

## 156th MIDWINTER MEETING

All-virtual dental conference makes CDS history

Treatment consultations should include Do Not Disturb parts  
Is anything in dentistry free?  
Little plans lack magic to inspire





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# Loren J. Feldner Leadership Award

On recommendation from the CDS Committee of Ethics and Special Issues, the CDS Board of Directors established the **Loren J. Feldner Leadership Award** in memory of our beloved colleague.

**DR. LOREN FELDNER'S LIFE** – not only his dental life – but also his personal life – defined what a leader is and should be.

The following description of leadership and leadership traits will be used as the criteria when nominating a candidate for this award:



- Leadership is the art of motivating a group of people to act toward achieving a common objective.
- A leader is someone who others look to, learn from and thrive with.
- A leader is proactive rather than reactive.
- A leader is someone who is visionary, confident, charismatic and inspirational.
- One of Loren's favorite quotes helps to define this: "If you're not at the table, you'll be on the plate."

The Loren J. Feldner Leadership Award will be presented annually at the CDS Installation of Officers to a member-dentist or a non-dentist who possesses the ethics, leadership, passion and spirit that Loren brought to the dental profession, his patients, organized dentistry and the dental community at large.

The award will feature an engraved statue and a \$500 donation in 2021 to the **Dental Lifeline Network Heroes Challenge Fund** donated in the recipient's name in honor of Dr. Loren Feldner.

It will be presented by the presiding CDS President and the Chair of the Ethics and Special Issues Committee.

## We are now accepting nominations

Email your nomination to Lennoore Cleary at [lcleary@cds.org](mailto:lcleary@cds.org).

Be sure to include the nominee's name in the subject line of your email.

**Submissions must be received no later than Sept. 17, 2021.**

### **NOMINATIONS MUST INCLUDE THE FOLLOWING:**

Nominee's full name, title and credentials

Nominee's mailing address, phone number and email address

Nominator's full name, title and organization affiliation (if applicable)

Nominator's mailing address, phone number and email address (you will be contacted via email)

Please describe in detail why this individual should receive the Loren J. Feldner Leadership Award

## Get your free 2021 Midwinter Meeting CE certificate

THANK YOU FOR ATTENDING THE 156TH MIDWINTER MEETING! You can now verify and print your CE certificates from our online portal at [www.cds.org](http://www.cds.org).

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(sequence number) found in your registration confirmation email. You also will need your 4-digit CE code provided at the end of each session.

For technical support, please email [CDScustomerservice@attregistration.com](mailto:CDScustomerservice@attregistration.com).

CE certificates for the 2021 Midwinter Meeting will be issued free of charge through May 31.

A \$35 fee will be charged thereafter.

### New licensure exam utilizes 3D models

The Joint Commission on National Dental Examinations stated Feb. 24 it has successfully implemented a new dental licensure examination, according to a report in the *ADA News*.

The Dental Licensure Objective Structured Clinical Examination (DLOSCE) utilizes 3D models to assess dental licensure candidates' clinical judgment and skills without involving patients.

The new exam was described by the joint commission in the *ADA News* as a leap forward in new technology in the standardized assessment of "aspiring dentists."

Unlike the current clinical licensure examinations, DLOSCE does not need the candidates to perform procedures on patients. Patients are replaced by advanced 3D-models in a controlled virtual environment.

The new exam reduces exposure to COVID-19 as well as other pathogens for individuals involved in the examination.

In February 2017, the development of DLOSCE was approved by the ADA.

The use of DLOSCE was made available for use by dental boards when the joint commission approved a resolution to that affect in March 2020.

The joint commission reported that six states have adopted regulations that permit full or partial acceptance of the DLOSCE.

The joint commission is on record stating it believes that the DLOSCE helps dental boards protect the public health much more effectively than existing clinical licensure tools. ■

### Proposed changes to the CDS Constitution & Bylaws

Several changes in the Chicago Dental Society constitution and bylaws will be presented for approval by vote of attending members at the Regional Meeting scheduled for Sept. 22.

The proposed changes along with the current language can be viewed at [on.cds.org/C-B](http://on.cds.org/C-B).

The current language and proposed changes will also be printed in the May/June issue of the *CDS Review*. ■

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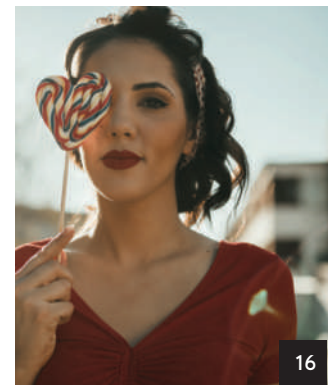
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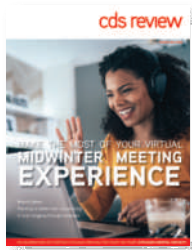
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## Licensure exams are still needed



After reading the Final Impression, “A Snail Slogging Through Molasses” by Editor Walter Lamacki in the December issue, I would like to point out several missing

details concerning dental licensure.

There is little doubt that the live patient exams have many problems as pointed out in the commentary.

However, it is no more unethical than allowing students to perform dentistry on their school patients.

The column states that by virtue of graduating from an accredited program, the candidate should be granted a license. We all know that not every dental student is blessed with good eye-hand coordination.

The licensure exams are the final assurance that those candidates are ready to practice. To grant everyone a license because their school says they are competent is like allowing the fox to watch the hen house.

The current pass rate of licensure board exams is around 95%, which begs the question who are these 5% that are not passing? Keep in mind that all dental schools are not the same, especially when you consider they are also testing foreign-trained dentists.

Each state has a board of dentistry, which is composed of dentists, hygienists and public members. These boards are given the task of granting licenses to new applicants to our state along with disciplining bad behavior reported by patients, staff or public. The only initial screening for these board members is to require a final exam given by one of four (third-party) regional testing agencies.

The COVID-19 pandemic has no doubt changed the way this process can move forward but the implementation of new Compedont teeth has all but eliminated the use of live patients for this exam. After the first year using these new lifelike teeth, the pass/fail is identical to live patient exams from the past without the so-called unethical issues.

The job of your board would be severely compromised by eliminating these final exams and allowing anyone with a dental degree from any school to practice in our state.

It is our mission to protect the citizens of the state and our profession. Without these exams, our mission would be much more difficult.

— John Williams, DDS, Moline

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## Richard Perry was our West Side brother

It is with great sadness that I share thoughts about the passing of Richard Perry, DDS.



Clark Stanford, Dean of the University of Illinois at Chicago College of Dentistry (UIC), recounted the following accomplishments:

Dr. Perry was a 1968 UIC graduate.

He served on the UIC faculty from 1971 to 2000, where he was a clinical associate professor of Restorative Dentistry, clinic director, and then as associate dean for Clinical Affairs.

He received several Golden Apple Awards for teaching excellence. Dr. Perry earned the 1996 Dr. E. Lloyd Du Brul Faculty Achievement award, the 1997 Dr. F. William Towner Organized Dentistry Award, the 2003 University of Illinois Alumni Loyalty Award, and the 2012 Distinguished Dental Alumnus Award.

Dr. Perry served on the Board of Directors of Delta Dental of Illinois from 1999 to 2017. He was Chairman of the Board, 1999 – 2013. In his honor, Delta Dental of Illinois and the Delta Dental of Illinois Foundation established the Dr. Richard P. Perry Surgical Suite in the new Illinois Children's Healthcare Foundation Pediatric Dentistry Outpatient Care Center.

Dr. Perry served as Illinois State Dental Society president in 1996-97 and served CDS in many roles, including general chair of the Midwinter Meeting and West Side Branch director.

He served on the board of the Paul W. Clopper Foundation and board of dentistry of the Illinois Department of Registration and Licensure. He also was an examiner for the North East Regional Board of Dental Examiners and for the Central Regional Testing Services.

Organizations in which Dr. Perry held fellowships included: the Academy of General Dentistry, Pierre Fauchard Academy, Odontographic Society, International College of Dentists, and American College of Dentists.

Beyond the accomplishments enumerated by Dr. Stanford – and most importantly to the Chicago Dental Society and West Side Branch – he was a leader, educator, mentor, colleague and friend.

His special invocations at our West Side Branch meetings, his sense of humor, calm presence and guiding knowledge will all be missed. Personally, he held a special spot in my heart – having been a mentor, shoulder to lean on and, above all, someone who always encouraged me and believed in me.

With that thought, I am not alone. I will share a few comments from our West Side Branch members that truly embody Dr Perry.

Shafa Amirsoltani said: "Big loss to the dental community. We lost our mentor, advisor, leader and most of all a fine

human being. I will miss him forever."

Gary Alder said: "Leader, mentor, advisor, cheerleader, friend. Dick Perry was everyone's big brother. He gave freely of himself. If you needed advice, he gave it; if you needed encouragement, he gave it. If you needed a handshake and a smile, he gave it. He always brought joy and a prayer. I had the privilege of taking care of many of his patients as he tapered down and they all loved and admired him. I also gave him dental care, and he was enormously kind and gracious to me and my staff. Our condolences to Eleanor and family."

Kamal Vibhakar said: "Dick will be missed. Dentistry has lost a stalwart (of the profession)."

Brian Caraba said: "Uncle Dick Perry was in my life since I was a tot; I remember going to their backyard parties. Uncle Dick was a one of a kind and will be sorely missed. He was an excellent person that I adored. He was always there for others and will always be in my prayers."

Sharon Perlman said: "Our branch meetings won't be the same. I'll miss his special invocations and sense of humor, but most of all, his kindness. May his memory be a blessing."

As we will all miss Dr. Perry, his mark on dentistry will remain, and I am sure he will always be with us.

He will forever be our West Side brother.

– Michelle Jennings, DDS, LaGrange



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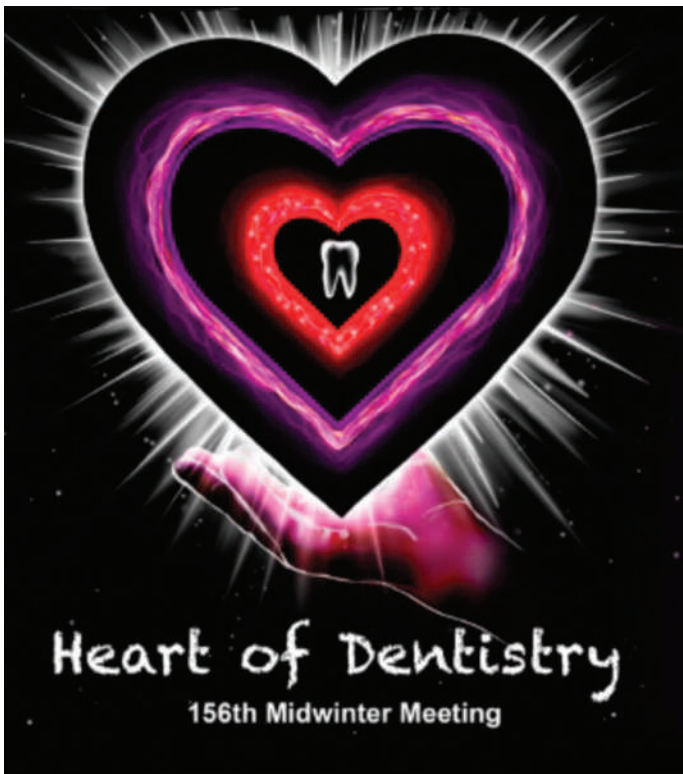
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# Reflections on the 156th Midwinter Meeting, “Heart of Dentistry”



**O**UR FIRST CHICAGO DENTAL SOCIETY VIRTUAL MIDWINTER MEETING HAS COME AND GONE. We have gradually begun to move forward with the new normal. Vaccines are gradually making their way into the mainstream. It looks like what we have always known in the operatory is now the new standard in life – masks.

While the theme *Heart of Dentistry* will always be associated with the virtual 156th Midwinter Meeting, never did I think that it would take on more meaning than it did. I can honestly say that I am extremely grateful that Celeste and I came up with not only the theme but the logo as well. It has always been personal for us! I asked, “What does *Heart of Dentistry* mean to you?” I am so appreciative and inspired by all those that wrote in. We continue to share what bonds us together – the heart!

I knew early on that the heart would be what I wanted to reflect in my theme. It has always been a strong presence in my life. I also knew that I wanted a logo that had more meaning than just a picture. This has been incredibly special to me, and I would like to share my interpretation of the logo with you.

First, let's start from the center. The tooth in the center represents the way we see teeth, like X-rays in black and white. It is in the center because it is the focus of our profession. The red heart is the most prominent representing your own heart. This is the heart that you live by and the one that guides your passion in life and dentistry. It also has 32 white dots to represent. . . well, you know!

Like Marshall Smulson told us in dental school: “The purpose of the heart is to pump blood to the pulp of the tooth.”

The purple heart and its interior represent the nerves, arteries and veins that run through the teeth themselves. The intertwining represents the bond that we have with our colleagues in dentistry. The final white heart and all the hearts together represent the many facets and specialties of dentistry. The rays outside of the heart represent a higher power, which is your personal inspiration and motivation in life. The hand together with the heart provides what you need to deliver dentistry to your patients. Finally, the stars in the background represent the many people that you encounter during your life that shine brightly on your journey.

It is not just a theme; it's my life. The HEART is also important to me because February is Midwinter Meeting month, Valentine's Day, heart month and my dad's birthday month. The many lessons my father taught me were always from the heart and are still with me today. Ironically, we were all born in a room with people wearing masks waiting for our arrival, as we were welcomed into this world of the unknown.

Although the room was noisy, the heartbeat is the loudest and has the greatest impact in life.

I wish blessings and health to all of you. ■



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# Heart of Dentistry

## 156th MIDWINTER MEETING WAS LIKE NO OTHER

by Joseph DeRosier

**T**HE 156TH CHICAGO DENTAL SOCIETY MIDWINTER MEETING – a three-day live event with an on-demand feature – was not what attendees were used to attending, but they still were able to take advantage of high-quality learning opportunities, camaraderie and exposure to the latest in dental technology and services.

With the theme of *Heart of Dentistry*, CDS President Dean Nicholas presided over a virtual event with live lectures and an open Exhibit Hall accessible online for three days, Thursday – Saturday, Feb. 25 – 27. The meeting continued March 1 – 15 for on-demand lectures and exhibit visits.

Registration continued to be open during the on-demand portion, with those who could not participate during the live meeting getting a chance to take advantage of the 117 lectures, 12 Corporate Learning Theater presentations and access to more than 140 exhibitors.

“We spent a lot of time preparing for an in-person event and switched to a virtual event so it was a difficult adjustment,” Dr. Nicholas said. “The entire staff had to fill roles outside their comfort zone and put together a program of speakers and exhibitors that CDS is known for.”

That adjustment meant switching gears from planning an in-person event, which has been held at McCormick Place West and annually attracts nearly 30,000 people

to Chicago, to a virtual event, which participants didn’t need to travel to, but they also didn’t have a chance for face-to-face interaction.

Dr. Nicholas said the virtual event magnified the importance of the meaning behind the meeting’s theme of Heart of Dentistry to all involved.

It was difficult not to see everyone and give them a hug during the meeting, he said, but the virtual aspect put a greater emphasis on the value of communication and social media, especially when trying to reach younger generations of dentists.

“I wanted to bring warmth and personal contact to the speakers and exhibitors in this distant format, but no

### REGISTERED ATTENDEES

|                                      |              |
|--------------------------------------|--------------|
| Dentists.....                        | 2,833        |
| Graduate students/residents.....     | 52           |
| Dental students.....                 | 794          |
| Hygienists.....                      | 1,537        |
| Assistants.....                      | 521          |
| Office personnel.....                | 420          |
| Medical health coordinators.....     | 13           |
| Laboratory technicians/students..... | 29           |
| Hygienist/assistant students.....    | 184          |
| Guests.....                          | 665          |
| Press.....                           | 17           |
| Trade.....                           | 245          |
| Exhibitors.....                      | 1,039        |
| <b>TOTAL.....</b>                    | <b>8,349</b> |



Photo by Randy Belice



matter how you worded it, it still was not in-person,” Dr. Nicholas said of not being able to come face-to-face with attendees.

“The hardest decision I had to make personally was in the middle of August when it was decided the meeting had to go virtual (because of COVID-19),” Dr. Nicholas said. In retrospect, Dr. Nicholas said it turned out to be the right call.

A contributing aspect to the meeting’s success was the preparation and planning to give attendees an early look at how the virtual platform was going to work through town hall meetings and email communication so that they would not be faced with an unfamiliar system once the meeting started.

Not being able to have physical interaction with people was a difficult thing for Dr. Nicholas because of his gregarious personality, he said.

“We’re very in-person people,” Dr. Nicholas said of himself and his wife, Celeste. “That’s my personality, it’s what makes me me; it’s who I am.”

Opening Session was presented virtually at the end of the first day of lectures and exhibits on Feb. 25, with Dr. Nicholas thanking all who joined in the first virtual Midwinter Meeting.

“As you are aware, the theme for this meeting is Heart of Dentistry, which my wife, Celeste, and I envisioned some three years ago,” Dr. Nicholas said. “The logo being used has deep meaning for us, and we trust that you will share with us what it means to you.”

Dr. Nicholas thanked General Chair Genaro Romo Jr. and Program Chair Cheryl Mora for their “dedicated hard work” that helped create “the most outstanding virtual dental meeting.”

Comments shared with CDS during the Opening Session showed attendees appreciated the event as well as the effort made during a trying time.

“Super Midwinter!” said one attendee, “Thanks to all the CDS staff and exhibitors for making it a great event! As always, the CDS Midwinter is the premier educational event of the year! It was the best!”

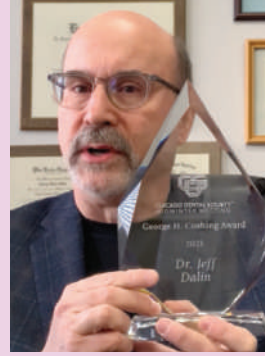
Others congratulated Dr. Nicholas and his team on their success.

“Great job Dino, Gene and Cheryl and everyone on the 2021 team,” wrote

## Award recipients



**Gordon J. Christensen**  
Distinguished Lecturer  
Award:  
Lois Banta



**George Cushing Award:**  
Jeffrey Dalin



**CDS Foundation Vision  
Award:**  
Mark Humenik

one member, “what a great event, I can’t wait to hug you all in person.”

Another member wrote, “Congratulations Team 2021 and to all award winners! Proof that not even a pandemic can keep the CDS Family from putting together the best meeting possible, whether in-person or virtual”

Dr. Nicholas introduced the award presenters and recipients for the three special awards being announced at the Opening Session.

### **GORDON J. CHRISTENSEN DISTINGUISHED LECTURER AWARD**

Dr. Christensen next announced the recipient of the award named after him, which was established in 1990 and honors the contributions to the dental profession by the recipient. It recognizes Dr. Christensen’s many contributions to the dental profession and the Midwinter Meeting.

This year’s recipient is Lois Banta, who has spoken numerous times at CDS Midwinter Meetings. Ms. Banta is a dental practice consultant, speaker, and industry author.

Ms. Banta is CEO, president and founder of Banta Consulting, Inc., and also serves as chief operations officer for eAssist Dental Solutions.

“I am delighted to have her be presented with the Christensen Award because no one deserves it more,” Dr. Christensen said. “When a person is

really working to help others and not just looking at money, it presents a whole different aura about the education they provide.”

“This is one of the most prestigious awards and one of the biggest honors I can imagine in my entire long career,” Ms. Banta said. “I love teaching and I especially love it with the Chicago Dental Society.”

She said the award gives her immense amount of pride and she looks forward to seeing everyone in person in the near future.

### **GEORGE CUSHING AWARD**

CDS Communications Committee Chair John Milgram presented the Cushing Award to recipient Jeffrey Dalin. The award recognizes those who raise public awareness about the importance of oral health. The CDS Communications Committee selects the award recipient. Dr. Dalin is a St. Louis dentist who co-founded the ADA’s Give Kids A Smile Day, modeled after a 2002 venture by Dr. Dalin and a group of volunteer dentists who provided dental care to underprivileged children in a ramshackle building. Since that start, the effort has provided more than \$10 million in dental care to more than 16,000 children in over 38 events.

“Thank you, Chicago Dental Society, for honoring me with the George Cushing Award.” Dr. Dalin said. “I really feel

this award needs to be shared with the countless volunteers who have worked with Give Kids A Smile both in St. Louis and around the country.”

### CDS FOUNDATION VISION AWARD

Next, Trucia Drummond, chair of the CDS Foundation, introduced the winner of the Vision Award, Mark Humenik.

The Vision Award honors outstanding volunteer achievement. The recipient is a CDS dentist dedicated to philanthropy and volunteerism.

Dr. Drummond pointed to Dr. Humenik’s role as the first leader of the Illinois Mission of Mercy as well as his participation in subsequent volunteer events.

“Mark’s vision and dedication are hallmarks of his stature within our profession,” Dr. Drummond said. “Through

his efforts, thousands of people have been able to receive the dental care they desperately need but have been unable to afford.”

Dr. Humenik said he was “deeply honored” to accept the award. “It is humbling for me to be recognized by the Chicago Dental Society Foundation, a board on which I have served, supported and whose members and initiatives I believe in so strongly.”

At the closing ceremony, Dr. Nicholas announced the winners of five gift cards, ranging from \$100 to \$500:

- \$100 to Eric Ecker, DMD
- \$200 to Chrisann Neal, hygienist
- \$300 to Lawrence Jacobs, DDS
- \$400 Juanita Taylor, DDS
- \$500 to June Wolf, DMD

Midwinter Meeting attendees also had the opportunity to connect with the 140-plus exhibitors, other attendees and fellow CDS Branch members during the meeting.

Specific times were set aside each of the three days in a Virtual Meeting Room for branch members to visit via a video chat. There were also times for New Dentists, Dental Students and participants or those interested in the CDS Mentorship program.

Attendees were also able to submit questions to speakers during lectures.

As one member commented, “Proud to be a member of the Chicago Dental Society! Thanks to all who made this meeting a success.” ■

Joseph DeRosier is the CDS staff writer.

## Office enjoys virtual Midwinter Meeting together

Plans put in place by CDS Northwest Side Branch Director Michael Biasiello to replicate the traditional camaraderie and festive mood of an in-person Midwinter Meeting during a virtual event at his office were a success, he reports.

“I thought the virtual Midwinter Meeting went very well,” Dr. Biasiello said. “The courses were great and the platform was very easy to navigate through.”

He and his nine staff members were able to watch the same lectures on a big screen television in the waiting room of his Park Ridge office. Everyone logged into the class from their own laptop computer in order to get individual CE credit. They also were able to visit exhibits and made some purchases.

“I liked the idea of 90-minute lectures,” Dr. Biasiello said. “The speakers got to the point quickly.”

He said he is still looking forward to when the Midwinter Meeting can be held in-person, and he can resume his tradition of hosting a 60-person dinner before the Friday night concert.

Until then, he said, he made do with having a few close CDS friends and family, including 2018 CDS President Lou Imburgia, former Northwest Suburban Branch President Joe Baldassano and Dr. Biasiello’s niece, CDS member Mary Lima, come to his office and share lunch during the virtual event.



Mike Biasiello and Lou Imburgia

Photo by Tricia Koning



# Make plans to return to Chicago in 2022



**P**LANNING FOR NEXT YEAR'S MEETING IS WELL UNDERWAY. With the theme of *A Dental Tradition*, the 157th Midwinter Meeting is scheduled for Feb. 24 – 26, 2022, the meeting follows an historic meeting that was completely virtual due to gathering restrictions because of the coronavirus pandemic.

Dr. Schneider said while it is too early to say for sure, it is hoped the meeting can return to McCormick Place for in-person continuing education and exhibits, as well as other events.

Dr. Schneider said he is working with General Chair Michelle Jennings, and Program Chair Mary Starsiak, along with CDS Director of Scientific Programs, Ted Borris, to present a program of speakers that continues the tradition of the Midwinter Meeting being “The Respected Leader in Scientific Dental Meetings.”

Dr. Schneider said the choice of *A Dental Tradition* as the meeting theme has a personal note since his family has a strong background in dentistry.

“There’s a tradition of dentistry in the family, starting with my grandfather and both of his brothers,” Dr. Schneider explained.

He said his great-grandfather was a physician and encouraged his three sons to take up the emerging profession of dentistry.

All three attended Loyola University’s dental school, which at the time was



Photo by Tricia Kaning

CDS President-elect Thomas Schneider Jr., with 2022 Midwinter Meeting General Chair Michelle Jennings (left), and Program Chair Mary Starsiak. In the background is the statue of G.V. Black, father of modern dentistry, located in Lincoln Park in Chicago.

called the Chicago College of Dental Surgery. Dr. Schneider’s maternal grandfather, William P. Schoen, graduated in 1929 and started teaching there soon after, an endeavor that lasted until the late 1970s and included his implementation of the first dental materials department at the school and eventually becoming dean of dental school for 17 years, he said.

Dr. Schneider’s father decided to become a dentist after being encouraged by his future wife’s father to enter the profession. And Dr. Schneider said it was his grandfather as much as his father who spurred on his interest in the profession. Besides his grandfather, Dr. Schneider counts a number of uncles, great-uncles and a brother-in-law as fellow dentists.

Dr. Schneider said he hopes the 2022 Midwinter Meeting comes back to the tradition of an in-person event.

“We have the potential to really have something really great because I think

there will be a lot of pent up energy and desire and need for everybody to be back together by then,” Dr. Schneider said.

He said that this year’s Midwinter Meeting’s success might spark an interest for having some virtual component to the 2022 meeting even if an in-person event is possible.

Dr. Borris said so far the meeting has 268 courses planned with 174 speakers, which includes many past favorites but also a good number of first-time Midwinter Meeting presenters.

Plans are to have 90-minute courses as well as the traditional three-hour programs, Dr. Borris said. There are also 37 workshops planned including an all-day workshop on dental implants. Other workshops include twice-daily radiology and CPR/BLS courses.

No matter what the venue is in 2022, rest assured that the Chicago Dental Society will provide a memorable event as always, Dr. Schneider said. ■



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

# Treatment consultations should include Do Not Disturb parts

**F**OR MANY PEOPLE, THIS YEAR OF PANDEMIC LIFE HAS BEEN A SERIES OF DISAPPOINTMENTS: CANCELLED CELEBRATIONS, ISOLATION FROM TREASURED FRIENDS, LOSS OF LIVELIHOOD. Hearing that they need dental treatment that will be painful or expensive adds weight to their shoulders.

Doctors cannot avoid delivering bad news in their dental practice. But you can communicate it responsibly and compassionately, so that patients feel informed about the state of their oral health and satisfied that your recommendations lay the best path toward improvement.

A 2017 study by researchers at Brigham Young University and the University of South Alabama found that most people receiving bad news prefer directness, candor and very little – if any – buffer. The use of humor in delivering bad news was wholly unpopular. Leave no room for misinterpretation.

“If you’re on the giving end, yeah, absolutely, it’s probably more comfortable psychologically to pad it out – which explains why traditional advice is the way it is,” BYU professor Alan Manning said in a prepared release. “But this survey is framed in terms of you imagining you’re getting bad news and which version you find least objectionable. People on the receiving end would much rather get it this way.”

A 2020 article from *Inc. Magazine* confirmed this advice, citing a 2013 study from the scientific journal *Personality and Social Psychology Bulletin*. The *Inc.* columnist explained, “(G)etting the bad news out of the way shifts the focus permanently to the good news, and then immediately to the potential solution. And if you don’t have a potential solution, that’s okay: You’ve still teed up the recipient to weigh in, ask questions, and make an informed decision.”

If this research from the patients’ perspective differs from the way you’ve always done things – and maybe the way you’ve

trained your staff to do things – then a staff meeting is in order. Brainstorm ways to modify your communication that will improve the patient experience hearing what could be interpreted as bad news.

Discuss how you can prepare for a difficult discussion ahead of time. You don’t want to wing it with bad news. If the treatment you are recommending is expensive, see if the patient’s insurance will cover it before your consultation. If the problem is visible on an X-ray or other image, have those in hand when you enter the operatory. If the recovery will be long, know your availability for upcoming Fridays that provide minimal disruption for your working patients.

Prepare, too, to walk the patient through your decision-making process. Patients will undoubtedly look things up online; you’d best illustrate before they do why your recommendation is the best remedy for the situation at hand.

Update and replenish your stash of patient education materials. Some patients will listen patiently to the bad news you are delivering, but then second guess your recommendations on the drive home. Work with staff members to identify (or develop) high quality educational materials that patients can take with them to review at their leisure – and as their anxiety rises leading up to treatment day.

Identify a space in your office where bad news can be delivered with dignity. It should be a place where you can look the patient in the eye while you are talking to them, and you also have room to show them the images you need to explain their condition. Another consideration for the team is that patients may not want everyone on your staff to hear their financial concerns about the recommended treatment. Develop a dignified and discreet signal for when consultations reach do not disturb status. Staff will no doubt have some good ideas for these considerations. ■

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



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# Is anything in dentistry free?

**B**ECAUSE COVID-19 HAS IMPACTED A DENTAL OFFICE'S PROFITABILITY, THE DENTAL PROFESSIONAL MAY TURN TO ADVERTISING OR OTHER MEANS TO INCREASE PATIENT VISITS and to add new patients. However, one must be aware of laws and ethics, for example, governing advertisement for free services or gifts to existing patients.



Photo by domoyega/stockphoto.com

## *Can a dental practice advertise or offer free dental services?*

Yes. However, "it is unlawful for any dentist to charge a fee to any new patient for any dental service provided at the time that such free examination or free dental services are provided." (Section 225 ILCS 25/45(h)(4) of the *Illinois Dental Practice Act*). In other words, a dental office can advertise for a free dental implant exam and X-rays but cannot then charge the new patient for a prophylaxis at the time the free services are provided.

## *Can a dentist offer gifts to existing patients in exchange for new patient referrals or simply say "thank you" for your patronage?*

The answer is "no" to the first part of the question. Section ILCS 24/45(h)(4) of the *Illinois Dental Practice Act* prohibits the dental professional from "offering gifts as an inducement to secure dental patronage."

The key word is "inducement," in other words to persuade someone to refer you patients.

"Yes" is the answer to the second half of the question.

It is acceptable to send patients gifts, as long as it is not to solicit referrals. Further guidance on offering gifts to existing patients was succinctly provided in the August 2011 issue of the *Journal of the American Dental Association* by Rod Wentworth who stated that the ADA's *Code of Ethics* does not prohibit a

dental office from providing "an unsolicited cash card that you send along with a thank you note to an existing patient who, on his/her own accord, recommends a neighbor to you." On the other hand, one might run afoul of the law by sending a lottery ticket clipped to a post-it that says, "Please send patients our way!"

Dr. Wentworth went on to state that it is proper for dentists to provide items – free of charge – such as toothbrushes and floss as these do not create an ethical conflict because they are adjuncts to care.

## *Can I waive the co-pay to "help" my patients in these tough economic times?*

The answer is "no."

Be careful when it comes to providing financial "rewards" to patients. For instance, a dentist is not legally allowed to waive co-pays as a way to curry favor with existing patients or simply to "give them a break" because this is viewed as misleading your "real" fee to the dental insurance company.

If in doubt on the legality and ethics of a plan to "thank" existing patients or to offer free services to new patients, check with your dental association or an attorney with experience in dental law. ■

The above article does not constitute legal advice but is for educational purposes only. In order to obtain legal advice, a personal consultation with an attorney is required. The views expressed in this column are those of the writer and not necessarily the opinions of the Chicago Dental Society. Dr. Green is a practicing dentist and defense attorney who has been representing dentists and dental specialists for more than 29 years. Find more information on Dr. Green at [www.greenlawoffice.net](http://www.greenlawoffice.net).



# DENTISTS ARE RETIRING LATER\*

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\* According to the ADA Health Policy Institute, on average, in 2017 a dentist retired at 68.9 years, while in 2001 a dentist retired around age 65.  
Source: [www.ada.org/en/publications/ada-news/2018-archive/august/hpi-average-dentist-retires-later](http://www.ada.org/en/publications/ada-news/2018-archive/august/hpi-average-dentist-retires-later)

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

# Healthier Smiles Grants help CDS members make a difference

**A**PPPLICATIONS ARE NOW BEING ACCEPTED FOR MARS WRIGLEY FOUNDATION HEALTHIER SMILES GRANTS to provide oral health treatment and education to address socioeconomically disadvantaged groups with oral healthcare needs in the Chicago metro area.

With so many struggling to meet basic healthcare needs in these unprecedented times, there is no better time to get involved in making a difference in your community. A Healthier Smiles Grant can help you do just that.

As an example, Judy Fan-Hsu uses Healthier Smiles Grants to support underserved communities in Chicago's south and west sides through participation in health fairs and school outreach.

Since 2016, her program has reached over 500 people and provided more than \$30,000 in treatment. The project provides screening (school forms), oral exams, prophylaxis, radiographs, fluoride varnish, silver diamine fluoride, dietary consultations, oral cancer screening, and referrals to dental homes.

Judy educates parents and children about oral health using a toothy puppet named Leo and fun slogans such as, "You don't have to brush your teeth – just the ones you want to keep."

"I've seen the program grow each year," says Dr. Fan-Hsu.

"I have participated in health fairs (presented) by churches, elected officials and schools. I have done them in church basements, outdoor parks, police stations and community centers. Chicago is a special place."

Last year, due to the pandemic, Dr. Fan-Hsu had to switch gears as health fairs were cancelled.

She set up a series of "train the trainer" sessions with physicians and medical assistants at the University of Illinois Health Center, General Pediatric Clinic. These front-line personnel



Judy Fan-Hsu (right) with pediatric team members at UI Health, demonstrate how to use visual aids to teach proper toothbrushing as part of the "train the trainer" strategy to promote oral health in July 2020.

interact with hundreds of families per week and are well-positioned to add oral health messages to their conversations as they offer a packet of oral hygiene products. Grant money was used to provide kits for 600 patients.

Dr. Fan-Hsu encourages others to apply for these grants. "Let your creative energy flow," she says. "Think of ways to engage the community to prevent dental disease and be creative with your ideas."

All community-minded CDS members, and CDS second- and third-year dental student members are welcome to submit applications by April 1. For more information and to download the grant application, visit [on.cds.org/healthier-smiles](http://on.cds.org/healthier-smiles). ■





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# new members

CDS welcomes you

## Girgis, Irin

University of Tennessee, 2019  
Darien  
Englewood Branch

## Wooley, Brian

University of Connecticut, 2016  
Western Springs  
Englewood Branch

## Deceased members

### Collins, Roosevelt

Meharry College, 1956  
Chicago  
Kenwood/Hyde Park Branch  
Died Dec. 17.

### Schuberth, Gary

Emory University, 1985  
Barrington  
Northwest Suburban Branch  
Died Jan. 25



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# classifieds

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November .....Sept. 14, 2021  
December .....Nov. 2, 2021

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

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

**DENTAL CLINIC LEASE, BEST LOCATION IN CHICAGOLAND:** Located in Park Ridge in front of Lutheran General Hospital and Belvidere (east of Rockford). Starting at only \$12 per square foot gross. Lease includes HVAC, electricity and gas. Ample parking spaces. Already a build-out dental clinic. Contact [1600medical@gmail.com](mailto:1600medical@gmail.com) or 773.988.8971.

### LINCOLN PARK, RENT/SALE:

Heart of Lincoln Park, 37-year location for rent, ready to practice. Please leave a message by text at 773.386.2503 or ask for Grace. Option to purchase.

### DENTAL OFFICE AVAILABLE FAR WEST

SUBURBS: Opportunity to take over lease on three-operator dental office in far west Chicago suburbs. Dental equipment is in place available for purchase also if desired. Great opportunity for recently graduated DDS. Contact at email [dentalofficekanecounty@gmail.com](mailto:dentalofficekanecounty@gmail.com).

### DOWNTOWN GLEN ELLYN, FORMER

**DENTAL OFFICE FOR LEASE:** Prime location for medical or general office. 2,250 square feet of space available now at \$22 per square foot gross, plus utilities. Contact Mark Levy, 630.424.8902 ext. 107, [mlevy@sequoiarg.com](mailto:mlevy@sequoiarg.com) with Sequoia Realty Group.

## SPACE SHARING

### SEEKING TO SHARE/RENT IN AN OFFICE SPACE:

Losing lease. Want to share space with existing dental practice on far north side of Chicago. Will bring patients from 30-year practice. Am adaptable and agreeable to variety of situations. Call Ray at 773.793.4176.

## FOR SALE BY OWNER

### WELL-ESTABLISHED NAPERVILLE PRACTICE FOR

SALE: Collections, \$430,000 on 2.5 days a week. All digital. Three ops, 1,000 square feet. Updated equipment. New HVAC. Situated in affluent neighborhood setting with friendly patient population. All fee-for-service except Delta. Low overhead. Owner relocating out of state. Email [sdp0514@yahoo.com](mailto:sdp0514@yahoo.com).

**OFFICE FOR SALE:**

Office for sale. By owner. Gross \$305,000. All digital, three fully equipped operatories in Orland Park. \$180,000. 708.287.3887. [williammitsos@yahoo.com](mailto:williammitsos@yahoo.com).

**MAKE YOUR MOTHER PROUD:**

Dream middle class south suburban office for sale. 2,300 square feet. Five chairs with three separate treatment areas. Perfect for a post-Covid world. Surgical area new buildout in 2018 with all new equipment. Room for expansion. Set up for \$1.2 million production. Due to smart investing present doctor semi-retired working five-hour days. Current production \$600,000. Real estate owned by current doctor, easy lease or sale available. Contact Brett at [oakforestdds@gmail.com](mailto:oakforestdds@gmail.com).

**PRACTICE FOR SALE, NORRIDGE/CHICAGO**

**AREA:** Long standing general practice in Norridge/Chicago area. Four operatories plumbed for five. All digital. New CT Scan with Seph, and new iTero scanner. Averaging close to \$74,000 monthly in the last six months. Large patient base made of PPO, fee-for-service and Medicaid. Low overhead, in busy shopping plaza, great visibility, intersection of two major roads with free parking. Asking \$585,000, serious inquiries only. Email [janeta@att.net](mailto:janeta@att.net).

**PRACTICE FOR SALE:** General full-time practice for sale in Milwaukee, WI. Great opportunity for good income and future growth. Send inquiries to [e.tae22@gmail.com](mailto:e.tae22@gmail.com).

**DENTAL EQUIPMENT FOR SALE:** 2018 Waterlase express, two Midmark compressors, Piezotome surgery unit, three lathes, two Marus chairs, digital Panorex, Phot-x-II X-ray, Epson scanner, Global microscope holder, Hydrim instrument washer, Midmark autoclave. Prices negotiable. [antiquemike1952@yahoo.com](mailto:antiquemike1952@yahoo.com).

**HIGHLY PROFITABLE PRACTICE FOR SALE:**

Very profitable, fee-for-service practice in the northwest Chicago suburbs grossing about \$1 million. [dentalsuccess4you@gmail.com](mailto:dentalsuccess4you@gmail.com).

**NO COVID SLOWDOWN, FREE RENT AND**

**EASY TRANSITION:** Make money on Day 1. Gross, \$500,000-plus. Five ops. Restorative and hygiene GP. Great lifestyle in Ottawa, IL, near Starved Rock. Contact [bestddspractice2021@gmail.com](mailto:bestddspractice2021@gmail.com).

**OFFICE FOR SALE:**

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

**FOR SALE BY BROKER**

**HENRY SCHEIN PROFESSIONAL PRACTICE TRANSITIONS— HELPING BUYERS AND SELLERS:**

For details contact Henry Schein Professional Practice Transitions Consultant Al Brown, 630.781.2176, [al.brown@henryschein.com](mailto:al.brown@henryschein.com).

**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-operator 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 **HENRY SCHEIN PROFESSIONAL PRACTICE TRANSITIONS— HELPING BUYERS AND SELLERS:**

For details contact Henry Schein Professional Practice Transitions Consultant Al Brown, 630.781.2176, [al.brown@henryschein.com](mailto:al.brown@henryschein.com). For details contact Henry Schein Professional Practice Transitions Consultant Al Brown, 630.781.2176, [al.brown@henryschein.com](mailto:al.brown@henryschein.com).

**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

**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 Dentrax software, and has been updated. Gross receipts \$350,000. Specialties are referred out. #IL154

**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

**NORTHWEST/WESTERN SUBURBS –** Well-kept fee-for-service practice with four operatories. Revenue of \$434,000 on only three days/week. In a very busy, newly renovated "Town Center" type location within a residential area. #IL1981

**SOUTHWEST/SOUTH SUBURBS –** Very well maintained 26 year-old, five-op fee-for-service/PPO office on major 4 lane road in highly desirable town. Digital X-Ray, Intraoral Camera, Zoom Whitening and Dentrax software. #IL2530  
**WEST SUBURB –** Digital, paperless, fee-for-service practice with four to five ops in a beautifully designed 2,000 square-foot office in highly desirable Naperville. Practice has Dentrax, CEREC, PPE, and is located in well-maintained medical/business park surrounded by a residential area. #IL2555

**ARLINGTON HEIGHTS OPPORTUNITY:**

Two practices in one facility with collections of \$1 million. Immediate ownership, with affordable real estate in a desirable west suburb. Cash flow exceeds \$550,000. Contact Blake Ring, [blake@legacypracticetransitions.com](mailto:blake@legacypracticetransitions.com).



## CHICAGO PRACTICE SALES

773.502.6000 or [www.chicagopracticesale.com](http://www.chicagopracticesale.com).

Thinking about a move or a start up? Need a great location? No cost office location services available.

Call Sharon at 847.370.9131.

## ILLINOIS PRACTICES FOR SALE:

ADDISON- New. Three ops with windows. Highly profitable. Turnkey. Fee-for-service and PPO.

Associate Driven. Must see.

CHICAGO, EDGEWATER - Three ops at street level. Free parking. Fee-for-service and PPO. Priced to move.

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

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

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

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

CRYSTAL LAKE - Pending.

EVANSTON - Turnkey. Three ops. Highly profitable. Fee-for-service and PPO. Great location. Must see to appreciate.

MELROSE PARK - Four ops at street level. Expandable. Ample parking. Great visibility. Fee-for-service and PPO. Building for purchase.

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

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

NORTH AURORA - New. Four ops expandable to five. Modern new build. Great strip location. Beautiful. Must see.

ROCKFORD AREA - Eight ops in a standalone building with a parking lot. High collections, low overhead. 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. Ample parking. 100% Fee-for-service. Low rent. Must see.

WORTH - Six ops, expandable. Corner location with parking. CBCT. Fee-for-service and PPO. Specialists on staff.

WINNETKA - Three ops in desirable Winnetka. High tech. Motivated seller.

ILLINOIS DENTAL SPACES FOR LEASE, CALL 847.370.9131

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. Uhlend, [chicagodentalbroker@gmail.com](mailto:chicagodentalbroker@gmail.com), 847.814.4149, [www.chicagodentalbroker.net](http://www.chicagodentalbroker.net).

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

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

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

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

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

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

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

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

MORTON GROVE - Five ops plus equipment.

WILMETTE - Three ops

HIGHLAND PARK - Vacated office

BUFFALO GROVE - Six ops

BOLINGBROOK - Five ops

SCHAUMBURG - Three ops

## INDIANA PRACTICE FOR SALE

HAMMOND - Three 30-s expandable to four. New build in a strip mall. High visibility and signage. Low overhead and high profitability. Awesome.

## CRYSTAL LAKE PRACTICE SALE:

Dentist looking to retire. Will help transition. Freestanding building with great visibility and parking. Three operatories with room for four. Collections, \$426,000 part-time. Contact Jim Plescia, [jplescia@e-ppc.com](mailto:jplescia@e-ppc.com), 630.890.6074. Professional Practice Transitions.

## OAK LAWN, EQUIPMENT SALE:

Dentist retiring. A-dec patient chairs, stools, lights, X-rays, preference cabinets, Airtech-techniques compressor and vacuum, sterilizer Complete three-operator start up package. Asking \$20,000 Contact Jim Plescia, [jplescia@e-ppc.com](mailto:jplescia@e-ppc.com), 630.890.6074. Professional Practice Transitions.

HOFFMAN ESTATES: Premier, family oriented fee-for-service general dental practice seeks dentist to purchase practice. This health-centered, state-of-the-art restorative practice is located in a professional building on a major hospital campus. Office condominium also available for purchase. The practice is committed to excellence and seeks a dentist interested in an exceptional practice purchase opportunity. Motivated owner is willing to assist with quality introduction period to ensure a smooth transition. Wonderful patients and growth opportunity with an exceptional dental team. Please reply in confidence with a cover letter and Curriculum Vitae to [pam@lifetransitions.com](mailto:pam@lifetransitions.com).

GENERAL DENTISTRY PRACTICE FOR SALE, ELGIN: Well-established, four ops, fee-for-service, \$210,000 net income on three days. Beautiful buildout. Collections grew in 2020. Pan/Ceph. <https://buildout.com/web-site/842012-sale>. Contact Jerry West, [jerry@jrossiandassociates.com](mailto:jerry@jrossiandassociates.com), 716.936.3081.

NORTHWEST INDIANA PRACTICE FOR SALE: Looking for a lifestyle change, favorable taxes and population growth area? Consider this beautifully appointed practice. Features low overhead, fee for service, with room to expand. Doctor is retiring and motivated to sell, contact Dan Pesavento, 708.310.6742.

DDSMATCH CHICAGO, TRANSITION ON YOUR TERMS: ddsmatch Chicago, please contact Rex Plamann a email [rplamann@ddsmatch.com](mailto:rplamann@ddsmatch.com) or call 1.855.546.0044 to start a free and confidential conversation.

SOUTH SUBURBS – General practice, \$180,000, great location, possible merger, fee-for-service/PPO.

WEST SUBURBS – Pediatric practice with GP expansion opportunity, 5 ops, real estate available, great space. Call to discuss.

WEST SUBURBS – General practice, three operatories, \$215,000 in collections, PPO, busy thoroughfare.

WEST SUBURBS – General practice, fee-for-service, membership program, \$700,000 collections, low overhead, Real estate available.

WEST SUBURBS – General practice, fee-for-service/PPO, \$800,000 collections, fantastic location.

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

NORTHWEST INDIANA – Pediatric practice, \$2.1 Million in collections, low overhead, strong staff.

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

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

Email to [rplamann@ddsmatch.com](mailto:rplamann@ddsmatch.com) or visit our website to learn more about our Trusted Transition Process, [www.ddsmatch.com](http://www.ddsmatch.com).

#### PALOS HEIGHTS DENTAL PRACTICE FOR SALE:

Well-established 30-plus year Palos Heights dental practice for immediate sale. Dentist is retiring soon. Real estate is available. All Fee-for-service/PPO. Busy street with high visibility. Practice collected \$322,000 in 2020 with 12 weeks off. Excellent opportunity for immediate growth as referred most oral surgery, endo, implants and ortho. Three ops with potential for four ops. Email [ahood@paragon.us.com](mailto:ahood@paragon.us.com).

#### ORAL SURGERY PRACTICE FOR SALE:

Excellent opportunity to acquire a state of the art legacy oral surgery practice. Located in the Chicagoland area. Five treatment rooms, CBCT. PPO/ fee-for-service. Contact Jim Plescia, [jplescia@e-ppc.com](mailto:jplescia@e-ppc.com), 630.890.6074. [www.e-ppc.com](http://www.e-ppc.com). Professional Practice Transitions.

#### ADS MIDWEST:

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

Sellers needed. Never have values been higher.

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

PERIO – Western Suburbs \$660,000 collections low overhead low stress five digital ops.

ORTHO – Highly desirable Chicago neighborhood, \$1million fee-for-service and growing.

ORTHO –North suburbs, \$700,000 in fee-for-service collections. ORTHO – Western suburbs, \$1 million high tech, high net.

ORAL SURGERY – Western suburbs, \$1.6 million.

NORTH CENTRAL ILLINOIS – \$800,000 and growing. Incredible value, high income, low stress.

CHICAGO GOLD COAST/OLD TOWN – \$750,000, four ops, fee-for-service, digital, street level.

NEAR MIDWAY – \$1.35 million-plus, fee-for-service/PPO, CBCT, high tech, high visibility.

HIGHLAND PARK – \$1.7 million, fee-for-service/PPO CBCT, CEREC, beautiful.

NORTHWEST SUBURB – \$1 million, implant-based, real estate for sale.

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

CRYSTAL LAKE – \$600,000 100% fee-for-service, free-standing building, \$250,000-plus net income after debt.

WESTCHESTER – \$350,000, fee-for-service/PPO 3-plus ops, priced to sell.

WHEATON/GLEN ELLYN – \$600,000, low overhead, modern, paperless.

NAPERVILLE – \$1.2 million, sold.

#### WOOD DALE PRACTICE FOR SALE:

Well-established practice with three operatories, low rent and overhead. Three year part-time collections, \$300,000. Accepts Medicaid/PPO. Contact Jim Plescia, [jplescia@e-ppc.com](mailto:jplescia@e-ppc.com), 630.890.6074. Professional Practice Transitions.

#### GENERAL DENTISTRY PRACTICE FOR SALE,

NORTHWEST SUBURBS: Collections, \$1.26 million; six ops, CEREC, CBCT, PPO/fee-for-service, newer buildout, very profitable. Flexible transition.

<https://buildout.com/website/824424-sale>.

Contact George Bozonelos, [george@jrossiandassociates.com](mailto:george@jrossiandassociates.com), 630.440.4644.

ZERO COMMISSION DENTAL PRACTICE SALES FOR SELLERS: Dental practices have an all-time high valuation. Dentists are having a hard time finding their practice. We do not charge commission to sellers. We will pair you with buyers that are already on standby looking for a practice. We do not work with dental support organizations. We will help you transition your practice to a dentist that will take care of your patients long term. Current buyers are willing to pay more than dental service organizations due to demand. We will ensure high valuation and second opinion. We only accept certain types of practices. Please include the city and total production in your email.

[ddstransitionl@gmail.com](mailto:ddstransitionl@gmail.com).

#### GENERAL DENTISTRY PRACTICE FOR SALE,

DOWNERS GROVE: Four ops. retail with parking, \$210,000 net income, four days per week, low rent and overhead.

<https://buildout.com/website/801958-sale>.

Contact George Bozonelos, [george@jrossiandassociates.com](mailto:george@jrossiandassociates.com), 630.440.4644.

#### ARLINGTON HEIGHTS OPPORTUNITY:

Two practices in one facility with collections of \$1 million. Immediate ownership, with affordable real estate in a desirable west suburb. Cash flow exceeds \$550,000. Contact Blake Ring, [blake@legacypracticetransitions.com](mailto:blake@legacypracticetransitions.com).

#### STREAMWOOD PRACTICE FOR SALE:

New listing. Well-established legacy practice. Freestanding building with great visibility and parking. Six treatment rooms. Collections, \$950,000. Mainly PPO/fee-for-service. Contact Jim Plescia, [jplescia@e-ppc.com](mailto:jplescia@e-ppc.com), 630.890.6074. Professional Practice Transitions.

#### BELLWOOD PRACTICE FOR SALE:

New listing. Well-established legacy practice. Freestanding building with great visibility and parking. Four treatment rooms, expandable to six. Collections, \$600,000. Contact Jim Plescia, [jplescia@e-ppc.com](mailto:jplescia@e-ppc.com), 630.890.6074. Professional Practice Transitions.



#### BERWYN PRACTICE SALE:

Legacy practice. Owner is retiring and selling established practice in a prime storefront location. Five operatories. Mainly PPO patient base. Collections, \$396,000. Contact Jim Plescia, [jplescia@e-ppc.com](mailto:jplescia@e-ppc.com), 630.890.6074. Professional Practice Transitions.

#### NILES PRACTICE FOR SALE:

New listing. Excellent opportunity. Five operatories with three equipped in a busy storefront location. Collections, \$684,000. Contact Jim Plescia, [jplescia@e-ppc.com](mailto:jplescia@e-ppc.com), 630.890.6074. Professional Practice Transitions. Owner will transition.

#### LASALLE COUNTY, PRACTICES FOR SALE:

Awesome listing. Two general practices for sale. Collections, \$1.2 million. PPO/fee-for-service. Four digital operatories in each location. Contact Jim Plescia, [jplescia@e-ppc.com](mailto:jplescia@e-ppc.com), 630.890.6074. Professional Practice Transitions.

#### CRYSTAL LAKE PRACTICE SALE:

Dentist looking to retire. Will help transition. Freestanding building with great visibility and parking. Three operatories with room for four. Collections, \$426,000 part-time. Contact Jim Plescia, [jplescia@e-ppc.com](mailto:jplescia@e-ppc.com), 630.890.6074. Professional Practice Transitions.

## OPPORTUNITIES

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

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

#### DENTIST:

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

**ORTHODONTIST NEEDED:** Friendly, compassionate general dental office looking for a highly qualified orthodontist for our well-established office. Offering six to eight days a month. Great compensation. Email CV to [dentalassociateapplications@gmail.com](mailto:dentalassociateapplications@gmail.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](mailto:personnel@familydentalcare.com). <http://www.familydentalcare.com>.

**FULL-TIME ASSOCIATE WANTED WITH FUTURE PARTNERSHIP OPPORTUNITY:** Busy PPO and private pay office in western suburbs looking for a full-time dentist with two years experience. Office is state of the art and open 5.5 days/week. Non-corporate, low pressure setting, patient centric. Applicant should be proficient in general dentistry, but most specialty dentistry referred. Please contact [ikhare2@gmail.com](mailto:ikhare2@gmail.com).

#### GENERAL DENTIST:

Seeking dedicated and enthusiastic dentist for well-established, high end practice on Chicago's north side. Full-time, alternating Saturdays. Good communication, clinical skills required. [medgjob@gmail.com](mailto:medgjob@gmail.com).

#### ASSOCIATE OPPORTUNITY IN THE FAR

WEST/SOUTHWEST SUBURBS: We are a large multioffice practice with a great reputation and an awesome team. If you love to do all phases of dentistry and have incredible interpersonal skills with both patients and fellow team members, then you may be a great fit. Must have at least three years of private practice experience and a GPR is a bonus. No HMO or Medicaid/Public Aid. Send resume to [doctorsws@gmail.com](mailto:doctorsws@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](mailto:neil.armitage@dentalclinicofmarshfield.com) for additional information.

#### 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](mailto:dentaljobssds@gmail.com).

#### FULL-TIME/PART-TIME GENERAL DENTIST

**NEEDED:** Universal Dental Clinics is looking to hire a full-time/part-time general dentist in Orland Park, Burbank, and Albany Park. Please email your resume to [raya@udclinics.com](mailto:raya@udclinics.com).

#### DENTIST:

Our state-of-the-art group practice is looking for a full-time or part-time dentist to work in our north and west Chicago locations. We offer great compensation and a very friendly workplace. Our offices are equipped with latest technology and we have lots of happy patients. Please email resume to [mydentalassociate@gmail.com](mailto:mydentalassociate@gmail.com).

ELGIN, PART-TIME: I am seeking associate for root canal treatment on demand. 40% on collections. [tangobsas@aol.com](mailto:tangobsas@aol.com) or leave message 773.758.0818.

**AWESOME ASSOCIATE OPPORTUNITY.**

SCHAUMBURG: Our growing practice is looking for a friendly associate to join our team. 100% fee-for-service. Brand new facility, built in 2020. The highest Google-rated dental practice in our area. No weekends. Three years experience required. Our owner dentist is highly skilled in complex restorative and loves to mentor. Email [applicants21n@gmail.com](mailto:applicants21n@gmail.com).

**DENTOLOGIE SEEKING POSITIVE, OUTGOING,**

**FULL-TIME GENERAL DENTIST:** Dentologie is looking for awesome associate dentists to join our educationally interactive practice in Downtown Chicago. Looking for growth-minded individuals who can think outside the box in both dentistry and the patient experience and are looking to expand their clinical expertise further and increase their case acceptances. Positive, outgoing personalities a must. Significant growth potential for the right individuals. One-year experience required for all candidates. Comfort in endo and comprehensive dentistry preferred. Email Dr. K at [drk@dentologie.com](mailto:drk@dentologie.com).

**READY TO GET OUT OF CORPORATE DENTISTRY?**

Immediate opening for associate dentist. Awesome associate opportunity. Gurnee/Wadsworth. Our growing practice is looking for a friendly associate to join our team. 100% fee-for-service. Brand new facility, built in 2019. The highest Google-rated dental practice in our area. No weekends. Three years experience required. Our owner dentist is highly skilled in complex restorative and loves to mentor. Email [drk@greenwood.dental](mailto:drk@greenwood.dental).

**FULL-TIME GENERAL DENTIST NEEDED IN**

**ELMHURST:** Looking for a full-time general dentist to join our busy dental practice. Currently three general dentists, one retiring in the near future. We are looking for the right personality to join our dental family. Experienced preferred. If interested please send your resume to [elmhurstfamilydentistry@gmail.com](mailto:elmhurstfamilydentistry@gmail.com).

**READY TO GET OUT OF CORPORATE DENTISTRY?**

Immediate opening for associate dentist. Awesome associate opportunity. Gurnee/Wadsworth. Our growing practice is looking for a friendly associate to join our team. 100% fee-for-service. Brand new facility, built in 2019. The highest Google-rated dental practice in our area. No weekends. Three years experience required. Our owner dentist is highly skilled in complex restorative and loves to mentor. Email [drk@greenwood.dental](mailto:drk@greenwood.dental).

**GENERAL DENTIST WANTED IN**

**WISCONSIN'S MARITIME CAPITAL:** Dr. Scott Behringer and the team at the Smile Clinic in Manitowoc, WI, are looking to add a general dentist. At the Smile Clinic, we provide all aspects of cosmetic and comprehensive dentistry for all ages. This successful, true fee-for-service practice, enjoys spacious treatment areas featuring digital radiography, nitrous oxide analgesia, CEREC "same day" crown technology, intraoral cameras, and Kavo electric hand pieces. This great opportunity offers an associate or partner buy-in option with the potential to earn \$250,000-\$500,000, and an excellent benefits package. Located directly on Lake Michigan, the City of Manitowoc takes pride in their beautiful scenery and lakefront. Manitowoc, WI, is only a three-hour drive from Chicago, one hour from the Milwaukee area, and a half-day sail from popular Door County. If you enjoy being on the water or outdoors, this is the place for you. For more information, please forward your CV to [carly@smileleaders.com](mailto:carly@smileleaders.com).

**PART-TIME DENTIST WANTED FOR CRYSTAL**

**LAKE PRACTICE:** Part-time dentist wanted for a busy, established office in the beautiful community of Crystal Lake. The practice has a strong, well-functioning team with a large PPO/fee-for-service patient base. If interested in learning more, please email [1699dental@gmail.com](mailto:1699dental@gmail.com).

**GENERAL DENTIST, GREAT OPPORTUNITY,**

**ROCKFORD:** Looking for full-time or part-time doctor to join us. Paperless facility, new CBCT, and newly remodeled. Will be supported by our highly skilled clinicians, front office staff, and managers. Send resume to [lindseysvatos@burchdental.com](mailto:lindseysvatos@burchdental.com).

**PEDIATRIC DENTIST, SOLID OPPORTUNITY IN**

**ROCKFORD:** Busy practice in need of part-time or full-time pediatric specialist. Newly updated. Supported by highly skilled clinicians, front staff, and full management team. [lindseysvatos@burchdental.com](mailto:lindseysvatos@burchdental.com).

**PART-TIME OR FULL-TIME ENDODONTIST**

**WANTED:** DecisionOne Dental Partners is a group practice in Chicago founded by two practicing dentists. With 32 PPO/fee-for-service locations and growing, we are looking to continue to find ways to help our patients. We are currently looking for a full-time or part-time endodontist that would be interested to work in any of the following areas: Jefferson Park/Chicago, Schaumburg, Wheaton, and/or Crystal Lake. If you are interested in discussing more, please contact Dr. Jason Genta at [jgenta@decisiononedental.com](mailto:jgenta@decisiononedental.com).

**IMMEDIATE OPENING FOR ASSOCIATE**

**DENTIST:** Opening for an associate general dentist to join our wonderful team. We are looking for a friendly, outgoing associate dentist, experience preferred but new graduates can apply. This is an excellent opportunity to work in an established, high-traffic, quality practice. Our office is fully equipped with digital technology and highly trained staff. Racine, WI, is located 30 to 45 minutes drive from the northern Illinois suburbs. [wisconsinmiles4915@gmail.com](mailto:wisconsinmiles4915@gmail.com).

**FULL-TIME DOCTOR WANTED FOR MILLION DOLLAR BARRINGTON PRACTICE:** Beautiful and successful single doctor fee-for-service practice is looking for a great full-time dentist to take over the practice. This office has recently been renovated and has an established patient base and team. The position offers tremendous earning potential and a full array of benefits. Position offers the ability to start right away. If interested, please email [1699dental@gmail.com](mailto:1699dental@gmail.com).

**ASSOCIATE DENTIST:** Dental associate, Winslow/Augusta, ME. Our patient focused, fee-for-service practice is seeking a fantastic dentist who values comprehensive care, patient experience, and growth. This is a progressive and comprehensive private practice, with advanced technology, looking for a full-time associate dentist to support growth and development. This person will be responsible for being a leader within the practice, overseeing re-care, performing periodic and comprehensive exams, diagnosing, and presenting comprehensive treatment, and supporting the overall goals of the practice. Our new doctor will be supported by an excellent team of dental professionals who are committed to providing extraordinary patient care and experience. Competitive compensation package and quality clinical and business mentorship, along with continuing education and other professional development resources available. Please send CV to [carrie@beautifulsmile.com](mailto:carrie@beautifulsmile.com).

**GENERAL DENTIST, PART-TIME IN EVANSTON:** Artful Smiles Dental Studio is looking for energetic, friendly individual with excellent communication skills. Minimum two years of experience is required. Must be proficient in Invisalign. Great compensation, part-time to start; Tuesday, Thursday, Friday. Email resume/CV to [office@artfuldental.com](mailto:office@artfuldental.com).

**GENERAL DENTIST NEEDED:** Full-time/part-time dentist needed in state-of-the-art, busy office located in far west suburb. Great potential to grow, and have great production. CE and some mentorship provided. We can sponsor H1b and Green Card. Apply at [dclinic33@gmail.com](mailto:dclinic33@gmail.com).

**LOVE WHERE YOU WORK, JOIN SHINING SMILES:** Shining Smiles seeks a full-time associate. Beautiful office with great income potential and an awesome work environment, hiring at multiple locations. Check out our website [www.shiningsmiles.com](http://www.shiningsmiles.com) and come work with the best. Send resume to [yongkim1029@gmail.com](mailto:yongkim1029@gmail.com).

**GENERAL DENTIST NEEDED:** Part-time, Monday, Friday and Saturday. Looking for an associate in a busy southwest multidisciplinary office for 2.5 days a week. Please send CV to [marisilva26@yahoo.com](mailto:marisilva26@yahoo.com).

**AWESOME ASSOCIATE OPPORTUNITY. SCHAUMBURG:** Our growing practice is looking for a friendly associate to join our team. 100% fee-for-service. Brand new facility, built in 2020. The highest Google-rated dental practice in our area. No weekends. Three years experience required. Our owner dentist is highly skilled in complex restorative and loves to mentor. Email [applicants21n@gmail.com](mailto:applicants21n@gmail.com).

**ASSOCIATE WANTED IN LAKEVIEW:** Modern, state-of-the-art boutique Lakeview general dental office seeking an associate to start two days/week (Monday, Tuesday and some Saturdays) quickly leading to full-time. We have the latest technology including CBCT and iTero. PPO/fee-for-service. Averaging 100 new patients/month. High income potential. Up to \$275,000 on a 30-hour week. Excellent communication skills required with minimum two years experience. Must be able to treatment plan thoroughly and explain treatment effectively. Email resume/CV to [gretchicagodentalpractice@gmail.com](mailto:gretchicagodentalpractice@gmail.com).

**PHENOMENAL PART-TIME POSITION:** Our state-of-the-art, patient-focused, productive practice located in a far west suburban location seeks a part-time associate. We take pride in our patient care and we have trained, friendly staff. We provide mentoring to make your transition easier to our practice. We are looking for a friendly, patient-focused and a team player dentist. No corporate pressure or hassles to deal with. We pay industry leading 37% on production or \$1,100 daily minimum. We offer signing bonus, paid malpractice, relocation bonus and CE allowance. [onesmiledentalpc@yahoo.com](mailto:onesmiledentalpc@yahoo.com). One smile at a time.

**GENERAL DENTIST, PART-TIME:** Progressive cosmetic family practice seeks part-time associate to join our dedicated and highly trained team. New grads welcome. Candidates must be comfortable with molar endodontics and extractions. Our state-of-the-art facility equipped with CBCT, Pano, iTero Digital Scanner and Intraoral cameras. We accept PPO and fee-for-service. Part-time Tuesdays, Fridays and alternating Saturdays. Please email cover letter and resume to [apply@modernessencedentistry.com](mailto:apply@modernessencedentistry.com).

**GENERAL DENTISTS NEEDED IN LAKEVIEW AND SKOKIE:** Webster Dental Care has two openings for full-time general dentists. The first opening is for a seasoned, Cerec-trained dentist for our busy Lakeview office and the second is a full-time opening in our Skokie office. Both jobs require some evening and Saturday hours. Let us meet and show you our beautiful offices and our highly competitive fee schedules. These openings are for March 1. Send your resume to Dr. Steve Rempas at [drsteve@webster.dental](mailto:drsteve@webster.dental).

**FULL-TIME DENTIST NEEDED IN SCHAUMBURG:** Single doctor fee-for-service/PPO office in Schaumburg looking for a full-time dentist to take over for retiring doctor. It is a five-operatory facility with a really great patient volume and post-shutdown bounce back. Office was on target for \$1 million in production before the shutdown. Position comes with a guaranteed daily minimum, additional earning potential, and a full package of benefits. Looking for a doctor to start in March/April. Please email [1250dental@gmail.com](mailto:1250dental@gmail.com) to learn more.

**GENERAL DENTIST NEEDED** on a full-time basis to start this winter/spring in McHenry County (far northwest suburbs). Daily guarantee, percentage of collections, paid CE and malpractice, and annual bonus. Established practice in a beautiful, new facility. Send resume to [chicagolanddentist@yahoo.com](mailto:chicagolanddentist@yahoo.com).



**FULL-TIME DENTIST POSITION:**

Universal Dental Clinics is looking for a full-time dentist to join our team at the Orland Park and Burbank clinics. Please send your resume to [raya@udclinics.com](mailto:raya@udclinics.com).

**ORAL SURGEON WANTED FOR WHEATON OFFICE:**

DecisionOne Dental Partners is looking for an oral surgeon to work two Fridays a month at its newly remodeled fee-for-service/PPO Wheaton office. Patients will be from the Wheaton office as well as other DecisionOne offices in the region. If interested, please email [jgenta@decisiononedental.com](mailto:jgenta@decisiononedental.com).

**AWESOME ASSOCIATE OPPORTUNITY.**

SCHAUMBURG: Our growing practice is looking for a friendly associate to join our team. 100% fee-for-service. Brand new facility, built in 2020. The highest Google-rated dental practice in our area. No weekends. Three years experience required. Our owner dentist is highly skilled in complex restorative and loves to mentor. Email [applicants21n@gmail.com](mailto:applicants21n@gmail.com).

**ASSOCIATE DENTIST NEEDED:**

Associate position available in a well-established office in Calumet City. All digital, CBCT, friendly staff, flexible schedule. Mixed Medicaid and PPO. \$750/day or 35%. [besmadi@yahoo.com](mailto:besmadi@yahoo.com).

**GENERAL DENTIST, POTENTIAL TO MAKE**

\$350,000: 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 recently purchased a CBCT and are a growing practice. The practice is located in Mount Pleasant, WI, 40 minutes from northern suburbs and an hour-10 minutes from downtown Chicago. Only six minutes from Amtrak Station, which allows a train ride 40 minutes from Glenview or one 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](mailto:dentist2@myntdental.com).

**GENERAL DENTIST FOR BUSY PPO/FEE-FOR-SERVICE:**

Busy PPO/fee-for-service office in near northwest suburbs looking for a part-time dentist with a minimum of three years experience. Great compensation. No Medicaid, bread-and-butter dentistry, possible partnership. Please send resume to [nwestpractice@gmail.com](mailto:nwestpractice@gmail.com).

**ASSOCIATE GENERAL DENTIST:** Located in Belvidere (east of Rockford). General dentistry including implant dentistry and orthodontics (braces). Accepting insurance/AllKids. Associate dentist has private room. 50% compensation. Good potential to bring home \$100,000 working a couple days a week. Practice as your own dental clinic. New dental school graduates welcome. [belvideredental@gmail.com](mailto:belvideredental@gmail.com).

**ENDODONTIST:** Endodontic specialty practice is looking for a part-time associate to join the team in the near north Chicago suburbs. State-of-the-art clinic, Zeiss microscopes, CBCT. Could lead to full-time position if interested. Email resume to [profendoillinois@gmail.com](mailto:profendoillinois@gmail.com).

**GENERAL DENTIST:**

Full-time general dentist needed in Rockford, IL. One year experience needed. \$700 a day or 35% of collection Please send resume to [rabeh0398@yahoo.com](mailto:rabeh0398@yahoo.com).

**ASSOCIATE DENTIST, PART-TIME:**

Our fast-paced, state-of-the-art office located in Belvidere needs a part-time General Dentist. Mondays, Tuesday, Wednesdays and Alternate Saturdays. Must have at least two years of experience. If you are a producer then look nowhere else, this is the right place for you. Compensation is based on 35% of production or \$1,000/day guaranteed minimum, whichever is higher. Very Serious inquiries only. [belvideredentalsc@gmail.com](mailto:belvideredentalsc@gmail.com).

**AMAZING ASSOCIATE DENTIST OPPORTUNITY DOWNTOWN:**

Looking for a motivated dentist three to four days a week, great neighborhood practice, good patient flow, trained staff and mentorship available. Email resume to [jobsareo@gmail.com](mailto:jobsareo@gmail.com).

**ASSOCIATE DENTIST FOR AWESOME PRACTICE:**

Enthusiastic person to learn all aspects of dentistry. Patient-centered office, quality dental work, respects all backgrounds, exceeds standards with latest equipment for infection control. Twenty miles northwest of Chicago in downtown Des Plaines. Metra and I-294 nearby. Spanish or second language a plus. Email resume to [info@appledental.org](mailto:info@appledental.org) or fax 847.296.8113.

**GROWING NAPERVILLE PRACTICE LOOKING FOR FULL-TIME DENTIST:**

Single doctor office in a booming area of Naperville is looking for a full-time dentist to lead the practice. This fee-for-service/PPO practice has an established team and patient base, and is looking for a hard-working dentist to help it continue to grow. The position offers a full array of benefits, minimum salary, and an earning potential of \$250,000. Position is available in May 2021. Contact [1250dental@gmail.com](mailto:1250dental@gmail.com) for details.

**FEE-FOR-SERVICE DENTIST NEEDED IN WHEATON:**

Looking for an outgoing dentist for four days a week starting in April. Fee-for-service practice. Personality and emotional intelligence top skills looking for. Patient-centric family practice that provides all services except sedation. Three GPs, one ortho, and one pedo with a GP retiring. Expected production \$400,000-\$500,000. Check out our website at [bauersmiles.com](http://bauersmiles.com) to learn more about us. If interested, email us a resume at [info@bauersmiles.com](mailto:info@bauersmiles.com) and let us know why you think you would be a good fit. Look forward to meeting you.

**FULL-TIME/PART-TIME GENERAL DENTIST:**

Seeking a smart, outgoing, and friendly associate full-time/part-time needed in busy, state-of-the-art office located in Orland Park. Establish private practice (PPOs, fee for service), learn and stay very productive. Send your resume to [maria@smiledentalcenters.com](mailto:maria@smiledentalcenters.com).

**FULL-TIME/PART-TIME GENERAL DENTIST OPPORTUNITY:** We have a great opportunity for a general dentist to join our established McHenry and Arlington Heights offices. Busy, growing fee-for-service/PPO practices with great staff, modern, all-digital, 3D CBCT equipment and Cerec. Great compensation and super support. Please email CV to [lakemoordental@gmail.com](mailto:lakemoordental@gmail.com) for considerations.

**ORTHODONTICS:**

Well-established dental office is looking for an orthodontist to serve our patients in west suburbs. Pursue your passion in state-of-the-art office with well-trained staff and robust patient flow. Complete freedom of treatment planning. Excellent pay and benefits. Email [dentistjobs12@gmail.com](mailto:dentistjobs12@gmail.com).

**PART-TIME DENTIST NEEDED IN**

**SCHAUMBURG:** Established multi-doctor PPO/Fee-for-service practice is looking for a personable, hard working doctor to join their great team two days a week as the office continues to grow. This practice has a large and loyal patient base that will be sure to keep you busy, while also offering you the ability to establish great relationships with your patients. If interested, please email [1250dental@gmail.com](mailto:1250dental@gmail.com).

**GENERAL DENTIST NEEDED:** Full-time general dentist needed in Milwaukee, WI. One year experience needed. Good staff available and great income potential. Please send resume to [thyandassociates@yahoo.com](mailto:thyandassociates@yahoo.com).

**GENERAL DENTIST NEEDED:**

Private office looking for a full-time/part-time dentist for growing practice located near the City of Chicago. Fully digital, well-trained staff, established patient base. We offer excellent pay and benefits, daily guarantee, paid malpractice, sign-on bonus. New grads welcome. Email [westdentaljobs@gmail.com](mailto:westdentaljobs@gmail.com).

**SOUTH CHICAGO, FULL-TIME GENERAL PRACTICE ROLE:** Serving a working class neighborhood and providing comprehensive care, this private practice role offers mentorship and clinical autonomy while offering a highly competitive wage with potential partnership in the near future. All experience levels welcome. To learn more please contact Rex Plamann, [ddsmatch Chicago](mailto:ddsmatch Chicago) at 1.855.546.0044 or email to [rplamann@ddsmatch.com](mailto:rplamann@ddsmatch.com).

**DEKALB, FULL-TIME GENERAL DENTIST:**

Productive general dentist opportunity in well-established office. Strong new patient flow, digital tools, efficient processes, and strong ownership support. All experience levels welcome! Please contact Rex Plamann, [ddsmatch Chicago](mailto:ddsmatch Chicago) at 1.855.546.0044 or email to [rplamann@ddsmatch.com](mailto:rplamann@ddsmatch.com).

**ROCKFORD, FULL-TIME GENERAL DENTIST**

**ROLE:** Within 45-minute commute of Schaumburg, this general dentist role promises great production and great income to support your practicing plans. Strong support from owner, clinical autonomy, and efficient processes are features one can expect with this full-time role. Please call Rex Plamann, [ddsmatch Chicago](mailto:ddsmatch Chicago) or email to [rplamann@ddsmatch.com](mailto:rplamann@ddsmatch.com) to learn more.

**FULL-TIME GENERAL DENTIST, SCHAUMBURG:** State-of-the-art practice with CBCT, CEREC and more supporting highly productive role and comprehensive pay package including medical benefits. Strong new patient flow and well-organized operation with strong staff help support the great income potential with this role. Contact Rex Plamann, [ddsmatch Chicago](mailto:ddsmatch Chicago) at 1.855.546.0044 or email to [rplamann@ddsmatch.com](mailto:rplamann@ddsmatch.com).

**WILL COUNTY GENERAL DENTIST ROLE:**

Rewarding role in progressive practice offering four days per week. All experience levels welcome. Highly competitive pay package, strong new patient flow, and energetic team. Please call Rex Plamann, [ddsmatch Chicago](mailto:ddsmatch Chicago) at 630.390.5135 or email to [rplamann@ddsmatch.com](mailto:rplamann@ddsmatch.com).

**GENERAL DENTIST POSITION:**

Universal Dental Clinics is looking for a full-time/part-time Spanish-speaking dentist to join the team. Our offices are located in the Chicagoland area. Please send your resume to [raya@udclinics.com](mailto:raya@udclinics.com).

**GENERAL DENTIST WANTED:**

Looking for a full-time general dentist for a state-of-the-art dental office with a lively environment that provides opportunity to perform comprehensive dentistry, experience in ortho and dental implants, and the possibility of future ownership. Please contact for details, [dradilasim@hotmail.com](mailto:dradilasim@hotmail.com).

**GENERAL DENTIST:** Seeking dedicated and enthusiastic dentist for well-established, high end practice on Chicago's north side. Full-time, alternating Saturdays. Good communication, clinical skills required. [medgjob@gmail.com](mailto:medgjob@gmail.com).

**GENERAL DENTIST:**

Busy PPO and private pay office in near northwest suburbs looking for a part-time dentist with a minimum of three years experience. Great compensation, No Medicaid. Dentist should be proficient in general dentistry, RCT, and able to place and restore implants proficiently. Please contact [nwestpractice@gmail.com](mailto:nwestpractice@gmail.com).

**LOVE WHERE YOU WORK, JOIN SHINING SMILES:** Shining Smiles seeks full-time associate. Beautiful office with great income potential and an awesome work environment, hiring at multiple locations. Check out our website [www.shiningsmiles.com](http://www.shiningsmiles.com) and come work with the best. Send resume to [yongkim1029@gmail.com](mailto:yongkim1029@gmail.com).

**READY TO GET OUT OF CORPORATE DENTISTRY?:** Immediate opening for associate dentist. Awesome associate opportunity. Gurnee/Wadsworth. Our growing practice is looking for a friendly associate to join our team. 100% fee-for-service. Brand new facility, built in 2019. The highest Google-rated dental practice in our area. No weekends. Three years experience required. Our owner dentist is highly skilled in complex restorative and loves to mentor. Email [drk@greenwood.dental](mailto:drk@greenwood.dental).

**GENERAL DENTIST NEEDED:** Full-time/part-time dentist needed in busy, state-of-the-art office located in far west suburbs. Office is 30 minutes from Naperville/Aurora and neighboring suburbs. Potential to grow, learn and stay very productive. Paid CE, malpractice. Send your resume to [dclinic33@gmail.com](mailto:dclinic33@gmail.com).

**ASSOCIATE DENTIST:** Come be a part of a multispecialty office team where you get to work at your own pace and be your own boss with a per diem guaranteed. New graduates are welcome to apply and mentorship could be provided. This is a part-time position leading to full-time in future at northwest suburbs of Chicago. Please submit resume to [ddschicago23@gmail.com](mailto:ddschicago23@gmail.com).

**GENERAL DENTIST WANTED (MULTIPLE LOCATIONS):** General dentist, well established and flourishing practices has immediate openings for experienced dentists. We offer great pay on production/collection. Contact [jason.korkus@sfdchicago.com](mailto:jason.korkus@sfdchicago.com).

**HYGIENIST POSITION:** Universal Dental is a company with seven locations spread throughout the Chicagoland area and is looking for a part-time or full-time hygienist. Please email your resume to [raya@udclinics.com](mailto:raya@udclinics.com).

**LOOKING FOR GENERAL DENTIST IN DOWNTOWN CHICAGO:** Looking for part-time general dentist, potentially moving to full time. Our patient base needs a trusting/caring relationship. Send resume to [info@chicagodentalsolutions.com](mailto:info@chicagodentalsolutions.com).

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

**FULL-TIME DENTIST WANTED FOR SUCCESSFUL SCHAUMBURG PRACTICE:** Successful single doctor office in Schaumburg is looking for a full-time dentist to join the team. This practice has been a staple of the community for decades, and comes with an established team and large patient base. The position comes with a guaranteed daily minimum, but with a very high earning potential. The position also comes with a full package of benefits. Target start date is February-March. If interested, please contact [jgenta@decisiononedental.com](mailto:jgenta@decisiononedental.com).

**FULL-TIME ASSOCIATE WANTED WITH FUTURE PARTNERSHIP OPPORTUNITY:** Busy PPO and private pay office in western suburbs looking for a full-time dentist with two years experience. Office is state of the art and open 5.5 days/week. Non-corporate, low pressure setting, patient centric. Applicant should be proficient in general dentistry, but most specialty dentistry referred. Please contact [ikhare2@gmail.com](mailto:ikhare2@gmail.com).

**ASSOCIATE OPPORTUNITY IN THE FAR WEST/SOUTHWEST SUBURBS:** We are a large multioffice practice with a great reputation and an awesome team. If you love to do all phases of dentistry and have incredible interpersonal skills with both patients and fellow team members, then you may be a great fit. Must have at least three years of private practice experience and a GPR is a bonus. No HMO or Medicaid/Public Aid. Send resume to [doctorsws@gmail.com](mailto:doctorsws@gmail.com).

## POSITIONS WANTED

**EXPERIENCED ORTHODONTIST:** Quality-minded orthodontist looking for opportunity. Can be in corporate, group, or solo practice setting. Flexible schedule. Email to [chicagolandbusinessbroker@gmail.com](mailto:chicagolandbusinessbroker@gmail.com).

**PROSTHODONTIST AVAILABLE FOR YOUR OFFICE:** Experienced prosthodontist seeking office looking to keep implant referrals in-house. Caring, thorough and detailed oriented. Confident in meeting the highest standards of planning and placing implants restoratively driven. Please email [chitownprotho@gmail.com](mailto:chitownprotho@gmail.com) for inquiries.

## SERVICES

**DENTAL CLINIC ARCHITECT:** Planning to renovate or build a new dental clinic? We have extensive experience in designing dental clinics. Contact Mythili Thiagarajan, [mythili@auromiraarchitects.com](mailto:mythili@auromiraarchitects.com), 612.804.4959. Visit us at [www.auromiraarchitects.com](http://www.auromiraarchitects.com).





## DENTAL AUXILIARY PLACEMENT SERVICE, INC.

Providing staffing solutions for permanent or temporary needs for Dental Practices

- Dentists
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- Receptionists/  
Office Managers
- Exhibitor Booth Personnel

**847.696.1988**  
**info@daps-inc.com**

ORAL SURGEON AVAILABLE FOR YOUR OFFICE (ILLINOIS & INDIANA): Pleasant, experienced, efficient oral surgeon seeking busy general or multispecialty offices wishing to keep referrals in-house. Availability based on demand. [omfshicago@gmail.com](mailto:omfshicago@gmail.com).

### MEDICAL WASTE DISPOSAL:

Save up to 83.6 percent on your medical waste disposal, <https://www.biomedicalwastesolutions.com/medical-waste-disposal/> and sharps container disposal, <https://www.biomedicalwastesolutions.com/sharps-container-disposal/> with BioMedical Waste Solutions. Request a free quote in 10 seconds.

### PROFESSIONAL PRACTICE

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

DDSMATCH CHICAGO - LOOKING FOR A TRUSTED PARTNER TO SUPPORT YOUR OWNERSHIP TRANSITION? Successfully connecting dentists' present with their future ... ddsmatch, the fastest growing brokerage in the U.S. dental market. Now celebrating 10 years supporting dentists with unique tools and valuable services supporting practice



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# Little plans lack magic to inspire

**A** COALITION OF CONSUMER GROUPS INCLUDING THE AARP AND FAMILIES USA ARE PUSHING HARD FOR A DENTAL BENEFIT IN MEDICARE.

On July 20, 2018, the group issued a white paper with details on need, cost and legislative changes; ADA contributed data to the paper but did not endorse the initiative.

Instead the ADA Board of Trustees decided to participate in the discussion, apparently to advocate for the profession and their patients and maybe more importantly to educate the coalition. The coalition's members are sincere and well-meaning but lack the expert input of practicing dentists in their planning. It is likely the coalition is naïve about legislation, especially regarding regulatory issues.

The Centers for Medicare and Medicaid is an agency within the Department of Health and Human Services that administers major healthcare programs as well as the Children's Health Insurance Program. The centers also collect data on fraud within the healthcare system. The agency employees 6,000 people, very few of whom are trained in administering or reimbursing for the few dental procedures payable by Medicare.

In 2020, 64 million people were enrolled in Medicare. That number will grow to 80 million in 10 years.

How many bureaucrats will be needed to deal with a 25% increase in 2030 and absorb a new discipline?

Will a new agency be formed to deal with dentistry?

How many federal agencies exist? Is it 100? Is it 300?

The real answer is nobody knows for sure; Sen. Chuck Grassley (R-Iowa) at a Senate Judiciary Committee hearing in 2015 noted that the Federal Register indicates there are more than 430. A year later the number increased by 10, although that may not be a real number.

Hospital administrators and large group health providers have to navigate at least 300 agencies to be in compliance with Medicare regulations that often have movable goal posts. The rules and regulations are so torturous that they are forced to hire compliance firms to navigate the minefields, adding con-

siderable cost to care. It benefits no one to add to the plethora of agencies healthcare providers must contend with.

Dentistry cannot expect to be spared the fallout of government bureaucracy.

The proponents of dental Medicare make the false assumption that dentistry is a subset of medicine. Much of dental treatment is elective, necessitating co-pays.

I think there is a better way.

There are scores of dental-related foundations, including the CDS Foundation. Providing dental care in foundation-owned/operated clinics is not cost-effective nor does it solve real access to care.

The number of dental procedures performed by volunteer dentists and hygienists is impressive, but it is a drop in the bucket as compared to need. Added to the difficulty of treating the needy is the drop-off of volunteers. It is not realistic to expect the number of volunteers will be sustained, and we cannot drill ourselves out of this pandemic.

I propose that dental foundations form a confederation and adopt prevention as the confederation's mission. The confederation could mobilize dental residencies, hospital dental programs, and group practices to devise a realistic national dental initiative. The consumer coalition could be encouraged by the foundation confederation to join its campaign, which would make them part of the solution.

Daniel Burnham tells us, "Make no little plans; they have no magic to stir men's blood." ■



# The CDS Foundation Clinic needs you

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

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