOCIATE: Southwest suburban office seeking an associate. Established practice with PPO and cash patients only. Great location. In a medical building with plenty of parking. Contact us at drthomaskoludrovic@gmail.com.

GENERAL PART-TIME/FULL-TIME DENTIST NEEDED: Part-time/full-time general dentist needed to join our state-of-the-art practice located in southwest suburbs, very relaxed friendly working environment. New grads welcome. Routine endo/oral surgery experience required. Interested candidates, please email hpchhamed@gmail.com or fax resume to 630.960.9352.

ORAL SURGEON NEEDED: Once a week, northwest suburbs. Great established patient base with trained oral surgeon assistants, full schedule one day a week. Turn key, everything needed for a smooth transition. High income potential and daily minimum. Please email resume to hpfdentistry@gmail.com.

DENTAL AUXILIARY PLACEMENT SERVICE:

Providing staffing solutions for permanent or temporary needs for Dental Practices.

- Dentists
- Registered Dental Hygienists
- Chairside Assistants
- Receptionists/Office Managers
- Exhibitor Booth Personnel

p: 847.696.1988.

e: info@daps-inc.com.

www.daps-inc.com.

DENTOLOGIE SEEKING POSITIVE, OUTGOING, FULL-TIME GENERAL DENTIST:

Full-time associate general dentist. Seeking a smart, outgoing and friendly associate general dentist to join our team at Dentologie for our practices in the South Loop and Streeterville and Bucktown. We are a large practice averaging 600-700 new patients/month.

Seeking practitioners who are flexible, team-oriented, and focused on the patient experience. Must be comfortable in all phases of general/cosmetic dentistry, molar endodontics and some surgical experience. Awesome "think tank" mentorship atmosphere. One year clinical experience.

Contact Dr. K at drk@dentologie.com.

NORTHWEST INDIANA ASSOCIATE DENTIST:

General dental office is growing and needs to add an associate dentist to its high-morale and highly productive team. The right candidate will be motivated and caring, a life-long learner and dedicated to providing exceptional dental care. Fee-for-service, no weekends, full-time or part-time, potential for partnership or buy-in. drval@maplecitydentistry.com.

FULL-TIME DENTISTS WANTED – CHICAGOLAND OFFICES: Gain lots of experience in a digital, chart-less 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.

RDH/PROJECT COORDINATOR: The Dental Center of the Advocate Illinois Masonic Medical Center is using grant funds to develop a program to integrate oral health and medicine. We are seeking a registered dental hygienist with a strong interest in program development, public health outreach and care coordination to assume the lead role. The RDH will facilitate development of prevention and education programs, standardize care pathways and teaching experiences for pediatric and family medicine residents, and coordinate care for children in need of treatment. The RDH/Project Coordinator will be based at the Dental Center of AIMMC and travel to other sites for coaching and meetings. Prefer someone who is bilingual in English and Spanish. Please contact Steve Swanik, MPH-PHI, steve.swanik@advocatehealth.com for details about the position.

ORTHODONTIST AND GP ASSISTANT, NAPERVILLE: Established multispecialty office looking for part-time orthodontist and assistant with GP experience. Come join our dynamic team. dentalavailability@yahoo.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/chart-less offices. Malpractice insurance paid. New grads welcome. No HMOs. 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.

ASSOCIATE DENTIST: Tru Family Dental has extraordinary opportunity in Beecher. Fully digital, newly remodeled office. Benefits include medical, malpractice, 401(k), equity option and CE. Email mbeatty@trufamilydental.com. Transform lives with us.

DENTAL DREAMS

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

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.

ASSOCIATE/OWNERSHIP OPPORTUNITY IN NEAR NORTHWEST SUBURBS: Seeking general dentist for associate to ownership, or immediate ownership opportunity. Active, well-established family practice in a clean, up to date office with room to grow. A great chance for a dentist interested in practice ownership. Submit inquiry and CV to gendent2020@gmail.com.

GENERAL DENTIST WANTED FULL-/PART-TIME AT OUR MIDWAY OFFICES: Our busy, state-of-the-art dental offices are located in Chicago by Midway airport area. Looking for a hard-working dentists to join our team. We have our establish patient base and is an excellent opportunity for the right individuals. Please email resume to lcchae198@aol.com

GENERAL DENTIST NEEDED IN LINCOLN PARK: Looking for a caring, enthusiastic general dentist for maternity leave in a beautiful, new Lincoln Park private practice. Experience is preferred, but not required. The position is three days per week starting September 2020 with great potential for future long-term position. Please email your resume maternitycoverage20@gmail.com.

TINLEY PARK, ASSOCIATE POSITION: Full-time associateship position available. Ownership opportunity. 100 percent fee-for-service, with a long-tenured, highly skilled team and wonderful patients. Practice in a beautiful office the way you have always imagined you would. Email resume jplescia@e-ppc.com, 630.890.6074.

ASSOCIATE GENERAL DENTIST: Freshworks Dental Studio is hiring. We are seeking a part-time general dentist who can lead to a full-time role if desired. We are a digital, high-tech practice, with an established patient base. We seek a compassionate, quality oriented individual to join our amazing team. Please visit www.freshworksdental.com for more information and submit your resume to drkitchens@freshworksdental.com.

PART-TIME GENERAL DENTIST: Looking for part-time/full-time general dentist for beautiful, state-of-the-art dental office located in Algonquin. PPO/fee-for-service patients and experienced staff with all high-tech equipment. drdentalcare.com, email at shakdds@gmail.com.

GENERAL DENTIST NEEDED State-of-the-art office looking for general dentist, office located in far west suburbs. Great compensation, daily minimum guaranteed, highly trained staff, paid malpractice insurance. No corporate red tape. Please email resume westdentaljobs@gmail.com.

FULL-TIME GENERAL DENTIST NEEDED IN WHEELING: Well-established office in Wheeling looking for general dentist. Latest technology including digital X-rays, iTero, microscope. Minimum guarantee. Highly trained support staff. Mixture of fee-for-service, PPO, Medicaid. Please email CV to nextdentalcenter@gmail.com

PEDIATRIC DENTIST OPPORTUNITY, CRYSTAL LAKE: First Smiles Dental & Braces is hiring a pediatric dentist for our busy office. Generous base salary plus adjusted production bonus. Healthy mix of PPO/fee-for-service. Full benefits, including 401(k) match, for full-time employees. Send CV to recruiting@uniteddentalpartners.com.

PEDIATRIC DENTIST OPPORTUNITY, NORTHWEST INDIANA: Children's Dental Center in Merrillville, IN, is hiring a full-time pediatric dentist for our busy pediatric office. Generous base salary plus adjusted production bonus. Healthy mix of PPO/fee-for-service/Medicaid. Full benefits, including 401(k) match, for full-time employees. Send CV to recruiting@uniteddentalpartners.com.

EXCELLENT FULL-TIME DENTIST OPPORTUNITY IN NORTHWEST SUBURBS: Full-time dentist wanted for a busy, established practice in McHenry County. This practice has been a part of the community for decades, and provides a hard-working dentist the opportunity to take over and lead a practice from a successful husband and wife dentist duo. In addition to a position with great income potential, it also offers medical insurance, 401(k), liability and disability insurance, and CE/mentorship opportunities. If you are interested in learning more about the position, please reach out at 1699dental@gmail.com.

PART-TIME/FULL-TIME DENTIST: Universal Dental Clinics looking for both part-time and full-time associate dentists. Multiple locations. Please email your resume to raya@udclinics.com or call Raya at 201.423.3203.

FULL-TIME GENERAL DENTIST IN HYDE PARK: Immediate opening. Everybody says this is an amazing opportunity, incredible team, state-of-the-art equipment. That is all true. Come check out why we might be the right fit for your long terms goals. Our practice same location for 70 years. In the heart of Hyde Park. I look forward to hearing from you. Please send resume to loukauf@gmail.com.

GENERAL DENTIST, NORTH SUBURBS: Dentist needed for restorative and exams for a private startup dental hygiene clinic, north suburbs. Part-time to start. Semi-retired is OK. Text 847.276.8409.

ORTHODONTIST NEEDED IN LAKEVIEW, CHICAGO: Seeking a board certified orthodontist for a busy office in the Lakeview neighborhood. Solid patient base. Competitive pay. Send your CV for a great opportunity. orthodontistneededchicago@gmail.com.

GENERAL DENTIST, SOUTHWEST SUBURBS: Busy family practice operated over 40 years. Located in Orland Park. Seeking general dentist to take over immediately with an option to buy. Great opportunity for a motivated, hard working, caring general dentist. Looking to hire ASAP. Please email drottotor@comcast.net.

AMAZING ASSOCIATE DENTIST OPPORTUNITY: Fantastic opportunity 25 minutes from downtown Chicago for a motivated dentist looking to be a single doctor in a five-op fully renovated and digital practice, potential for great compensation and growth. Please email your resume to jobsareo@gmail.com.

PART-TIME/FULL-TIME GENERAL DENTIST IN NAPERVILLE: Seeking dynamic, friendly general dentist who can do variety of procedures and is looking for a long-term satisfying position. Digital, state-of-the-art office with PPO/fee-for-service patients and experienced staff and hygienists. Please email resume to dentalpointe@gmail.com.

ASSOCIATE DENTIST: Fantastic opportunity for a new or an experienced dentist to come work at a well-established office in far northwest suburbs of Chicago a few days a week. Solid patient base, newer equipment and supportive staff along with excellent compensation per diem. Please send resume to dentalfortune@gmail.com.

LOOKING FOR AN ENDODONTIST:

Looking for an endodontist for our modern, digital office in Bucktown neighborhood of Chicago. Prefer someone two days a month. Flexible on the days. Please email nkdds29@gmail.com.

GENERAL DENTIST NEEDED: State-of-the-art office looking for general dentist for office located in Chicago. Great compensation, daily minimum guaranteed, highly trained staff, paid malpractice insurance. Email resume westdentaljobs@gmail.com.

GENERAL DENTIST: Looking to hire a general dentist looking for part-time leading to full-time position. Digital, state-of-the-art office in Edison Park Chicago, with PPO/fee-for-service patients and experienced staff. Minimum two years experience. Send resume to adinadmd@yahoo.com.

FAR WESTERN SUBURBS:

Dentist needed immediately Tuesdays and Thursdays. Friendly, welcoming attitude is necessary. Must be able to have conversation with patients. Please send salary requirement with resume to jsambaker@aol.com to be considered.

BUSY PRACTICE IN HUNTLEY LOOKING FOR AN ASSOCIATE: Our busy five-doctor PPO/fee-for-service family practice is looking for an associate dentist to replace our retiring associate. Two to three days/week, must be available some Saturdays. smileteam@centurydental.net or 847.669.4771.

ENDODONTIST NEEDED PART TIME:

Looking for an endodontist to work with us at our Loop and Lincoln Park locations. smilesonmichigan@hotmail.com.

WISCONSIN, GENERAL AND SPECIALTY OPPORTUNITIES:

Consider joining Wisconsin's largest family-owned dental practice and becoming the newest provider within one of our 14 clinics! For more information, contact Kelly Doheny at kdoheny@dentalassociates.com.

HIGH INCOME GENERAL DENTIST,

IMMEDIATE OPENINGS: Perfect opportunity for those who consider themselves hardworking, reliable, professional, focused on patient satisfaction with emphasis on clinical quality and efficiency. Not the position for the timid/apprehensive, resistant/defensive who do not work well in a team or as a leader. Not for those with a poor attitude. Here you will get all the knowledge/guidance as well as staff/supplies/clinical support to provide competent molar endo, impacted 3rds, comprehensive ortho, multi-unit prosthodontics. See approximately 10 patients per day earning over \$1,000 per day majority fee-for-service/one PPO/PVT. No adult Medicaid. All offices have been open, never closed due to fear. Have full-time and part-time immediate availability. Prefer at least one year experience, most important factor is your potential. Must have some work experience. Looking for 4317 S. Ashland, 4641 W. Diversey, 6930 S. Pulaski. www.precisiondentalchicago.com. Email precision4317@gmail.com today. Thank you.

ASSOCIATE DENTIST/POSSIBLE

PARTNERSHIP: Multi-discipline dental office in Northwest Indiana is looking for an associate dentist/possible partnership (with the probability for a buy-in after one to two years) to join our team immediately. Our office is up to date with the latest technology and established with a high patient count in addition to 75-80 new patients per month. All applicants will be required to see patients 2.5 days per week. Only serious inquires please. dentistryone@yahoo.com.

ASSOCIATE GENERAL DENTIST

OPPORTUNITY: Our established, privately owned practices are looking for a full-time and part-time general dentist, (new graduate welcome) for our south Chicago Heights dental team. Our offices are paperless and digital, we have trained staff ready to welcome you to our dental family. We participate with most major insurance plans, and we also accept fee-for-service patients. An ideal candidate will be friendly and passionate about dentistry and goal focused. Please email your resume to icyangdds@yahoo.com.

ENDODONTIST NEEDED IN WESTERN

SUBURBS: Looking for a caring, enthusiastic endodontist for a beautiful and state-of-the-art practice. for two to three days per month starting July 2020 (Long-term candidates only). Please email your resume and your contact details to thefamilydentalgroup@gmail.com.

ORTHODONTIST NEEDED NEAR O'HARE:

Our well-established general practice is seeking an orthodontist for our Lawrence/ Cumberland location. Treat your own patients and in-house referrals, make your own schedule. 3D Cone Beam and Ceph X-rays in office. Email your resume to janeta@att.net.

SUMMER OPENINGS AT WEBSTER DENTAL

CARE: At Webster Dental we make safety our number one concern. We have door screening, proper PPE and HEPA-UVC air filtration among other things. We have the following openings for the coming weeks: General dentists in Sauganash, Portage Park, Berwyn, La Grange Park, Skokie and Schaumburg. Endodontists (part time): Schaumburg, Portage Park and Sauganash. Pedodontist (part time): Schaumburg and Edison Park. Send your resume to Dr. Steve Rempas at drsteve@webster.dental.

FULL-TIME, PART-TIME GENERAL DENTIST IN

FRANKLIN PARK: We are seeking a full-time or part-time (minimum three days), motivated and quality oriented general dentist for our busy, and growing practice located in Franklin Park, (a few minutes south of O'Hare Airport). Excellent support staff, amazing work environment and great compensation. Email dentist1@myntdental.com.

FULL-TIME ASSOCIATE DENTIST OPPORTUNITY IN CHICAGO:

Established, busy, digital family practice with six ops looking for associate dentist to join the team. Well-trained staff, new equipment and technology. Established patient base with fee-for-service, PPO and Medicaid insurances. Potential for great compensation of \$180,000 or more per annum. Free CE and mentorship opportunities. Paid vacation. H1B Visa and green card sponsorship offered to a right candidate. dentalclinic333@gmail.com.

GENERAL DENTIST, POTENTIAL TO MAKE \$350,000 A YEAR: Sign-on bonus and minimum guarantee. Mynt Dental is looking for a motivated and quality oriented general dentist, to join us in our modern, busy and growing practice. We offer sign-on bonus, minimum guarantee, with potential to make more than \$350,000 per year depending on how many days you work. The practice is located in Mount Pleasant, WI, less than one hour from Chicago suburbs. This is only 6 minute from the Amtrak Station, which allows an easy train ride, 40 minutes from Glenview or 1 hour from Downtown Chicago. For Illinois dentists with an active license, we will cover the cost of your Wisconsin licensing. Please email dentist2@myntdental.com.

ASSOCIATE DENTIST: Busy five-op paperless office in Brookfield is looking for a friendly, motivated dentist to join our great team two to three days per week. Fee-for-service/PPO/Medicaid patients. Perfect opportunity for someone looking for long term commitment and growth. Please send your resume to ddsresume1@gmail.com.

EXCELLENT PART-TIME DENTIST OPPORTUNITY IN AURORA: Successful family practice in Aurora is looking for a second part-time dentist to join their team. This established Fee-for-service/PPO office is in a growing area of Aurora and has been a part of the community for decades. In addition to great compensation, the position offers mentoring, CE, and a benefits package. If you or someone you know are interested in learning more about the position, please email 1699dental@gmail.com.

PART-TIME PERIODONTIST WANTED: Multispecialty office in the south suburbs is seeking a periodontist to join our team 1one to two days per month. We offer competitive pay and a great work environment. Please email resume to familysmiles91@gmail.com.

ASSOCIATE DENTIST OPPORTUNITY: Associate. Want to earn \$180,000 in your first year as an associate in our growing practice? Apply today to join our team. Contact us at 847.327.3189 to set up an interview. Submit your resume to sbdcds@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 CV to Dental Clinic of Marshfield, P.O. Box 929, Marshfield, WI, 54449, Attn: Mr. Neil Armitage or call 715.387.1702 or email neil.armitage@dentalclinicofmarshfield.com for additional information.

PART-TIME ENDODONTIST NEEDED IN NORTH SHORE: Our endodontist is retiring, so we are looking for an energetic individual to replace him for one day a week at our busy multispecialty dental practice in our North Shore office. We have a brand new, state-of-the-art, attractive office with the latest technology. We pay immediately upon your production. Please email resume to vhdental6945@sbcglobal.net.

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. <http://www.familydentalcare.com>.

GENERAL DENTIST NEEDED in the far Northwest Suburbs in a friendly, family-oriented, non-DSO setting. Established, yet newly renovated digital practice. Daily guarantee plus a percentage of collections. No HMOs. Mentorship possible. If interested, please send resume to perfectdental@zohomail.com.

ASSOCIATE GENERAL DENTIST, PART-TIME: Associate general dentist needed for busy and growing private downtown Glen Ellyn dental practice. Fee-for-service and a couple PPOs accepted. Part-time hours, Wednesdays 7:30 a.m. to 2 p.m. and three Fridays per month 7 a.m. to 1 p.m. Possibility of more hours in the future. Compensation to be discussed. Please send resume to dentalge@comcast.net.

ENDODONTICS PRACTICE LOOKING FOR FULL-TIME ASSOCIATE: State-of-the-art endodontic practice near north Chicago suburbs looking for a full-time endodontist. Please respond with resume to dentalofficechicago@gmail.com.

GENERAL DENTIST OPPORTUNITY: Our family-oriented clinic is looking for full-time/part-time GP. Great opportunity for an experienced, self-motivated, reliable professional with emphasis on quality and efficiency. All digital and paperless. Must be familiar with Dentrix. Minimum two years of experience. newsmile88@aol.com.

ASSOCIATE NEEDED: Well-established comprehensive general dentistry practice northwest side of Chicago. PPO and fee-for-service. Looking for skillful personable clinician. Send resume ddsteamnumber1@gmail.com.

GENERAL DENTIST: Part-time/full-time general dentist associate position available. High paying. Very productive offices in Joliet and Morris Please email resume to lombarddentistry@yahoo.com.

ASSOCIATE NEEDED FOR NORTH EVANSTON PRACTICE: Established general dental practice looking for an experienced dentist to work in our fee-for-service office. Tuesday - Thursday 8 a.m. - 3 p.m. Please send resume to akienstra@comcast.net.

ASSOCIATE NEEDED: Associate position available in a well-established office in Calumet city. Well-trained and friendly staff. The office is digital and has a CBCT. PPO and Medicaid. besmadi@yahoo.com.

MILE SQUARE HEALTH CENTER SEEKING TO HIRE A PART-TIME DENTIST at our L.P. Johnson-Rockford clinic. This position will work three days a week at our L.P. Johnson-Rockford clinic. The dentist will provide clinical dental care within the scope of license and credentials at Mile Square Health Center (MSHC) clinics in conformance with approved clinical protocols and guidelines. Requirements include: degree from accredited dental school; current State of Illinois dental license; current DEA license; eligible for University of Illinois College of Dentistry privileges. Salary and benefits: UI Health offers competitive benefit packages, including vacation days, paid holidays, floating holidays, State University Retirement System, tuition waiver, tuition discount for dependents, and excellent medical, dental, and vision packages. To Apply: for consideration, please submit a complete application and supplemental resume by July 10, 2020. <https://jobs.uic.edu/job-board/job-details?jobID=132489&job=dentist-mshc-l-p-johnson-rockford>. The University of Illinois at Chicago is an Equal Opportunity, Affirmative Action Employer. Minorities, women, veterans, and individuals with disabilities are encouraged to apply. The University of Illinois may conduct background checks on all job candidates upon acceptance of a contingent offer. Background checks will be performed in compliance with the Fair Credit Reporting Act.

LUCRATIVE OPPORTUNITY:
General dentist wanted for busy north side Chicago office. Monday, Tuesday and every other Saturday preferred. Please have some private practice experience. We provide comprehensive care including molar endo, surgical extractions, pedo, etc. Office is established and appears new/modern – fully digital with well-trained, long-term, efficient staff. Compensation based on production. No HMO and no adult Medicaid. Please email resume to ilgeneraldentist@gmail.com.

LOOKING FOR AN ORAL SURGEON OR PERIODONTIST: Looking for an oral surgeon or periodontist to join our Bucktown office. Looking for someone two times a month and flexible on the day. Looking for someone with proficiency in implant placement and wisdom teeth extractions. We already have an established surgery program at our office for the last two years. We are fully digital and have a CBCT. Please email nkdds29@gmail.com.

GENERAL DENTIST: Part-time/full-time general dentist associate position available. High earning opportunity, PPO and cash pay office in Evanston. Easy and free parking. Ownership potential. Please email resume to gscrine@sbcglobal.net.

GENERAL PART-TIME/FULL-TIME DENTIST NEEDED: Northwest suburbs, looking for full-time or part-time dentist to join our team. Great working environment, busy, fee-for-service, PPO. No medicaid. Non-DSO, competitive pay with daily minimum. Please email resume to hpdpalatine@gmail.com.

ORTHODONTIST NEEDED, ORLAND: Orthodontist needed. Established general practice is seeking an orthodontist for our Bridgeview/Orland Park location. 3D Cone Beam and Ceph X-rays in office. Email asfourse@aol.com or call 708.415.0225.

ASSOCIATE GENERAL DENTIST, PEORIA:
Full-time associate dentist role with our affiliated Maple Shade Dental office in Dunlap, IL. Great earnings, full-benefits, CEs, relocation, and more. Experienced or new grads welcome. Email resume to bames@dentalcarealliance.com Learn more at www.dentalcarealliance.com.

ASSOCIATE DENTIST, PART-TIME: Growth opportunity for associate to partnership. Western suburbs location, new office, Flexible schedule. No nonsense. Send CV to dsltd3@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 CV to Dental Clinic of Marshfield, P.O. Box 929, Marshfield, WI, 54449, Attn: Mr. Neil Armitage or call 715.387.1702 or email neil.armitage@dentalclinicofmarshfield.com for additional information.

EXCELLENT PART-TIME DENTIST OPPORTUNITY IN AURORA:
Successful family practice in Aurora is looking for a second part-time dentist to join their team. This established Fee-for-service/PPO office is in a growing area of Aurora and has been a part of the community for decades. In addition to great compensation, the position offers mentoring, CE, and a benefits package. If you or someone you know are interested in learning more about the position, please email 1699dental@gmail.com.

PART-TIME ENDODONTIST NEEDED IN NORTH SHORE: Our endodontist is retiring, so we are looking for an energetic individual to replace him for one day a week at our busy multispecialty dental practice in our North Shore office. We have a brand new, state-of-the-art, attractive office with the latest technology. We pay immediately upon your production. Please email resume to vh dental6945@sbcglobal.net.

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IN-HOUSE ORTHO: Keep your orthodontic referrals in your practice. Orthodontist is available for part-time job. If interested please email amerdantics@gmail.com.

IN-HOUSE ENDO: Endodontist with more than 15 years of specialty endo private practice experience in Chicago area is available two to four days a month to provide endo specialty services to your practice patients. Compensation on 50% production. All expenses (staff, supplies and all needed equipment) to be provided by the practice. If interested please email Dr. Al-Sabek at fsabek@hotmail.com.

LOOKING TO PURCHASE

LOOKING TO PURCHASE A PRACTICE IN THE

LIBERTYVILLE AREA: I am a general dentist (not a DMO) interested in purchasing an existing practice in the Libertyville area. I would like to continue to grow my well-established and very successful family practice that is relationship driven. Fee-for-service with PPO mix. Transitioning into my practice is preferred but not essential. Any size practice with or without PPO will be considered. An all-cash deal may be available. Please contact my attorney, Richard Crane, at 847.279.8521 or rcrane@r-cranelaw.com for additional information.

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

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

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Heads or Tails?

Photo by DNY59/istockphotos.com

As I write this in late-May, my hope is that the COVID-19 crisis will be further in the rearview mirror as you read this in July.

So how did you spend your quarantine time?

For me it was some honey-dos, failed attempts with jigsaw puzzles, way too much television and always . . . reading; I even burrowed into *The Brothers Karamazov* for the umpteenth time. But I devised a new excuse for not finishing the tome; I read mostly in bed and the book is 900 pages long and heavy. That's my story, and I'm sticking to it.

What I did do was more worry about the future and what will it bring for my family, me and our profession.

The phrase, it's always dangerous to make predictions, especially about the future, has been around since the mid-1950s; it has many fathers including Mayor Richard J. Daley. However, the website, *Quote Investigator* attributes it to the distinguished Nobel for physics, Niels Bohr, who conjured it up in 1956. The phrase has been a staple of humorists, columnists, politicians and sundry plagiarists ever since.

The phrase by Bohr had the weight of science. The future is a random occurrence, not subject to predictability; just like flipping a quarter, each flip has the same 50/50 chance of turning up tails. Although I'm in complete agreement with the eminent scientist, I'm jumping right in with two feet with my own predictions for of the future.

The virus has made many people manifest a kindness, long hidden in some.

The media are rife with examples of our brave first responders risking their health to aid a person in need and people devising a drive-by to honor a graduate or a special birthday with beeping horns and displaying homemade banners.

There are stories of food banks and restaurants providing meals to those in need. Meanwhile your colleagues have donated

PPE to our dental schools and our society continues to provide up-to-date COVID-19 information at www.cds.org.

On a personal level, a guard at a super-mart waved me to the front of a line of customers waiting to enter and not one grumble from those behind me. I'm sure it was my good looks that won the day.

I refuse to believe that this outpouring of the best in humanity will evaporate.

As of this date, May 19, things are looking better for the health scene. South Korea has just announced that those with a second infestation of the disease were misdiagnosed; the tests identified dead coronas cells.

This is strong evidence that people cannot get the disease twice, and it suggests antibodies are formed by the body, advancing the viability of developing vaccines. All 50 states have relaxed their rulings, to some degree, on opening businesses.

Epidemics can have lasting good outcomes. Charles C. Mann in his article, "Pandemics Leave Us Forever Altered" in the June 2020 edition of *The Atlantic*, cites the example of Hong Kong on its management of the SARS epidemic in 2003. Three hundred residents died of the virus, but their quick enforcement of PPE utilization and quarantining stopped the virus in its tracks.

He closes his article with these words: ". . . it occurred to me that a possible legacy of Hong Kong's success with SARS is that its citizens seem to put more faith in collective action than they used to. I have met plenty of people there who believe that the members of their community can work together for the greater good – as they did in suppressing SARS and will, with luck, keep doing with COVID-19. It's probably naive to hope that successfully containing the virus would impart some of the same faith in the United States, but I do anyway."

So do I. ■

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Installation Date

Sunday November 8, 2020

The Evening

Welcome Reception at 6:15 pm

Installation at 7 pm

Gala Desert Reception at 8 pm

Where

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Oak Brook, IL 60523

2021 Officer Nominees

Dr. Dean P. Nicholas, President

Dr. Thomas F. Schneider, Jr., President-elect

Dr. Michael G. Durbin, Secretary

Dr. David B. Lewis, Jr., Vice President

Dr. Denise D. Hale, Treasurer



Dr. Dean P. Nicholas

CDS Officers election held during the Regional Meeting
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