



### YOUR HEALTHCARE REAL ESTATE & PRACTICE ADVISOR



Lease Renewal



Sell Your Practice



Start-Up, Expand, or Relocate



Buy a
Practice



Practice Real Estate Solutions



Lease or Sell Your Property

### **Testimonials**



Dr. Kalpana Kandimalla Innova Family Dental

"Working with Peter Canglolosi at Joseph Rossi & Associates was the best business decision I could have made. He helped navigate me through the entire process of starting my dental practice and today I am now the proud owner of Innova Family Dental in Bolingbrook. Pete and his group are much more than just commercial real estate.

much more than just commercial real estate advisors. They went above and beyond to help me in this process of opening my first practice. Their level of service and attention to detail is amazing. Pete was able to negotiate my lease and the finer details that were specific to me as a dentist. If you are a dental professional needing any real estate services I highly recommend Joseph Rossi 6.

Associates. Thank you for everythina!"



Dr. Angela Landrowski

"It was great working with Joe Rossi & Associates. I met Joe through some real estate dealings in the past and when it became time to sell, I knew he'd be the best to facilitate the transaction. I worked closely with Jerry West who not only did most of the legwork but also introduced me to my legal team who were fantastic. Had it not been for Jerry, the sale would never have gone through. I was under contract in 7 days and closed in under 60"



Dr. Justin Welke
Chicago Pediatric Dentistry & Orthodontics

"Joe Rossi and his team were fantastic when it came to finding the right real estate situation for my start up specialty practice. I was very particular with the exact setup I wanted (neighborhood, visibility, parking, etc.) and they were very patient in letting me evaluate all of the options that they found and presented to me. When it came to negatiating the lease, they were very

negatiating the lease, they were very knowledgeable and worked hard to achieve an agreement that was in line with comparable spaces. I recommend Joe to all of my colleagues who are looking to start a practice, he definitely knows the Chicagoland real estate landscape when it comes to dental practices – he is the source!



**Dr. Vu Kong** High Point Family Dentistry

"One of THE most important variables to the success of a dental practice is the real estate. I'm so glod that I selected Peter Cangialosi as my broker. Peter made the process so simple, straightforward and easy to navigate in this increasingly competitive industry. We were able to close on TWO locations within a few months of due diligence. He went above and beyond helping me deal with city specific rules and regulations. Don't do it alone and if you are going to seek help, seek the best in the Chicago area at Joseph Rossi and Associates."

### Speak To One of Our Professional Advisors Today



Joseph Rossi



Peter Cangialosi
Senior Vice Presiden



Jerry West



George Bozonelos

Director of Practice Sale

## page one

## CDS members donate more than 100,000 units of PPE to Chicago frontline healthcare workers

IN MARCH, AS THE RACE TO ACQUIRE VITAL PERSONAL PROTECTIVE EQUIPMENT (PPE) FOR CHICAGO FRONTLINE HEALTHCARE WORKERS quickened in light of the COVID-19 pandemic, CDS members stepped up to provide essential and lifesaving donations to assist their healthcare colleagues.

In addition to the increased demand amongst those combating the virus, dental schools and related dental health service organizations braced for a significant influx of patients in need of emergency dental care as many private dental offices were closed or operating in a limited capacity.

Heeding the call to help provide these critical resources, CDS President Terri Tiersky put out a request to the CDS membership, asking all nine branches to mobilize and establish collections of PPE supplies to assist local medical and dental systems during this difficult time. CDS members took this message to heart, prioritizing the need to get these vital first-responder supplies in the pipeline over the need to stockpile and prepare for the eventual re-opening of their own dental offices and businesses.

Leadership across all nine branches organized collection sites for members to drop off PPE supplies and then delivered these items to local hospital and healthcare facilities.

In total, CDS branch donations amounted to more than 98,000 units of PPE, which included everything from gloves to masks to protective suits and gowns, and more. Supplies were donated to the University of Illinois Chicago College of Dentistry dental clinic, Illinois Chicago Medical District hospitals, Northwest Community Hospital, Franciscan/Olympia Fields Hospital, as well as a few local nursing home facilities. This is in addition to an initial donation of 10,500 units of PPE from CDS that were in reserve from the Midwinter Meeting. All in all, CDS and its members have donated more than 100,000 units of PPE for Chicago's frontline healthcare workers.

Thank you to all who participated in the CDS PPE Branch donation drive for your cooperation, compassion and community involvement. Your support made a significant impact in providing security and resources to those continuing to provide vital healthcare and dental services all across the Chicago area in the midst of this crisis.



(L-R) Victoria Ursitti, James Frett, Michael Unti.



Thomas Schneider Jr.

unparalleled.

tdic

### Exceptional protection from people who understand your profession.

Founded in 1980 by a small group of dentists, TDIC continues to deliver on its promise to protect only dentists. Our success is due in no small part to the collective strength of our company, focus of our board and the trust of our policyholders in the 15 states we've grown to serve.

It's our privilege to support a community of dentists who are engaged in the bright future of their profession.

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

Endorsed by the Illinois State Dental Society

## inside

### **FEATURES**

On Hold8
COVID-19 crisis leaves dental students/graduates career plans in a state of flux.
Scam Alert12
Joanna Brown warns of the rise of scams due to COVID-19.
Oral Health Forum
COLUMNS

### CULUMINS

President's Perspective	6
Practice Smarts  Joanna Brown: In scary times it is best to be proactive to reassure y	
From the Ground Up	18
Final Impressions	40

### DEPARTMENTS

Directory	4
Vox Pop	5
Branch News	.20
Classified Advertising	.30









COPYRIGHT 2020 by the Chicago Dental Society. CDS Review (USPS 573-520) May/June 2020, Vol. 113, No. 3. The CDS Review is published seven times a year, bi-monthly (every other month) and November and December by the Chicago Dental Society, 401 N. Michigan Ave, Suite 200, Chicago, IL 60611-5585.

Circulation: 8,200. Periodicals postage paid at Chicago, IL, and at additional mailing offices.

POSTMASTER: Send address changes to CDS Review, Member Services, 401 N. Michigan Ave., Suite 200, Chicago, IL 60611-5585.

### **STAFF**

Editor: Walter Lamacki, DDS

Director of Publications/Managing Editor: Will Conkis Publications Coordinator/Graphic Designer: Tom Long

Director of Communications: Rachel Schafer

Assistant Director of Communications: Stephanie Sisk

Staff Writer: Joseph DeRosier

Freelance Designer Assistant: Chris Reckling

### **ADVERTISING INDEX**

Accident Fund insurance company of America	
ACOA, Ltd.	13
AFTCO	15
Andrews Construction, Inc.	7
Chicago Dental Broker	29
Chicagoland Smile Group	17
DDSMatch.com	19
DentalPost	13
First Midwest Bank	back cover
Fudala & Associates	11
Joseph Rossi & Associates	inside front cover
Office Anesthesiology and Dental Consultants, PC	21
TDIC - The Dentists Insurance Company	2

### **PURCHASE INFORMATION**

Subscriptions and individual issues are available for purchase through our secure website at www.cds.org/store/cds-store.

## directory

### STAFF DIRECTORY

### ADMINISTRATION

**Executive Director** 

Randall Grove, 312.836.7308, rgrove@cds.org

### Office Manager

Lennoree Cleary, 312.836.7310, Icleary@cds.org

### Associate Executive Director

Barry Ranallo, 312.836.7314, branallo@cds.org

### Financial and Information Services Manager

Mohammed Adil, 312.836.7316, mkadil@cds.org

### COMMUNICATIONS

### Director

Rachel Schafer, 312.836.7330, rschafer@cds.org

### **Assistant Director**

Stephanie Sisk, 312.836.7332, ssisk@cds.org

### **EXHIBITOR SERVICES**

### Director

Lisa Girardi, 312.836.7327, Igirardi@cds.org

### Administrative Assistant

Nathan Pease, 312.836.7315, npease@cds.org

### MEDIATION & PEER REVIEW

### Manager

Helen Rabitoy, 312.836.7331, hrabitoy@cds.org

### MEMBER SERVICES

### Director

Joanne Girardi, 312.836.7320, jgirardi@cds.org

### Associate Director

Lisa Hosley, 312.836.7321, lhosley@cds.org

### **PUBLICATIONS**

### Director

William Conkis, 312.836.7325, wconkis@cds.org

### Publications Coordinator & Graphic Designer

Tom Long, 312.836.7326, tlong@cds.org

### Staff Writer

Joseph DeRosier, 312.836.7324, jderosier@cds.org

### SCIENTIFIC PROGRAMS

### Director

Ted Borris, DDS; 312.836.7312, tborris@cds.org

### Administrative Assistant

Angela Powell, 312.836.7311, apowell@cds.org

### **CDS OFFICERS**

President: Terri Tiersky, 773.286.3750, ttiersky@cds.org

President-elect: Dean Nicholas, 630.678.9090, dnicholas@cds.org
Secretary: Thomas Schneider Jr., 773.794.1332, tschneider@cds.org
Vice President: Michael Durbin, 847.824.0154, mdurbin@cds.org
Treasurer: David Lewis Jr., 847.729.2233, dlewis@cds.org

### **BRANCH OFFICERS**

### FNGI FWOOD

Director: Joseph Unger, 773.582.8129, junger@cds.org
President: Brian Bailey, 708.974.0278, baileydentall@gmail.com
Correspondent: Genaro Romo Jr., 773.247.3345, drgeneromo@aol.com

### KENWOOD/HYDE PARK

**Director:** Yetta McCullom, 773.488.3738, ymccullom@cds.org **President:** Patrick Smith, 773.493.1663, pdsmith11@gmail.com

Correspondents: Lori Lightfoot, 708.753.5241, llightfoot1@cookcountyhhs.org;

Sherece Thompson, 773.238.9777, sbthompsondds@gmail.com

### NORTH SIDE

Director: Janet Kuhn, 773.588.2100, jkuhn@cds.org

President: Chelsea Jones, 773.725.8818, chelseaj290@gmail.com
Correspondent: Joanne Oppenheim, 312.266.8198, childds@rcn.com

### **NORTH SUBURBAN**

Director: Theodore Constantine, 847.272.6466, tconstantine@cds.org
President: David Rosenbaum, 847.480.1578, dsrosenbaum@gmail.com
Correspondent: Rafael Peña, 847.767.9270, rafaelfpena@gmail.com

### NORTHWEST SIDE

Director: Michael Biasiello, 847.825.1457, mbiasiello@cds.org

President: Robert Busan, 312.588.0112, robert.busan@gmail.com

Correspondent: Paul Muhr, 773.205.1188, pmuhrdmd@gmail.com

### NORTHWEST SUBURBAN

Director: Victoria Ursitti, 847.255.2526, vursitti@cds.org
President: Melissa Davis, 847.255.2968, mdavisdds@gmail.com
Correspondent: Sylvia Deek, 708.527.8992, drsdeek@gmail.com

### SOUTH SUBURBAN

Director: Ronald Waryjas, 708.596.2226, rwaryjas@cds.org
President: Richard Bona Jr., 708.895.6189, drrickbona@yahoo.com
Correspondent: Kevin Patterson, pattersondds@aol.com

### WEST SIDE

Director: Brian Caraba, 312.882.9993, bcaraba@cds.org
President: Satish Alapati, 312.996.2033, satish.alapati@gmail.com
Correspondents: Richard Kohn, 708.579.0488, drrichardkohn@yahoo.com;
and Michelle Jennings, 708.354.4545, lagrangeperio@yahoo.com

### WEST SUBURBAN

Director: Donald Kipper, 630.469.2444, dkipper@cds.org
President: Mary Ann Hollis, 630.627.4680, ddshollis@comcast.net
Correspondent: Matt Drescher, mjd.dds12@qmail.com

### CORRESPONDENCE & CONTRIBUTIONS

Address editorial correspondence to:

Chicago Dental Society

CDS Review

401 N. Michigan Ave., Suite 200 Chicago, IL 60611-5585

Phone: 312.836.7300 Fax: 312.836.7337 Email: review@cds.org

Dental Society.

Dr. Lamacki's email: wlamacki@cds.org

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

### **MEETING ANNOUNCEMENTS**

CDS provides the free publication of meeting announcements for dental study clubs and not-for-profit organizations in the *CDS Review* and on our website, *www.cds.org*. Publication of such notices is at the sole discretion of CDS. Be sure to include the following: subject, date, time, location and speaker's name and degree, as well as the name and phone or email of your contact person.

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

### **ADVERTISING**

Email Fox Associates at *adinfo.cds@foxrep.com* or contact one of the following regional offices:

Chicago: 800.440.0231 or 312.644.3888,

Fax: 312.644.8718

New York: 212.725.2106, Fax: 212.779.1928

Los Angeles: 805.522.0501, Fax:

805.522.0504

Detroit: 248.626.0511. Fax: 248.626.0512

### **AFFILIATED ORGANIZATIONS**

### AMERICAN DENTAL ASSOCIATION

312.440.2500 or 800.621.8099; www.ada.org

### CHICAGO DENTAL SOCIETY FOUNDATION

Kristen Weber, Executive Director 312.836.7301, kweber@cdsfound.org; Fax: 312.836.7337; www.cdsfound.org

### ILLINOIS STATE DENTAL SOCIETY

217.525.1406, 800.475.4737; www.isds.org

## VOX POP Comments from our readers

### Thank you

ON BEHALF OF OUR HOSPITALITY AND MEETINGS INDUSTRY, thank you for hosting the Chicago Dental Society Midwinter Meeting in Chicago.

We are honored Chicago is home to the Midwinter Meeting on an annual basis.



During this challenging time, we recognize the good fortune for Chicago and CDS that the Midwinter Meeting was able to take place in February. At that point in time, we were just beginning to see the impact of COVID-19 on the meetings industry. Now, we see tremendous impact on meetings and all aspects of our lives.

I hope that that this year's Midwinter Meeting was extraordinary. We strive for constant improvement on how Choose Chicago and our hospitality community can support the success of meetings in Chicago.

Please feel free to contact me directly at 312.567.8588 or email me at *dwhitaker@choosechicago.com*.

I would welcome an opportunity to discuss your and your team's experience.

Randy, thank you again for the privilege of hosting your meeting. I also want to personally acknowledge CDS for its leadership in providing essential information and resources related to COVID-19 to your members for the health and safety of patients in our community and around the country. We are grateful for the important work CDS does.

On behalf of our team, I send wishes for good health to you and yours. We look forward to welcoming the Midwinter Meeting back home to Chicago in February.

- David Whitaker, President and CEO, Choose Chicago

### The onus is on us

OF COURSE, I ALWAYS ENJOY THE COMMENTARIES of Walter Lamacki. However, I was especially pleased with his most recent opinion piece in the March/April issue.

Some of things you touched upon, such as the water fluoridation, amalgam safety and the benefits of endodontic therapy seem so practical, efficacious and time-tested, yet we seem too often finding ourselves in constant defense mode and re-education mode. As you clearly point out, the onus for defending, explaining and advocating, regarding these and other crucial health preservation matters, ultimately and squarely rests on the shoulders of all of us in the dental professions.

You are spot-on, in my view, when you suggest that we all need to be reminded of that responsibility from time to time.

With the arrival of spring, I will use a spring-appropriate analogy that seems, at least in my view, to apply to those of us who carefully manicure our lawns to look pristine and picture-perfect.

On the mower, we select the desired height of the grass that we feel best ensures the look we want. We edge the lawn so precisely. We collect all of the unsightly trimmings, the undesirable remnants and we toss them out or recycle them. We use appropriate lawn sprays to nourish the lawn to control the insects and to eliminate the weeds, all while trying to preserve our masterpiece yards. There is only problem; it doesn't last. We need to keep doing these things regularly if we expect to have any hope of maintaining our grasp on our beautiful yards. You will probably agree that the same seems true with keeping our patients in optimal health, keep them informed and perpetually working at preserving a beautiful outcome, despite the elements that are constantly working against us.

- Joseph Hagenbruch, DMD, Harvard

### Election of CDS officers scheduled for Oct. 28

The election of 2021 CDS officers is scheduled to take place Oct. 28 during the Regional Meeting at Drury Lane, 100 Drury Lane, Oakbrook Terrace. The nominees are as follows:

- President: Dr. Dean P. Nicholas
- President-elect: Dr. Thomas F. Schneider Jr.
- Secretary: Dr. Michael G. Durbin
- Vice President: Dr. David B. Lewis Jr.
- Treasurer: Dr. Denise D. Hale



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

## Through the Kaleidoscope, Part 3

**Editor's note:** An excerpt of Dr. Tiersky's President's Perspective first appeared in a message to CDS members on April 6.

HE VIEW THROUGH THE KALEIDOSCOPE HAS TAKEN A DARK TURN since I wrote my last perspective. The colors are not currently shining brightly. The pieces that make up the kaleidoscope must stay distanced from each other, instead of making up their usual cohesive and beautiful pattern.

With each turn, the light is eclipsed.

First and foremost, I want to say that I hope all of you, your families and your staff are healthy and safe. That is of utmost importance. Without our health, we have nothing. I say that despite being acutely aware that we are all facing extreme turmoil in both our professional and personal lives as we deal with the coronavirus pandemic.

As dentists, we find ourselves in uncharted waters. Most of us are currently only seeing emergency patients, with no clear end to that in sight. We are being bombarded with emails, webinars and advice on how to deal with the financial strain and loss of income; how to take care of our employees during this crisis and a myriad of other information that is coming at us on a daily basis.

It is at times overwhelming, and the uncertainty of all of this can seem insurmountable. As healthcare providers, we are used to helping those in need, but most of us can't do that right now. It is likely an existence unlike any we have ever experienced.

There is an old saying that I think bears a lot of truth at this difficult time: "Every dark cloud has a silver lining."

A cliché? Possibly, but now more than ever before, we must look for the silver lining.

We must use this time to be with our families. We must use this time to evaluate our priorities and to determine what is truly important in our lives. We must use this time to get back to doing the things we really enjoy but thought we were too busy to do. We must use this time to be kind to others. We must use this time to remember to stay strong and determined,

and we must use this time to reflect and be thankful for all that is good in our lives.

This global pandemic will eventually end, and we will be able to get back to our practices and our patients. I cannot say when this will occur – but it will.

We will get back on our feet financially and our lives will be normal again. But what will be normal going forward? Will it feel the same?

My sincere hope is that going forward, we will all appreciate the things we may have previously taken for granted: socializing with friends; dining out; enjoying and relaxing with a cup of coffee in a coffeehouse; traveling; shopping at the grocery store without fear of becoming sick; going to the local library; having an in-person meeting; going to a concert; watching a movie in a crowded theater; hugging another human being. The list is endless, simple everyday things we never imagined would be taken from us. These things surely will be a part of our lives again, and I think we will appreciate and enjoy them more than ever before.

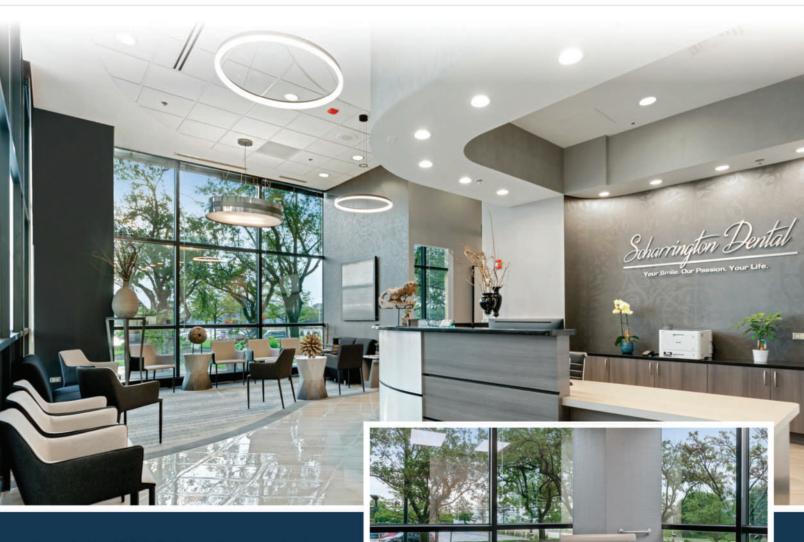
I do not in any way want to diminish the terrible time we are experiencing in our professional lives. As I write this Perspective, I have not worked in two weeks and do not know when my office will be open again for routine dental care. I am worried about finances as well as what the new normal will look like once we return to the office. The questions you are likely asking yourselves are questions I am also struggling with. But that silver lining must be our focus, or we will have lost this battle, and that is simply not an option. The kaleidoscope will shine brightly once again with all of the pieces moving together to make up a unique, beautiful pattern. It will take time, and once this pandemic ends, our personal situations will dictate how long it will be for things to return to "normal."

But we WILL see the beauty and the light again. Perhaps it will be so bright that we will be awestruck. Or perhaps that feeling will be our newfound appreciation for the beauty we neglected to see before we were faced with this crisis.

I wish you all good health during this difficult time.



General & Carpentry Contractors



Founded in 1984, Andrews Construction has established itself as a leader in the field of medical, particularly dental, office construction. Whether remodeling, building out, or building from the ground up, from affordable startups to award winning showcase offices, we concentrate all of our efforts into making sure that our customers have a stress-free and pleasant experience.

We take pride in giving you the best value, while ensuring that your new office is completed in a professional and timely manner.

Phone: (847)658-6222

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



www.DentalBuilder.compt protected and provided for personal passe by Ucensett engineeric and problems assission.



by Joseph DeRosier

UST A FEW MONTHS BEFORE THE WORLD SCREECHED TO A HALT BECAUSE OF THE COVID-19 PANDEMIC, fourth-year dental school students were starting the final leg of their journey to become dentists.

They were making plans for their careers and looking forward to a commencement ceremony when they could hold their diplomas high over their heads as friends and family cheered them on.

Graduates will receive their degrees for which they they worked so hard, but the two Chicago area dental schools, the University of Illinois at Chicago College of Dentistry and Midwestern University College of Dental Medicine in Downers Grove, won't be holding commencement ceremonies in person and were still sorting out in late March how to handle any testing or requirements that include hands-on training and certification.

When word came down from Gov. J. B. Pritzker's office that the state was

going into a shelter-in-place mode to stop the spread of the virus, learning in classrooms and clinics at the dental schools ended as well.

Some oral surgery residents at UIC are still on the job.

Shouvik Ponnusany, the chief resident at the UIC oral and maxillofacial surgery program, has been working in the clinic treating emergency dental cases.

"It's really our duty to appropriately triage and manage the urgent dental issues; the way we're handling it now is to unburden the hospital system as best as we can," Dr. Ponnusany said.

To lessen the possibility of the infection spreading, three teams of oral surgeons work three to four days together and then the next team takes over without having any interaction with the previous team. The rotation system guards against the entire team being infected at once.

He said some dental students are also helping in the triage effort.

"What's been really impressive is that CDS, ISDS, ADA and AAOMS (American Association of Maxillofacial Surgeons) and the UIC college administration, everyone, has shown really good leadership," Dr. Ponnusany said. "We just want everyone to realize we appreciate their donations (of personal protection equipment), their gratitude and their leadership at this time."

As for his own residency work, he said, there were about 14 surgeries that had to be postponed over the first two weeks of the shutdown that will need to be rescheduled at some point.

"Our program director has asked us to send them our surgical log of what we have done now and the college will assess whether I have enough experience to graduate (in June)," he explained. "Luckily, we have more than enough numbers, but you're in residency so you want to get in as much experience as possible. Every day that we're not operating on elective cases, it definitely affects us, unfortunately."

After graduation, he planned to join a private practice in the northern suburbs; the doctor there is taking referrals for emergencies from about 25 dentists in the area.

"Knock on wood so far there hasn't been any change to that plan," Dr. Pon-

nusany said. "Obviously with the economy, a lot of employed dentists are being laid off right now. Hopefully we will be busy enough to keep that plan in place. There is a little bit of uncertainty right now, and it is surreal. I'll have to take it one day at a time."

In March, Graima Shukla, a fourthyear dental student at UIC, said her last clinic day was Friday, March 13. The school was going on Spring Break the following week with the expectation of the students returning March 23.

But on March 12 the students learned by email they would not be allowed to use any aerosol-producing instruments such as hand pieces or do any procedures that would produce aerosols, so what students could actually do was limited, she said.

Some students had also scheduled patients for optional clinic appointments during Spring Break, and, on that Fri-

we've also started, but we spend most of our time in clinic. We have been trying to use our third and fourth years trying to complete our clinical requirements, and everyone is at a different place."

UIC officials were evaluating every student individually to determine what requirements needed to be completed and if those can be done on a mannequin or simulated patient or in some type of laboratory setting if they can't see live patients before the projected graduation date of May 7, she said they were told.

As for board exams, Ms. Shukla said UIC students are lucky because they took licensure exams on Feb. 29 and March 1, before the shelter-in-place order was given.

"We just got them in before all this craziness started," she said. "Those of us who passed are good, but there are a handful of people who have to take the

Her career plans changed since COVID-19 safety measures were put in place.

"About six months ago, I was kind of limiting myself as I was planning what I was going to do after graduation. I was reaching out more to private practice dentists and not really thinking about corporate practice at all. But now that there is all this uncertainty, I've opened up my options and feel like any job will be good right now, if I can just get one," Ms. Shukla said.

She said she also is considering the possibility of going into the academic field of dentistry with the thought that it might be "a little more stable."

Peter Alemis, chief development officer for Family Dental Care, a group practice with six locations in Chicago and the south suburbs, said his group is still actively looking for associates and is still advertising in the *CDS Review* classified section.

"I think a lot of my classmates are going to have a difficult time finding jobs because all of these employers have a huge question mark above their heads, and they don't know when they will have the capacity to hire more people. It's very weird waking up every day and not knowing what's going to happen."

day, they didn't know if those were still on, she said.

Word came down the clinic would be closed during Spring Break as well as the following week as college officials decided that only emergency dental work would be allowed following guidance from the ADA on March 16 that elective dental procedures should be postponed because of the virus.

Classes however continued with courses being taught online, but more advanced students will be missing out on hands-on clinical work with patients, she said. Remote learning is also ongoing at Midwestern, according to its website.

"First- and second-year students can mostly do their work online and they have transitioned," Ms. Shukla said in late March. "And for third- and fourth-year students, we have a couple of things that we can do online, too, which

retake exam in May, but right now that is postponed indefinitely."

Change and uncertainty are the watchwords of the day.

"I think I've gone through a range of emotions," Ms. Shukla said. "At first I was very, very confused because I had no idea how this was going to affect dentistry, with elective procedures suspended and only being done on an emergency basis. For someone who hasn't even started practicing yet, I am wondering how this will affect me getting a job."

She said she knows of many private practices that have had to lay off staff.

"I'm wondering if they will even be hiring new graduates as associates come summer or when practices will open up again for normal practice or when patients will want to come in for appointments again," she said. The offices are only seeing patients on an emergency basis, Dr. Alemis said. The employment structure varies for dentists in the group: some are independent contractors and some are on contract.

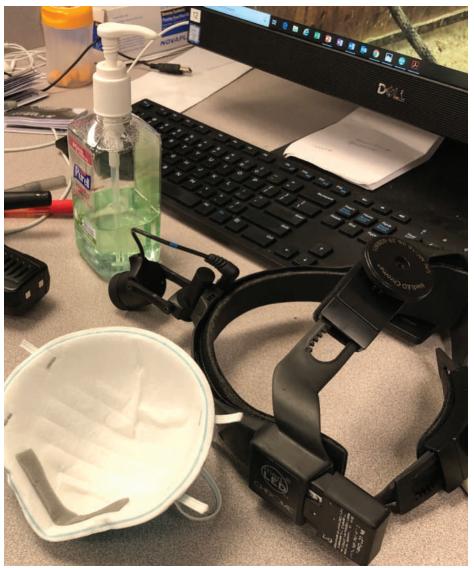
He said he thinks the disruption might push more dentists into the group practice model instead of the solo practitioner model.

"It's evolving into that, the group practice model; the solo guy can't really last in this environment," he said.

But whatever the future brings Ms. Shukla said students would be ready.

"I think we all have to be patient and know that this will not be easy. We are in a crazy situation... I think we will bounce back, and we will be stronger," Shukla said.

Connie Woo, the University of Illinois at Chicago Dental Student Council president, who is a fourth-year student,



Standard equipment: N95 mask, faceshield and hand sanitizer.

said she experienced "a lot of uncertainty" as well and is also concerned about the outlook for jobs.

The uncertainty is worrisome because some students who were going on to residencies are left wondering if those will still pan out, she said

Ms. Woo said she is fortunate because both of her parents are dentists, and she was planning on joining them after graduation.

"I think a lot of my classmates are going to have a difficult time finding jobs because all of these employers have a huge question mark above their heads, and they don't know when they will have the capacity to hire more people," she said. "It's very weird waking up every day and not knowing what's going to happen."

She said the fact that an infectious disease is involved is also troubling.

"It's not only hurting the students, but it is impacting everyone in our profession because we are the most exposed profession because of the aerosol equipment that we use," Ms. Woo said. "So it's alarming and it's quite frightening, but I see a glimmer of hope as long as everyone follows the rules. We'll get out of this."

But at the same time, she said, she realizes change will be inevitable.

"I really think COVID will change the way we deal with dentistry from this time forward," Ms. Woo said. "It's such a weird feeling that we don't know what the new normal is going to be once, or if, this passes, which is the scariest thing."

Ms. Shukla said she too thinks things will change.

"I feel confident that dentistry will start taking new measures, reinforce all the infection control rules and approach it differently," Ms. Shukla said. "Things will be tough and things are going to change, but I'm positive it will happen because that's essential."

Instruction on infection control was prevalent at UIC. Ms. Shukla said she was comfortable with the level of training she received.

She said she thinks infection control training might become more rigid.

Nicholas Callahan, an oral maxillofacial surgery professor at UIC, has been seeing emergency dental patients at the hospital during the shutdown and has experienced the virus' impact first-hand.

He said his mission has been to make sure emergency dental patients can be treated at the dental clinic instead of adding to the already overburdened hospital Emergency Room.

Before patients can be seen, however, there is a screening process. When a patient calls in, there is an evaluation to determine if it is a true dental emergency; they then go through a 10-question screening concerning COVID-19 created by the Centers for Disease Control and Prevention. Once patients arrive at the clinic, their temperature is taken and the 10-question evaluation is repeated.

"Right now, we (dentists) are at one of the highest risks of contracting this disease or being exposed given our proximity to the patients. Almost everything that we do in our field is in an aerosol procedure.

"It will require a lot of precautions to protect ourselves and then, in turn, protect our patient. Many of us are young and vibrant and less likely to be extremely affected by this disease, but we have the potential to potentiate the disease to patients," Dr. Callahan said.

Dr. Callahan said it is still uncertain how the virus will impact dentistry. He added: "How we adapt will say a lot about our profession."

He said he suspects a move to use stronger universal protection, whether that means full face masks or N95 masks for all providers, are in the future.

"Being cautious and really protecting everyone with higher-grade masks and

### "I really think COVID will change the way we deal with dentistry from this time forward"



An empty lecture hall at the UIC.

eye protection is sometimes something that we are a little lax about, but now we don't have the luxury of being lax," he said.

And while the virus has thrown a curve to students, Dr. Callahan said it is an opportunity for "the dental community to step up" and provide the help patients need.

"We're part of the medical community. We make a commitment to take care of patients and that commitment doesn't stop if we get scared," Dr. Callahan said. "We have to figure out a way to safely treat patients, and it's just a reality that we have to deal with in the future that these scary things are out there; we have to know and prepare for how to deal with it."

Dr. Callahan added that it is uncertain if things will ever get back to "normal."

"The truth is it is never going be the same," Dr. Callahan said. "This is a really a pivotal time in all of our lives, and we are going to look at this a moment as before COVID and after COVID, and it's going to be a new normal. What is that new normal is ever evolving. I don't think what we had two months ago, we will ever quite get back."

COVID-19 updates and resources are updated daily at www.cds.org.

Joseph DeRosier is the CDS staff writer. Photos courtesy of Shouvik Ponnusany.

## Fudala & Associates Wealth Management



### Serving dentists for more than 20 years

We are committed to helping dentists build wealth management solutions tailored to address your needs. We can assist you with income management, retirement planning and transferring your wealth to future generations, and we welcome the opportunity to work with you.

225 West Wacker Drive • Floor 14 • Chicago, IL 60606 312.696.2130 • www.fa.ml.com/fudala-associates/

### Eric J. Fudala, CRPC®

Senior Vice President • Senior Financial Advisor 312.696.2130 • Eric.Fudala@ml.com

### John L. Weinzelbaum

Financial Advisor

312.814.9012 • John.Weinzelbaum@ml.com

### Bridget T. Moran

BD Registered Client Associate 312.696.2133 • Bridget Moran@ml.com



Investment products:

Merrill Lynch, Pierce, Fenner & Smith Incorporated (also referred to as "MLPF&S" or "Merrill") makes available certain investment products sponsored, managed, distributed or provided by companies that are affiliates of Bank of America Corporation ("BofA Corp."), MLPF&S is a registered broker-dealer, registered investment adviser. Member SIPC, and a wholly-owned subsidiary of BofA Corp.

Are Not FDIC Insured	Are Not Bank Guaranteed	May Lose Value
----------------------	-------------------------	----------------

The Bull Symbol is a trademark of Bank of America Corporation.

Chartered Retirement Planning Counselor and CRPC are trademarks or registered service marks of the College for Financial Planning in the United States and/or other countries.

© 2020 Bank of America Corporation. All rights reserved. | 2996799 | 04/2020

## SCAM ALERT: Be wary of unsolicited help

by Joanna Brown

HE ONLY PART OF THE COVID-19 PANDEMIC THAT EXPERTS AGREE ON is that the base of knowledge is changing with every blink of your eye. Americans have been challenged to keep up and constantly alter their best practices to avoid falling ill.

Healthcare providers are under immense pressure to stay current in their knowledge of infection control practices that will keep themselves, their dental teams and their patients safe. Simultaneously, there are business matters that require immediate attention.

The best advice is to remain a hypervigilant consumer of information, no matter the source or the subject.

Professional associations, alumni clubs, industry publications, insurers, manufacturers, social media and other web sites will all offer advice. Take in as much as you like, but with at least a grain of salt – if not a whole heap.

### **CONSIDER THE SOURCE**

"If you are searching the Internet, look for information that is not attached to companies that are putting out and framing the information to sell a line of products. Look for objective reporting," said Ted Borris, who practiced dentistry for 30 years before he became the CDS Director of Scientific Programs in 2014. "The Centers for Disease Control and Prevention is a leader in that, as is the Mayo Clinic – they have a dental facility, and to say that they are on top of things is an understatement."

CDS maintains a list of current information from reputable sources at www.cds.org/news/covid-19-updates. The American Dental Association has centralized its collection of information related to the COVID-19 pandemic and economic crisis at www.ada.org/virus. This includes a page dedicated to FAQ, a list of resources, a live chat button for

quick responses to pressing questions, and a schedule of webinars.

Dr. Borris recommends seeking out information that comes from people you have learned from in the past and respect. Keep the source of that person's recommendations in mind as you read or listen to the discussion; be prepared to separate the knowledge you gain from the products a sponsor might be selling.

"It all goes back to being a hypervigilant consumer of information," Dr. Borris said. "It happens all the time that someone will take a course they really liked and then go out and share with their buddies something great that they learned in the course."

But that can quickly turn into a game of telephone, as the message gets distorted or shared out of context.

"As a dentist, make sure you are listening to a trusted colleague – a mentor, or someone that you refer your patients to – if you're not going directly to the source," Dr. Borris said.

"There's going to be a lot of hearsay on this. You might hear someone say something like, 'oh, this coronavirus is just like Hepatitis B and we did just fine.' That's wrong. Hepatitis and AIDS are blood-borne pathogens, and we did a lot of work in the past to reimagine how we controlled blood in the office.

"But this is an aerosolized virus; COVID-19 spreads in droplets of water and so the way we practice dentistry – and even the spray that comes off your drill, for example – has to be considered in a whole new way."

### **ANYTHING BUT BUSINESS AS USUAL**

The same hypervigilance should be applied to the business of dentistry.

Illinois Attorney General Kwame Raoul offers advice to avoid being the victim of deceptive business practices at www.illinoisattorneygeneral.gov. Additional support is available from the Federal Trade Commission (FTC) at www.ftc.gov/coronavirus. If you think you have been victimized already, both sites offer ways to report deceptive business practices.

"We know without a doubt that scammers will try to steal money and information from hard-working Illinoisans who are suffering under the COVID-19 pandemic," Raoul said April 10 in a prepared release. "As much as it disappoints me that there is a need to continue warning people of scams being perpetrated by individuals trying to take advantage of the crisis, I want our residents to know the hallmarks of a scam so that they can avoid them."

Among his advice, do not respond to email messages and text messages that claim to include information about the COVID-19 economic stimulus package and request personal information or prompt recipients to click on a link. Such messages likely are sent by scammers trying to steal personal information such as bank account numbers, Social Security numbers or credit card numbers.

Clicking links or opening attachments included in such messages also could result in people inadvertently downloading dangerous malware onto their computers or phones, which compromises the security of everything stored on those devices.

The FTC further advises business owners to be suspicious of unsolicited phone calls from people claiming to be from a financial institution or government agency. Do not engage in conversation; rather, end the call and initiate a new call using a phone number from your own records that you know is credible.

"Make sure, too, that you are buying supplies from a reputable place. We've been hearing a lot about counterfeit goods since the very beginning," Dr. Borris said.

## "Experience Matters"

## ACOA LTD

CONSTRUCTION COMPANY DESIGNERS & BUILDERS



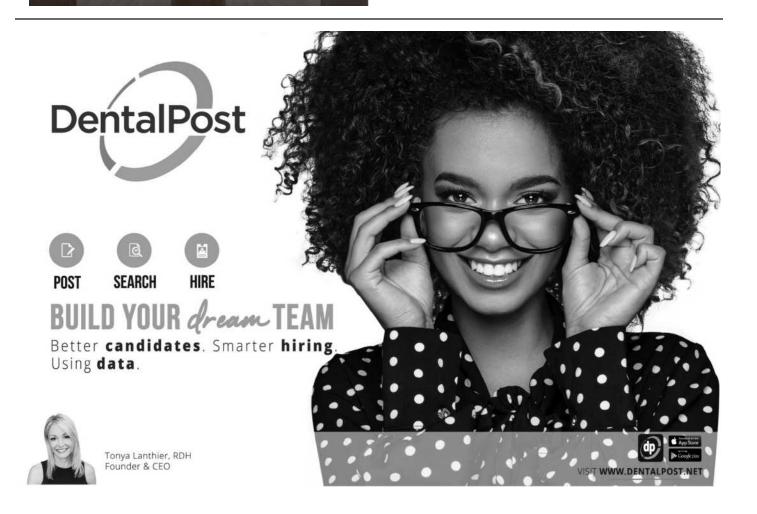


### Services We Provide:

- Architecture & Engineering
- Professional Interior Design
- Turnkey Construction
- Custom Cabinetry
- ♦ Wall & Floor Finishes

### Contact us for a consultation:

(847) 229-8414 | Info@acoaltd.com



## Oral Health Forum

## Survey of third-graders contains good, bad news on caries

by Joseph DeRosier

ESULTS FROM THE LATEST HEALTHY SMILES, HEALTHY GROWTH SURVEY OF ORAL HEALTH and height/weight data of statewide third-graders were released at a special Oral Health Forum presentation in late February.

The survey showed a decrease in untreated and treated tooth decay but showed caries are still a "significant public health problem affecting two in five" children in Illinois.

The survey is conducted every five years. The latest study was performed during the 2018-19 school year by the Illinois Department of Public Health's Division of Oral Health.

Dozens of healthcare professionals and government officials attended a special luncheon held at the ADA's headquarters, where the study results were presented.

Karen Mancera-Cuevas, deputy director of the IDPH, delivered an overview of how chronic disease and oral health intersect and how the study's findings

impact the office of health promotion. She said the survey is invaluable as a tool in determining priorities.

"Oral health coexists as a vital component of chronic disease, especially as it relates to vascular health, diabetes and tobacco (use) prevention," Dr. Mancera-Cuevas said. "The advancement of chronic disease programs relies heavily on preventative measures and early intervention from oral health professionals who both promote efficient and effective ways to encourage health promotion," she said.

Dr. Mona VanKanegan, chief of the IDPH Division of Oral Health who served as the principal investigator for the study, said the findings showed promise of better oral health among youngsters, but that it also revealed inequities in care.

When comparing the findings to the national Healthy People 2020 metrics, Illinois, for the first time, met three key oral health objectives for dental sealants, untreated dental caries and overall caries experience. But the state still lags in the area of acceptable obesity levels for children 6 to 11 years old.

"Obesity is something we need to work on a bit," Dr. VanKanegan told the gathering, "because we did not meet our Healthy People 2020 target for this age

Part of the study involved a survey of body weight. Based on the Body Mass Index, the study showed the overall proportion of third-grade children who are overweight or obese is on a downward trajectory from previous years. In 2003-04 it showed 41% of children in that category, while in the 2018-19 survey 32.6% were overweight or obese.

However, one race/ethnicity group showed a high BMI is still an issue, with half of Hispanic/Latino third-graders being overweight or obese. A higher BMI was also found in children who were eligible for Free or Reduced Meal Programs with 37.6% of those eligible being overweight or obese compared to 24.3% of non-eligible children.



Mona VanKanegan



Alejandra Valencia



Karen Mancera-Cuevas

A bright spot in the study, she said, was that dental sealant rates have increased during the survey period and the disparity gap continues to decrease by race/ethnicity, urban/rural, low-income and Illinois Public Health Regions.

But untreated dental caries continues to be an unmet need, even among those who have sealants, which means there are challenges in "accessing or completing corrective treatment for dental caries."

The study showed inequities of service among racial groups, she said. As an example, the overall sealant rate meets Healthy People 2020 guidelines but, when broken down by race/ethnicity, non-Hispanic Black, Non-Hispanic Asian and even Hispanic/Latino children are behind the state average.

She said for those groups the number of dental sealant averages is going down and not up.

According to a summary of the report, county and regional level data show "a high proportion of children with dental sealants co-existing with high levels of untreated dental caries."

Not surprisingly, the survey also showed evidence of dental disease and the need for treatment increased with the frequency of consumption of sugar-sweetened drinks. According to the summary, children who drank sugar-sweetened beverages twice a day had a higher rate of caries when compared to overall findings, 58.4% to 41.6% and had a higher rate of untreated caries, 29.2% vs. 22.2%.

"Families across the state of Illinois are living in communities where oral health services are limited and resources are a stretch," said Dr. Alejandra Valencia. director of the Oral Health Forum. which hosted the study's release event. "In many families oral diseases among children often goes untreated because they are competing with other basic needs such as housing and food security. In order for us to create the best interventions that help families to include oral care as part of the primary care, we need strong community partnerships and research that details the oral health status and landscape of children and other populations."

She said the 2018-19 Healthy Smiles, Healthy Growth study gives healthcare advocates updated information on the oral health needs of children to use in their work

"We all have to activate and work together, not just with oral health issues, (because) we know how they are connected to obesity and other chronic health issues," Dr. VanKanegan said.

She said the dental community needs to work together to increase access to care.

"We need to also improve the access and hours of operations for dental clinics," she said. "Many families see the convenience of a school-based oral health program, and they would never be in a dental setting if it were not for a school-based program. Lots of practices are only open until 4 o'clock, so how can these parents get into a traditional dental care setting if they are working?"

She said coupling a sealant program with a treatment program and offering accommodating office hours will help parents find a dental home for their children.

### **KEY ORAL HEALTH FINDINGS**

- Tooth decay is still a significant public health problem affecting 2-in-5 Illinois children.
- 53% of third-graders had at least one sealant on a permanent molar.
- Non-Hispanic black children have the lowest dental sealant rates, 45.7%.
- Overall, the untreated dental caries rate of 22.2% is unchanged from 2013-14 and is higher than national figures, 15.3%.
- The highest levels of untreated dental caries are with Non-Hispanic Asian children, 28.8%, and Non-Hispanic black children, 26.7%.
- An estimated overall 4% of third-graders were found to require immediate dental treatment due to pain, swelling or infection, double the number in 2013-14. But 7.5% of Non-Hispanic black children need immediate treatment.

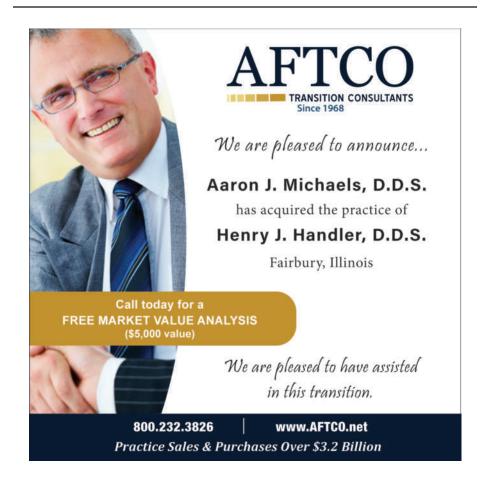




Photo by miljko/istockphoto.com

## In scary times it is best to be proactive to reassure your patients

HE LIFESTYLE CHANGES CREATED DURING THE COVID-19 PANDEMIC ARE UNPRECEDENTED, UNPREDICTABLE AND EXTREME. We are unlikely (knock on wood) to experience such levels of unrest again.

But most every dentist should expect a health crisis of some kind to affect their practice of dentistry during their careers.

2015 CDS president Susan Becker Doroshow wrote in the CDS Review about a resurgence of measles in 2015; CDS Review staff reported on another resurgence of measles in 2019. Before that there was the zika virus, swine flu, bird flu, and every few years whooping cough spreads through one of our local high schools.

When these health threats arise, your patients will call; some will question your sterilization practices, while others will cancel their appointments altogether. Your best response is to take all their questions seriously and respond in kind.

Even better, proactively communicating with patients during an event that affects your practice of dentistry eases their nerves and solidifies their faith in the care you provide. Be honest, share personal information, and offer your help in other ways.

Being honest is not always easy, but in this case, it is the best policy. And it's always okay to tell people, "I don't know the answer, but I will work to find out for you."

In a case of COVID-19, it is certainly acceptable to tell patients via email that you temporarily closed the office and that while you have every intention of reopening to care for them, you could not yet say what date that will be. Statements like, "Expect a call from our front office staff to reschedule your appointment as soon as we safely can," remind patients that you remain concerned about all aspects of their physical health.

Assuage patients' fears. Recount your office's efforts to main-

## Regularly accessing information from organized dentistry, ADA, ISDS and CDS, on these and other issues is the smart practice management routine.

tain a clean environment and limit the transmission of germs 365 days a year. Remind patients that all instruments used in their mouths are heat-sterilized and stored in airtight plastic pouches until a member of your dental team - wearing a fresh set of disposable gloves – needs the instruments. List a few of the single-use products your patients see and tell how they are disposed of responsibly as the patient leaves the office.

And explain how you wipe down the dental chair, lights, mirrors, hoses and operatory countertops several times daily, between each and every patient who receives care.

If your team wears disposable gowns, face shields or side shields on their eyeglasses, tell patients the purpose they serve. Share with patients a short list of your most trusted sources for current information on best practices in the dental office. Offer to answer the questions patients still have about your protocols.

Close by reminding patients of all the things you will do during an uncertain time. Offer phone numbers and email ad-

dresses for patients to contact their dental team in cases of a health emergency and commit to checking your messages with some frequency. Remind patients of the good health practices they should maintain during an extended period between appointments: replacing toothbrushes frequently, healthy snack choices, ample hydration to avoid dry mouth, and good flossing techniques.

It seems like a lot of information to share with patients if you feel the threat of infection is low, but the transparency you demonstrate when tensions are high instills lasting confidence in your work.

Also, the strategies listed here are not carved in stone. How to deal with reopening, plus addressing safety measures for you, staff and patients, are just two of the many practice issues you will face in the future. That's why regularly accessing information from organized dentistry, ADA, ISDS and CDS, on these and other issues is the smart practice management routine.

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*.





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

### Put the Golden Rule into practice

CAN NEVER TELL YOU TOO MANY STORIES ABOUT THE SUCCESSES AT THE CDS FOUNDATION CLINIC IN WHEATON. This is a stressful time for all dental practices and that includes the free clinic. We don't make money, but we do change lives and we can't do that right now. As we have said before, we did reach a milestone last year by exceeding \$3 million in services. Unfortunately, we will not be able to set any records this year.

While our lives and practices are on pause due to the coronavirus, let's take a look back at some positive highlights from the patients we have served and the volunteers who have treated them:

"I have always tried to volunteer during my dental career," says Thomas Piazza, DDS. "I enjoy my time volunteering at the clinic because I'm providing the best dental care to many deserving patients that would not otherwise be able to afford dental treatment."

"When I was young, my family was large and there were times that my father, an electrician, was laid off," says Tish Nihill, DMD, MS. "One never knows when you can be on the needing end of community support. I have been blessed by my profession and wish to give back to the community."

"I had no means to get dental work done and had to do without, so I welcomed the opportunity to go to the clinic," says Shirley R. (pictured before and after receiving prosthetic dentures). "These people at the clinic are kind-hearted. They treat you with respect no matter what your background is. God bless them for what they are doing. I am very grateful, and I love my new smile," she concludes.

I feel blessed for what I have and am glad to help others to make their lives a little better, if I can," says James Zajac, DDS. "I also enjoy the staff that works there, and the ability to meet other professionals and interact with them. As a solo practitioner I can feel professionally isolated.

"One of our patients a few years ago was recently widowed with two kids and was told she had to have teeth before a job site would hire her," recalls Dr. Nihill. "She took two or three buses to arrive from a neighboring suburb to our clinic, and we were able to make her an upper partial to help with her smile.





She showed amazing perseverance. She now brings her children to the clinic and has been working to support them. Another patient came in with an abscess on one of her front teeth and shared that she used to live in Oak Brook but now was homeless since her husband passed away and funds dwindled . . . both of these women left quite an impression on me. With our current coronavirus situation, I am very concerned for them and their personal situations that are very fragile."

One of our most dedicated volunteers and community service individuals, Eric Jackson, DDS, was the 2019 Vision Award recipient. In his acceptance speech Dr. Jackson remarked, "Volunteering has allowed me a means to put The Golden Rule and Stewardship to practice, two core values instilled in me throughout my childhood by my parents. It has provided me some of the most rewarding experiences of my professional career."

He concluded with a challenge for all in dentistry: "Before the opioid crisis justifiably took center stage, one of the hottest topics in dentistry was access to care. It still is. I'd like to challenge my dental colleagues to increase their volunteerism . . . imagine the good if every dental provider volunteered a small portion of their time each year. Just an afternoon, or better yet, a full day . . . access to care would be a much smaller issue. Dental care deserts would be much less prevalent. The Golden Rule would be the rule."

Since our clinic depends on donated funding and in-kind contributions, we are going to make "Marta's Wish List" part of our regular column. This first list is a long one that comes from her quest to obtain items from Midwinter Meeting vendors.

I was at the clinic recently and realized that the administration office chairs were in very sad shape. I found some quite nice ones at Wayfair.com for just over \$100 each. We need three

If you can donate any of these wish list items, we would be most grateful. ■

### Marta's Wish List

### **DISPOSABLES**

- Air water syringe covers
- Tray covers
- Air water syringe tips long
- Small and medium gloves Glove Club
- Lab gowns, disposable
- Masks
- CaviWipes
- Long cotton applicators

### **ENDODONTICS**

- Endo handpiece Dentsply
- End materials temp canal, scaler, obturation

### **HANDPIECES**

- Straight and contra-angles (latch type) plus endo handpiece
- Surgical handpiece Aseptico

### **INSTRUMENTS**

- Piezo scaler tips
- Rubber dam punch

### **MATERIALS**

- Hu-Friedv resorbable sutures
- Non-latex rubber dams flexi dams
- Septodont 1:50,000 EPI, Septocaine, Lidocaine anesthetic
- A3 A3.5 C3 C3.5 composite Kavo or any brand
- Sectional matrix (Triodent) Ultradent
- Silver diamine fluoride
- Dvcal material
- Vitrabond
- Ultradent

### **PROSTHETICS**

- Shade guide
- Temporary cement
- Acrylic adhesive
- PVS-VPS tray adhesive

### **MEDICAL EMERGENCIES**

- Ammonia salts
- Glucose monitor
- Cancer screening test
- Emergency kit EpiPen, etc.
- Thermometer
- Extra-large blood pressure cuff

### **MACHINES**

- Autoclave Midwest
- Intraoral camera
- Handpiece oiling machine

### **EXTRAS**

- Scrubs and name embroidery
- Loupes

# Are you considering a future ownership transition? Are you curious about transition options available to you and your practice?



dentist's present with their future

ddsmatch has supported dental transitions for over 10 years— Let's start a conversation!

Contact **Rex Plamann**, **dds**match Chicago for more information: **1.855.546.0044**Practices Sales • Partnerships/Mergers • Associate Recruitment • Practice Appraisals

## branch news Reports from our nine branches

### Englewood Branch by Denise Hale, DDS

**Peggy Richardson** shared her Tinley Park office as a drop-off location to accept donated PPE supplies in March.





ENGLEWOOD: (above) Bob Matthews and Tom Salmon catch up with each other during the March branch meeting at Louie's Chophouse. (right) Clinical faculty Kevin King, ISDS President-elect Alice Boghosian and Denise Hale at the University of Illinois at Chicago College of Dentistry.



### Kenwood/Hyde Park Branch by Lori Lightfoot, DDS

**Shafa Amirsoltani** hosted a special dinner for CDS members from various branches to celebrate International Women's Day in March.

**Yetta McCullom** shared her Chicago office as a drop-off location to accept donated PPE supplies in March.

### KENWOOD/HYDE PARK:

Back row: Melanie Watson, Shafa Amirsoltani, Carol Everett, Joanne Oppenheim, Sharon Perlman and Denise Hale. Front Row: Sherece Thompson, Kimberley Bolden, Berta Silva, Yendis Gibson, and Maria Garcia Lynch.

### North Side Branch

by Joanne Oppenheim, DDS

**William Simon** shared his Chicago office as a drop-off location to accept donated PPE supplies in March.

Benjamin Kromash, son of North Side Branch treasurer **Joanne Oppenheim** and **Ken Kromash**, completed 27 months of service as a Peace Corps volunteer in Paraguay. Afterward, he continued on to backpack through South America until March.

Steven Herzog, Louis Halkias, and Michael Papadimitriou of Oral Surgery Associates hosted a continuing education course Nov. 8 in Skokie. Carl Drago presented a lecture on the most recent advances in digital dentistry.



NORTH SIDE: Ben Kromash, son of Joanne Oppenheim and Ken Kromash.



### Office Anesthesiology & Dental Consultants, PC

Providing State of the art Anesthesia care in your office General Anesthesia and Sedation Pediatric and Adult patients For Fearful and Special Needs Patients

For more information contact us at ga4dds@yahoo.com or call us at (630) 620-9199 Visit us at http://www.officeanesthesiology.com - For urgent contact (630) 290-8624







NORTH SUBURBAN: (above) Anne Lewis and David Rhine. (right, L-R) David Lewis Jr., Christine Culp, David Rhine, Anne Lewis, Kathleen Lewis, and Casey Foley.

### North Suburban Branch by Rafael Peña, DDS

The oldest daughter of **Christine Culp** and **David Lewis Jr.**, Anne Lewis, and her fiancé, David Rhine, had wedding plans for May 2. Unfortunately, those plans were canceled due to the COVID-19 pandemic.

Instead, they decided to keep life moving and were married April 4 at the Lewis family home with five immediate family members present and three others joining in via Zoom.

The happy couple will have a celebration and renewal of vows on their one-year anniversary.

Over the 2019 Thanksgiving holiday, the Lewis/Culp family traveled to Peru to visit Machu Picchu and other local sites. They also stayed in Cusco and Lima. Dave reports that the people were very nice and the Incan culture and

architecture was fantastic. They hiked in the mountains to the Sun Gate, which overlooks Machu Picchu. They sampled local cuisine, which included guinea pig and pisco sours.

**David Rosenbaum** shared his Northbrook office as a drop-off location to accept donated PPE supplies in March.

### Northwest Side Branch by Paul Muhr, DDS

**Larisa Spirtovic** and her husband, Milos, began 2020 in a most special way, with the birth of their first child, a girl named Mila. She was born Jan. 10, weighing in at 6 pounds, 10 ounces.

"We can't wait for the Coronavirus to be over, so we can enjoy the beautiful spring and summer in Chicago," Larisa said.



NORTHWEST SIDE: Larisa and Milos Spirtovic with their newborn baby girl, Mila.

Flattening the curve, sheltering in place, social distancing are the new normal.

After speaking with Dean Stanford at the University of Illinois at Chicago College of Dentistry, **Tom Schneider** spearheaded a PPE collection drive from our branch members. **Joe Thornhill, Mike Biasello, Gordon Ziols** and others donated 4,000 gloves and 750 masks.

**Barbara Mousel** sheltered in place by weeding her garden, instead of taking a planned trip to Japan to enjoy the cherry blossom season. However, she did travel over the holidays through the Drake Passage to experience Antarctica.

"Penguins, seals and humpback whales, stunning views, sheer silence, and floating ice appearing to be sculptures, radiating color of Tiffany blue. Fabulous," Barbara said.

**Robert Busan** said, "It has been my pleasure serving you as branch president this past year," though our season was cut short due to COVID-19. Branch meetings were educational and attracted new members such as **Nisha Patel** and **Daniel Domagala**.

Little did we know that the Bowling and Bocci Ball social event for branch members, family and staff would be our last get-together before gatherings of 10 or more would be restricted.

Nisha Patel, our newest member, is a periodontist and prosthodontist with more than seven years of teaching and private practice experience. Nisha's dental degree comes from Mumbai, India, her Master's in periodontics, from Pimpri, India, and her Master's in prosthodontics, from Marquette in Wisconsin. Nisha works in Park Ridge with Daniel Domagala.

When asked about the COVID-19 pandemic, Nisha responded, "change is the only constant in life, so this shall also pass. Let's stay strong together and look forward to returning to the work we enjoy the most."

Daniel was born in Poland, grew up in Elmwood Park and lives in Milwaukee with his wife, two children and a third







NORTHWEST SIDE: (top) Barbara Mousel; (left) Nisha Patel and Daniel Domagala. (right) Paul Muhr.

on the way. Daniel earned degrees in prosthodontics and Master's in implant prosthetics from the Marquette University School of Dentistry. An associate clinical professor at Marquette, he also maintains a private practice, in both Milwaukee and Park Ridge. Our last branch meeting featured Daniel, speaking on the topic of implants and prosthetics.

Linda and **Paul Muhr** are joining the shelter at home club, working in the garden, enjoying the outdoors and watching nature come to life. It provides exercise, fresh air, and hope for the future. Stay well.



NORTHWEST SIDE: Bowling & Bocce Night in the days before the COVID-19 lockdown.

### Northwest Suburban Branch by Sylvia Deek, DDS

**Michael Unti** shared his Palatine office as a drop-off location to accept donated PPE supplies in March.

James Frett, Michael Unti and Victoria Ursitti delivered donated PPE supplies to The Moorings of Arlington Heights, a senior living community in the northwest suburb.

University of Illinois at Chicago College of Dentistry classmates **Ara Goshgarian, Mike Durbin**, and **Renee Pappas** attended a fundraiser for Sen. Richard Durbin on behalf of ADPAC and AAOPAC earlier this year.



NORTHWEST SUBURBAN: Northwest Suburban Branch Director Victoria Ursitti delivered PPE supplies to The Moorings of Arlington Heights senior living residences.





NORTHWEST SUBURBAN: (left) Michael Durbin, Sen. Richard Durbin and Ara Goshgarian. (right) James Frett delivered PPE supplies to The Moorings of Arlington Heights.

### **South Suburban Branch** by Kevin Patterson, DDS

Wow, after 34 years in practice, I thought that I had seen it all. The past six weeks have been unbelievable.

Kudos to Branch Director **Ron Waryjas** and Branch President **Rick Bona** and 2008 CDS President **Todd Cubbon** for organizing a PPE donation drive.

Overall, they collected 193 boxes of gloves, 35 boxes of masks, and a load of gowns, hand sanitizer and other needed barrier supplies. Olympia Fields Hospital was very appreciative.

We thank the following members for their donations: Richard Bona, Ted Brasky, John Canning, Bill Earley, Joe Gradowski, Steve Heaney, Rich Holba, Spencer Pope, Brent Stanford, Lori Tozer, Ron Waryjas and Duane Wolff

We welcome oral surgeon **Robin Gallardi** to our branch. She took over the Chicago Heights practice of retired oral surgeons **Les Beste** and **Don Bonomo**. We are very happy to have you with us.

So much has happened over the past few weeks that February seems like a year ago.

South Suburban Branch members Phil Schefke, Rob Manasse and Kevin Patterson traveled to Grindewald, Switzerland, for a ski trip and took part in an international curling competition. Rob's



5%

Up-front savings on your workers' compensation premium\*

Accident Fund offers group discount rates to members of your chamber of commerce.

FOR MORE INFORMATION CONTACT: Rich Finger
Dental@ThinkSouthpoint.com



FIND AN AGENT NEAR YOU
AccidentFund.com/Groups

\* IA, KS, MO, NC, TN, TX and WI do not allow for the 5% up-front discount due to state filings.

# Save the Date 156th Midwinter Meeting

Feb. 25– 27, 2021 Registration begins Nov. 2.









SOUTH SUBURBAN:

(top left) Todd Cubbon, Ronald Waryjas and Richard Bona Jr. helped organiize a PPE donation drive. (top right) ISDS President Christopher Larsen with Manisha Chhedda.

(bottom left, L-R)The Members Group curling team: Henri Manasse, Robert Manasse, Kevin Patterson, John Hagopian and Philip Schefke. (bottom right, counterclockwise from bottom left) John Hagopian, Robert Manasse, Philip Schefke and Kevin Patterson in Athens, Greece.

brother, Henri, and John Hagopian joined in the fun. They continued their trip on to Athens, Greece.

Manisha Chheda was recognized for her 50 years as a member at the Installation of CDS Officers this past November.

In closing, I can't help but marvel at how blessed we were to have had such a successful Midwinter Meeting only a couple of weeks before this pandemic unfolded. It was like we beat the throw to home plate and slid in underneath the tag. Score one for CDS.

### West Side Branch

by Richard Kohn, DDS, and Michelle Jennings, DDS

At this time of uncertainty we want to personally thank all of our West Side branch CDS and ISDS families for their selfless work in pulling together and giving guidance as well as support throughout the COVID-19 crisis.

We thank **Shafa Amirsoltani** for opening her office to accept donations of PPE. She has worked tirelessly as our ISDS Trustee. We also thank Branch



WEST SIDE: Bryan Erce's daughter, Chloe, took control of her father's remote.





WEST SIDE: (left, L-R) Rick Munaretto, Kate Quinlan, Vladana Babcic, Joe Baptist at the Seattle Study Club Symposium. (right) Olivia Lares has been sheltering in place with her twins.

Director **Brian Caraba** and Branch President **Satish Alapati** for their help organizing the donations. Our entire board met via conference calls and is constantly working on behalf of our branch.

Our March branch meeting featured several members presenting a series of minilectures. **Michelle Jennings**, lasers in periodontics; **Richard Kohn**, uses of CBCT; **John Perna**, cases involving extraction and bone grafting techniques; **Dean Politis**, a multidisciplinary case with excellent long-term results; and **Blase Brown**, an unusual foreign-body-reaction case.

Kate Quinlan, Vladana Babcic, Joe Baptist and Rick Munaretto attended the Seattle Study Club Symposium in February. The symposium covered the World Treatment Planning Championships and Rick lectured on contemporary endodontics

**Sharon Perlman** received an IFLOSS Coalition Oral Health Champion Award for her long-term commitment to dental access. She currently is the president of the Illinois Dental Lifeline Network and a dental consultant for The Ounce of Prevention and Illinois Head Start.

**Larry Williams** created an opioid course through the Illinois State Dental Society.

It is now a requirement to take a

three-hour opioid course for licensing renewal which is coming up. Go to *isds.org* to access this course.

Be sure to take the one-hour sexual harassment prevention course.

Effective Jan. 1, dentists and hygienists are required to report child abuse or child neglect. They must complete a mandated training course on reporting instances of suspected abuse within three months of their engagement as a

professional (or by the time of re-licensure) and then at least once every six years thereafter.

**Kamal Vibhakar** traveled to India, but had his trip cut short, getting back the day before the airlines shutdown. Kamal said that it was a bit stressful, but he is happy to be back safe and healthy

**George Zehak** presented a lecture at



WEST SUBURBAN: Lynse Briney opened a new pediatric practice office in Downers Grove.





WEST SUBURBAN: (left) William Hamel's grandson, Philip Hamel II, with his twin younger brothers, Gavin (right) and Lucas (left), born Feb. 23. (right) Paul Kempf, CDS President-elect Dean Nicholas, and Doug Kay with the January branch meeting speaker, Michael Higgins.

the University of Illinois at Chicago College of Dentistry for an Illinois Academy of General Dentistry lunch-and-learn session on managing student debt.

### West Suburban Branch by Matt Drescher, DDS

William Hamel shared some good news. His son, Philip, and daughter-in-law, Josephine, announced the birth of twin boys, Gavin and Lucas on Feb. 23. Philip will celebrate two years in practice with his father in August.

We thank our West Suburban Branch members who donated PPE supplies for the University of Illinois at Chicago College of Dentistry: Andrew Clark, John Katsis, Donald Kipper, Mike McCormick, Dean Nicholas, Anna Orland, Brian Shin, Vince Versaci and Andrew Wiers.

Dean Nicholas offered his Lombard office as the West Suburban Branch drop-off location for donated PPE.

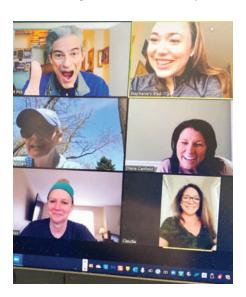
(left) Robert Pick holds regular Zoom meetings. (right) Mike Bond took his staff to the Disney Play & Learn Seminar.

On Feb. 13, Lynse Briney held the ribbon cutting and open house for her new pediatric practice, Shine Pediatric Dentistry, located at at 950 Ogden Ave. in Downers Grove

Mike Bond and team attended the Disney Play & Learn Seminar presented by the Alabama Dental Association this past November. They attended three mornings of seminars and then played in the parks during their free time.

Robert Pick has learned how to adapt during the COVID-19 crisis. He said, "One of our greatest attributes today is social media, FaceTime, and the ability to see one another and to reach out and keep in touch."

Through this crisis I have been doing a Zoom conference with my team every four days. It allows us to be in touch, share ideas, and to begin to plan for when and how we return. We also have fun and I do a gift card raffle at the end of each one. I also let them all know that I am there for them 24/7.







## Chicago Dental Broker

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

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

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

### CHICAGO, NORTH SIDE

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

### CHICAGO, SOUTH SIDE

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

### **SOUTHWEST SUBURBAN**

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

### SOUTH SUBURBAN

 Beautiful 4 chair FFS/PPO blend grossing \$475K. Great visibility and priced to sell.

### ORTHO PRACTICE

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

### NORTHWEST SUBURBAN

- Profitable 3 chair/4 plum bed practice in strip center. FFS/PPO blend. \$775K gross. Seller will transition. Won't last.
- 4 op starter. All FFS and gross over \$300K in '18. Building also available.
- 3 ops doing \$180K on 1-1/2 dy/wk. Expand hours and grow.
- Brand New Buildout! Gross of \$450K but owner must sell. See to believe.

### NEW! PEDO/ORTHO

 Practices ready to sell. Real estate also available. Well established. Call for details!

### **PEDODONTICS**

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

Many more about to come into market with additional private sales not listed here. Call me for those details.

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

## Call Dr. Rob Uhland at (847) 814-4149 for listing details

or a complimentary consultation for sellers.

CDB is locally owned and operated by a dentist and CDS member.

Robert Uhland, DDS and Mary Anne Thometz Uhland, DDS



## classifieds Place your ad online at CDS.org

### **DEADLINES**

January/February	December 10, 2020
March/April	February 3, 2021
May/June	April 9, 2021
July/August	June 12, 2020
September/October	August 3, 2020
November	September 14, 2020
December	November 2, 2020

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

### DENTAL OFFICE FOR RENT/SALE:

**FOR RENT** 

Immediately available brand new office, 2,000 square feet for rent/sale. Fully equipped with brand new dental chairs, four ops, room to expand, digital Pan/Ceph, space currently shared by orthodontist. Zero initial investment, space/overhead sharing available (\$3,000/per month). Contact northavepractice@gmail.com, 631.220.7839.

### PREMIER WINNETKA DENTAL SUITE:

Two fully-equipped operatories with private office and business office, sterilization room, large reception area, private parking, four minute walk to train. Contact nshoredds@gmail.com.

### SPACE SHARING

SPACE SHARING, SCHAUMBURG: Tired of working as an associate? Join our GP practice with three equipped ops, easy access ample parking. Excellent opportunity to start your own practice without financial stress and with the support of an experienced dentist.

schaumburgdds2016@gmail.com.

### **PAYMENT**

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

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

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

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

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

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

### RESTRICTIONS

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

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

SPACE SHARING OPPORTUNITY: Space sharing opportunity in Joliet Township near Shorewood/Plainfield area, Route 59 and Theodore

Road. Beautiful state-of-the-art office. Equipped with digital X-rays, digital pan, seven operatories, sterilization area, lab, treatment coordinator office and front desk. Open to discuss different options for space sharing

louise@innovativedentalpartners.com.

SPACE SHARING: Michigan Avenue dental office with six operatories overlooking Millennium Park and near transportation. Great for part-time dentist, satellite office, retiring dentist, or dentist looking to decrease overhead. ddschicago@live.com.

### FOR SALE BY OWNER

OFFICE FOR SALE BY OWNER:

For medical reasons, for sale in Orland Park. Gross \$310,000 \$8,000/month in cap checks, digital, HMO, PPO. Call 708.226.6700. \$190,000.

### PRACTICE FOR SALE:

Dentist relocating. Well-established practice with four fully equipped ops, all digital, paperless. Located in busy neighborhood, has storefront exposure. Currently operates five days per week. PPO, private and Medicaid. Revenue of \$650,000 effortlessly with no advertisement.

contactusatdental2017@gmail.com.

BUSY DENTAL PRACTICE FOR SALE IN BLOOMINGDALE: Fee-for-service/PPOs, Very low overhead, grossed over \$400,000 for only two days a week, For sale for only \$190,000. Doctor is relocating, please have loan approved. Email blissdent2020@gmail.com.

**EVANSTON GENERAL PRACTICE FOR SALE:** 

Central Street district. Four ops, digital and paperless. Fee-for-service. Collection \$500,000 on two days. Standalone building with parking available. Email

Ann, akienstra@comcast.net.

DENTAL PRACTICE FOR SALE: Near west suburbs, highly visible free standing building, five chairs, 1,600 square feet, \$300,000-plus gross, priced for immediate sale, doctor is moving out of state. 123909@sbcglobal.net.

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

Well-established Danville dental practice, fully equipped with four ops, digital X-rays, paperless, lots of parking, collections over \$600,000, about 19,000 active patients — lots of opportunity in a non-saturated dentist area. Please email practicedental123@gmail.com.

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

### HIGH-END RESTORATIVE PRACTICE:

Prestigious northwest suburban total fee-forservice practice with incredible real estate for sale. Downtown main street location. Average gross \$900,000. Zero insurance, fee-for-service. Retirement. nwdentpractforsale@agmail.com.

PERIODONTIST/ORAL SURGEON NEEDED, NORTH SHORE: Great opportunity for periodontist/oral surgeon to work one day a month at our North Shore office. Fee-for-service, dedicated friendly staff, all-digital practice. Great income potential. Email resume to jeanneth.discua@sfdchicago.com.

EQUIPMENT FOR SALE: Two Pelton Crane executive dental chairs, P/C ceiling and overhead lights, Chemiclave5500, GE1000 tube Heads, Dry-Clave, DCI delivery units, MidMark rear Delivery swivel console, Velopex, lab equipment, instruments. afutrisdds@amail.com.

GENERAL PRACTICE FOR SALE IN ELGIN: Four ops with custom cabinetry. Fully digital and paperless. Fifteen to 20 new patients per month without advertising. Fee-for-service, some PPOs. Good visibility, easy access from Tollway with ample parking. Experienced and friendly staff staying. Serious inquiries only. Must have proof of valid dental license and pre-certified letter of loan approval. No brokers please. Send inquiries to californiasmilesjobs@gmail.com.

FIVE-STORY BUILDING IN LINCOLN PARK: Penthouse, 3,100 square feet, ground floor duplex, 2,500 square feet for office. Five-story building, 3-story penthouse, ground level duplex, 6,000 square feet, two roof top decks, four seasons room, south facing deck, 1,500 square feet with skyline view, updated with new appliances, granite, etc. Gated with keyed gate at 1412 W. Diversey near Southport. Free parking on Diversey, like having your own parking lot. Detached two-car garage. Building is 20 years old, masonry. Millennial-infested neighborhood. Owner will hold mortgage with half down. Great location for live/work. \$1.99 million. Call or text 773.441.3057.

DENTAL PRACTICE FOR SALE: Modern build up dental practice for sale, fully equipped with three Adec chairs, digital X-ray, paperless office in the Portage Park area. For more information please contact Sam via email jsmile2018@gmail.com.

### ORAL SURGERY NAPERVILLE:

Well-established, highly respected oral surgery practice next to hospital, excellent community. Great referral base; great opportunity and surgeon willing to stay to transition into practice. 630.212.4748.

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

### FOR SALE BY BROKER

Located in a freestanding building west of St. Charles. Four operatories with Dentrix and Dexis. Collections: \$627,000 on 17 hours a week. Contact Jim Plescia, jplescia@e-ppc.com. Professional Practice Transitions.

### PROFESSIONAL PRACTICE TRANSITIONS:

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

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

WEST OF CHICAGO (ILRP0823): Wonderful opportunity to acquire a \$1 million-plus practice about two hours west of Chicago. High income, quality of life, and the opportunity for economic security by acquiring this established general practice. For further information contact Dr. Ronald Prokes at Legacy Practice Transitions 800.334.9126.

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

Established practice in freestanding building, great visibility. Dentist retiring. Dentrix, Dexis with digital pan. Four operatories, expandable to five. Collections, \$463,000. Contact Jim Plescia, *jplescia@e-ppc.com*. 630.890.6074. Professional Practice Transitions.

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

### PRACTICES FOR SALE:

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

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

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

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

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

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

NORTHWEST INDIANA - Pediatric practice(s), pending sale.

Transition on your terms. Inquire today as to how our trusted transition process can facilitate your successful transition. Call Rex Plamann, ddsmatch Chicago at 1.855.546.0044 or email to rplamann@ddsmatch.com.

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

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

### CHICAGO DENTAL BROKER:

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

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

WEST SUBURBAN - Awesome four-op practice. All digital, paperless, Dentrix/Dexis, newer build out, new Cerac, two new operatories and more. \$700,000on 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.

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

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

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

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

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

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

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

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

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

### ADS MIDWEST:

ADS Midwest - ENDORSED by ILLINOIS STATE DENTAL SOCIETY. Peter J. Ackerman, CPA, CVA, CEPA (312) 240-9595 peter@adsmidwest.com or adsmidwest.com.

SELLERS NEEDED. NEVER HAVE VALUES BEEN HIGHER! CALL FOR A FREE CONSULTATION IF YOU ARE CONSIDERING A TRANSITION OR SALE!

PERIO - Chicago \$1.3 million

PERIO - Northwest suburbs. Real estate available.

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

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

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

ORAL SURGERY - Western suburbs \$1.6 million.

CHICAGO LOOP – \$325,000 collections room to grow.

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

SCHAUMBURG - \$800,0000. Sold.

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

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

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

CRYSTAL LAKE – Four ops, \$100,000 practice, \$140,000, real estate.

ROCKFORD – \$1.8 million collections fee-for-service free standing building

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

NORTH SUBURBS – \$450,000, FFS/PPO, beautiful, low overhead, seller would stay.

LIBERTYVILLE - \$300,000 FFS highly visible free-standing building.

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

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

WESTERN SUBURB - \$1.25 million, pending.

FAR WESTERN SUBURB - \$2.5 million. Sold.

SOUTHWEST SUBURB - \$640,000, pending.

FAR SOUTH SUBURB - \$1.2 million, pending.

### CHICAGO PRACTICE SALES:

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

COMING SOON: Chicago, Brookfield.

ILLINOIS PRACTICES FOR SALE:

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

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

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

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

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

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

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

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

SCHAUMBURG - Sold.

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

WORTH - Sold.

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

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

### **OPPORTUNITIES**

### GENERAL DENTIST WANTED IN THE HEART OF THE NORTHWOODS OF WISCONSIN:

Acacia Lane Dental, located in Oneida County - the heart of the beautiful Northwoods of Wisconsin and home of the Hodag, is currently looking for a full-time general dentist to join their team. They deliver high quality, personalized care in a modern facility including all aspects of cosmetic and comprehensive dentistry. This great opportunity offers an associate or partner buy-in option, and an excellent benefits package. For more information about this great opportunity, please call or forward your CV to Summit Dental Consulting, Attn: Carly Schimmel

Email *carly@smileleaders.com*. Cell 715.933.4861. Fax 715.833.8905.

### GENERAL DENTIST:

Naperville dental office seeking an ambitious, highly-motivated, caring general dentist associate to join our growing, well-established dental practice. Candidate should be comfortable working with children and be self-reliant. The practice is paperless and digital. Great opportunity for recent grads. Please email your CV to basseldds@yahoo.com.

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

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

Get paid 30-35% adjusted production. Learn how to get patients to accept treatment and start work the same day. Associates easily produce \$3,000 to \$5,000 daily, with \$400-\$500 production averages per patient seeing approx 10 patients daily. No adult medicaid. Fee-for-service and one PPO. Dentist owned and operated with seven Chicago locations open. Associates are mentored/guided/coached to become competent and confident. Four to five star google reviews from patients, many referrals, great reputation with local communities. Do more than your basic dentistry: Molar Endo, 3rds, Comp Ortho, Implants. Most work handled in office, very few referrals aside from uncooperative children. Looking for full-time and part-time. Current associates are relocating. Need some private practice experience, medicaid experience will be considered. Main requirement is desire to improve, stay busy and do quality work. Email precision4317@gmail.com. Thank you.

### LOVE WHERE YOU WORK, JOIN SHINING

SMILES: Shining Smiles seeks full-time or part-time associate for our office in Riverside. Only 20 minutes from downtown Chicago. Its a beautiful office with great income potential and an awesome work environment. Check out our website www.shiningsmiles.com and come work with the best. Send resume to milad312@gmail.com.

### **OUTSTANDING OPPORTUNITY:**

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

### **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.

AURORA: A fully digital and fast-growing practice is looking for a general dentist. Great location. We need someone who is a team player with great communication skills. We prefer surgical/implant experience, but not required. Average production is \$800,000 annually at five days a week with two ops, but building out two additional ops. Email pr@smilemoredental.com.

PART-TIME ASSOCIATE POSITION: General dentist. Chicago. General dentist needed for Tuesday and Thursday. Willing to train new graduate. Spanish-speaking a plus. Compensation is 40 percent of collection. Email perfectdentalsmile@yahoo.com.

Amazing opportunity for an associate dentist, well-established office, great compensation, amazing staff, 25 minutes from downtown Chicago in the southwest suburbs, high traffic zone. Looking to fill position within the next 30 days. Please email your resume to: jobsareo@gmail.com.

SUCCESSFUL OAK PARK OFFICE: A busy. modern fee-for-service/PPO office located in the Oak Park area is looking for a hard-working dentist to join the office. This million dollar office has an established patient base and is an excellent opportunity for the right individual. Guaranteed minimum with the potential to make much more. The position also comes with medical insurance, disability, malpractice, a 401(k), and CE and mentorship opportunities. Ideally looking for the doctor to start in mid-May. If interested, please

ASSOCIATE DENTIST: Busy five-op paperless practice in Brookfield is looking for a friendly, motivated dentist to join our great team two days per week (preferably Monday/Wednesday). Great working environment with state-of-the-art equipment. Fee-for-service/PPO/Medicaid patients. Please send your resume to ddsresume1@gmail.com.

contact 1699dental@gmail.com.

Our Bridgeport practice is looking for a motivated, fun-loving practitioner to join our team. We have an established, well-run, systemized and modern office that is perfect for you to succeed. We are looking for some one to work Mondays or Wednesdays. Some experience is preferred.

vramirez@adventdental.net.

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

### GENERAL DENTIST NEEDED:

We are seeking a full-time or part-time general dentist for our modern and busy office located in far-west suburb. Experienced staff, state-of-the-art practice with digital technology. Daily guaranteed with excellent pay. Huge earning potential for motivated dentist. Email resume dentistjobs12@amail.com.

### OPPORTUNITY FOR AN ENDODONTIST/ORAL

SURGEON: Excellent opportunity for an endodontist or oral surgeon to join a successful general practice in the Chicagoland area. We have six exam rooms ready to be built out to your customization. Our goal is to become a multispecialty practice and serve the community together. Please call/text Max at 847.222.3325 if interested.

PART-TIME GENERAL DENTIST: Our busy dental office in South Holland is seeking part-time general dentist to work as primary provider for one to two days a week with at least one Saturday a month. Compensation is 40 percent. Please send resume to mustafa4036@comcast.net.

### FULL-TIME/PART-TIME ASSOCIATE

POSITION: We are one of the top-rated dental offices and looking for the right candidate to join our practice in Palatine area. Come work in a friendly, doctor-focused office where you will have the ability to produce and have the guidance and autonomy to succeed in practice. Please email resume

to hpfdentistry@gmail.com.

### **OUTSTANDING OPPORTUNITY:**

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

PART-TIME GENERAL DENTIST, BERWYN: General dentist needed for Monday and Thursday. Willing to train new graduate. Spanish speaking a plus. Compensation is 40 percent of collection. Potential income up to \$1,000 per day.

Email lakeshoredentalcare@gmail.com.

### ENDODONTISTS AND ORTHODONTISTS

NEEDED: Webster Dental Care is seeking part-time endodontists and orthodontists for our expanding network of offices in the Chicago area. Locations needed include Sauganash, Edison Park, Evanston, Schaumburg and our new office in the Oak Brook area. Please forward your resumes to Dr. Steve Rempas at

drsteve@webster.dental.

### PART-TIME TO FULL-TIME GENERAL DENTIST NEEDED FOR NEWLY BUILT

PRACTICE: Seeking GP for a newly built practice to transition into a full time role as patient base grows. Practice is in a building (separate office) with an existing orthodontist for consistent patient referral source. This is a great opportunity for a GP who wants to grow a practice and facilitate their own work environment. Practice is dentist-owned and operated. Email resume if interested. bracesbybarnes@gmail.com.

### GENERAL DENTISTS

Webster Dental Care is now accepting applications for late spring and summer openings for general dentists. These are all full-time positions and all require working every Saturday and some evenings. We have openings in Sauganash, Portage Park, Schaumburg, Skokie, Lakeview, Berwyn and our new office coming in the Oak Brook area. Please forward your resumes to Dr. Steve Rempas at *drsteve@webster.dental*.

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

WESTERN SUBURBS, GENERAL DENTIST

NEEDED: Busy, multispecialty practice looking for a part-time to full-time GP. Very high earning potential. Long term opportunity. Looking to hire ASAP, please email

dentaljobssds@gmail.com with resume.

### GENERAL DENTIST POSITION:

We have a part-time opportunity for a general dentist to join our office in Lisle. Daily minimum or 35% production. Please email resume to *harmony4909@gmail.com*.

### GENERAL DENTIST NEEDED:

General dentist needed at a northwest suburban dental office, a great opportunity for a recent grad, high patient flow, modern equipment, a second opportunity at a west Chicago area. Either part-time at one location or full-time at both. *dentalinfo47@gmail.com*.

EVERY DAY: Successful dental practice in the southwest suburbs looking for enthusiastic dentist with high standards to take over productive schedule. Proven systems and best team in place. Multispecialty. Latest technology. Spanish a plus. No corporate red tape.

POSITIVE ENERGY AND CHANGING LIVES

Ownership potential after associateship. Please email *highpointdental5x@gmail.com*. Look forward to meeting you.

ASSOCIATE DENTIST, PART-TIME: Associate dentist, preferably Tuesday and Thursday, needed for fine restorative dentistry in a TMJ practice. Must have training or experience in fabrication of restorations on the articulator. Practice is 100% fee-for-service. Send CV to tmjcenter@yahoo.com.

### PEDIATRIC DENTIST:

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

PART-TIME DENTAL ASSOCIATE WANTED IN

ROCKFORD: Two to three days per week. Must be proficient in performing routine extractions. Possible opportunity for full time in the future. Contact *oyusaf@gmail.com* or 607.425.8381.

### GENERAL DENTIST DESIRED:

for additional information.

Independent and motivated associate general dentist desired for busy office in Rogers Park area of Chicago. We provide comprehensive treatment. No HMOs accepted. Office is modern, fully digital and paperless with well-trained and efficient staff. Compensation is based on production. Please have some private practice experience. Thank you. Please email resume or CV to ilgeneraldentist@gmail.com.

### NORTHWEST INDIANA ASSOCIATE DENTIST:

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

Full-time associate general dentist. Seeking a smart, outgoing and friendly associate general dentist to join our team at Dentologie for our practices in the South Loop and Streeterville and Bucktown. We are a large practice averaging 600-700 new patients/month. Seeking practitioners who are flexible, team-oriented, and focused on the patient experience. Must be comfortable in all phases of general/cosmetic dentistry, molar endodontics and some surgical experience. Awesome "think tank" mentorship atmosphere. One year clinical experience. Contact Dr. K at drk@dentologie.com.

PERIODONTIST AND ENDODONTIST, SCHAUM-BURG: Schaumburg group practice newly renovated is seeking periodontist and endodontist for one Saturday a month. Friendly staff, awesome patients, PPO and private insurance only. schaumburgdds2016@gmail.com.

Excellent opportunity for an orthodontist to join our well established multispecialty group practice in central Wisconsin. We are looking for an orthodontist to join our current staff to help serve an increasing patient load. We offer a new associate an outstanding wage and benefit package with the potential of ownership. This is an excellent opportunity to step into an active practice and become an equal partner in a large group practice. If you are interested, please send C.V. to Dental Clinic of Marshfield, P.O. Box 929, Marshfield, WI, 54449, Attn: Mr. Neil Armitage or call 715.387.1702 or email

neil.armitage@dentalclinicofmarshfield.com for additional information.

### PEDIATRIC DENTIST NEEDED:

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

Up to \$40,000 sign-on bonus. EF Dental, based in the Chicago area, is looking for a general dentist to join our team. Our dentists have clinical freedom and autonomy like in traditional private practice without the administrative and financial burdens of practice management. We believe our dentists are highly skilled professionals, so we have no production requirements and you'll never be treated like a number. Please submit resume to carolina@efdentalcare.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.

### GENERAL DENTIST IN FRANKLIN PARK (O'HARE), FULL-TIME/PART-TIME:

We are seeking a full-time or part-time, motivated and quality-oriented general dentist for our modern, busy, and growing practice located in Franklin Park (a few minutes south of O'Hare Airport). Excellent support staff, and amazing work environment.

Email dentist1@myntdental.com.

START YOUR OWN PRACTICE with with the help of a mentor dentist with no build out costs. I am looking for a dentist/specialist that wants to start their own practice and simply pay rent. I own a building in the St. Charles/South Elgin area that has a beautiful five-operatory equipped practice There are no patients and this would be a startup. I am an 18-year experienced dentist that can mentor someone and provide free consulting services as I have owned multiple practices and understand the business side very well.

Email adentalopportunity4u@amail.com.

### **DENTIST:**

We are looking for a full-time or part-time general dentist to work in our very busy dental practice located in western suburbs of Chicago. State-of-the-art practice with lots of patients and a friendly staff. Huge earning potential for a good dentist. Please email resume to mydental123@gmail.com.

PEDIATRIC AND GENERAL DENTIST OPPORTUNI-TIES: United Dental Partners is hiring pediatric and general dentists for our busy pediatric-focused offices in Chesterton and Merrillville, IN. Generous base salary plus adjusted production bonus. Healthy mix of PPO/fee-for-service/Medicaid. Full benefits, including 401(k) match, for full-time employees. Send CV to

recruiting@uniteddentalpartners.com.

### ORAL SURGEON:

Based out of western suburbs, we are a multi-location dental practice group and looking for an oral surgeon to work one day a week in our very busy locations. We offer dedicated friendly staff in state-of-the-art dental offices. Great income potential with a guranteed daily minimum. Email your resume to mydental123@gmail.com.

### RDH/PROJECT COORDINATOR:

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

steve.swanik@advocatehealth.com for details about the position.

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

Email: recruiting@DentalDreams.com. Website: http://www.dentaldreams.com.

GENERAL DENTIST NEEDED: Alivio Medical Center is a not-for-profit FQHC that serves a large population of Spanish- speaking patients and those who are uninsured and the underinsurance for over 30 years. We are seeking a general dentist for our Chicagoland area (Pilsen) and Berwyn locations. Email your CV and resume to hr@aliviomedicalcenter.org.

### PEDIATRIC DENTIST:

Western suburbs. Busy, multispecialty office looking for a part-time pediatric dentist one to two days per week. Please email resume to <code>dentaljobssds@gmail.com</code>.

PART-TIME OPPORTUNITY IN SAUGANASH AREA NEAR EDENS EXPRESSWAY: Great opportunity for general dentist looking for future option to buy practice. Part-time hours available in active well-established family dental practice with three updated operatories. You will receive a percentage of collections you produce. All overhead paid. No benefits or insurances. Send interest to doctorv24@gmail.com.

PERIODONTIST OPENING WITH NORTH AMERICAN DENTAL GROUP: We are looking for a full-time periodontist for our Grove Dental offices. Please reach out to Rupesh Parikh at *parikhr@nadendentalgroup.com* or 614.657.1171.

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

NON-DSO GENERAL DENTIST NEEDED in two locations. One location is in commuting distance from southwest suburbs in the Naperville area. Other location is in commuting distance from northwest suburbs in the Schaumburg area. Daily guarantee plus incentive. Modern, friendly, busy. No HMO. Sign-on bonus, paid malpractice insurance, and continuing education offered. Come practice your best dentistry. Email resume to perfectdental@zohomail.com.

FULL-TIME DENTIST WANTED FOR
ESTABLISHED PRACTICE IN WESTERN
SUBURBS: Full-time opportunity in an
established single doctor practice in the
Schaumburg area. This million dollar
fee-for-service/PPO office has an established
patient base and is an excellent opportunity for
the right individual. Guaranteed minimum with
the potential to make over \$200,000. The
position also comes with medical insurance,
disability, malpractice, a 401(K), and CE and
mentorship opportunities from other great
dentists. 1699dental@gmail.com.

GENERAL DENTIST OPPORTUNITY, SOUTH SUB-URBS: United Dental Partners is hiring a general dentist for our busy pediatric-focused practices in the south suburbs of Chicago. Generous base salary plus adjusted production bonus. PPO/Medicaid. Full benefits, including 401(k) match, for full-time employees. Send CV to recruiting@uniteddental-partners.com.

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

ASSOCIATE GENERAL DENTIST, CHICAGO NORTH SIDE: Seeking an experienced dentist for two days/week and every other Saturday. We are a well-established doctor owned family practice with long-term staff and a great, diverse patient base. Fee-for-service and PPO only. Compensation based on collections. Email orbee815@gmail.com.

### GENERAL DENTIST NEEDED:

Busy office needs general dentist, located in farwest suburbs. Great compensation, daily minimum guaranteed, highly trained staff, mentorship provided, learn implants, Botox, braces along with the experienced providers. No corporate red tape. Email resume westdentaljobs@gmail.com.

PART-TIME GENERAL DENTIST SOUTH SUBURBS OF CHICAGO: Seeking part-time general dentist to join our well-established, family-oriented, fee-for-service practice in the Oak Lawn area. Immediate opening for one to two days during the week plus every Saturday with the opportunity for additional days in the future. Great patients and a friendly, highly trained staff. Looking for a motivated individual with good patient and clinical skills. Please fax resume to 708.423.0719 or email to <code>asbin@aol.com</code>.

### POSITIONS WANTED

### KEEP ENDO IN HOUSE.

Illinois licensed Endodontist with more than 15 years of private practice experience is available two saturdays a month and possibly more. Staff and all equipment and supplies to be provided by practice. Compensation based on a set fee schedule per procedure completed regardless of collections. If interested please email Dr. Al-Sabek at **fsabek@hotmail.com**.

### **LOOKING TO PURCHASE**

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

### **SERVICES**

### PROFESSIONAL PRACTICE

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

### CITIBANK HEALTHCARE PRACTICE FINANCE

Up to 100 percent financing for dental practices. Acquisitions, buy-in/buy-out of a practice, refinance, equipment and real estate. Contact Sam Zanayed, VP Healthcare Financing. Call/text 773.415.2999.

### DENTISTS' ATTORNEY - STEVEN H IESSER

Representing Illinois and Wisconsin dental practitioners in all legal aspects of dental practice, including practice purchases and sales, IDFPR/WDSPS discipline, licensing, litigation, contracts, and real estate. No charge for initial consultation. Highly experienced. Reasonable fees. Glenview office. Call 847.424.0200 or 847.212.5620 (cell) (7-days, including evenings)

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 sales, partnerships/mergers, associate recruitment, and practice appraisals. Call us for a confidential conversation about your future transition. Call 1.855.546.0044 or email Rex Plamann, ddsmatch Chicago at rplamann@ddsmatch.com.

DID YOU SEE THEDOCSITES AT THE MIDWINTER MEETING?: Websites and marketing for dentists. We have special offers. Call us today. Websites are \$49/month (includes hosting and updates). No contracts. We do all the work. Live phone support Monday-Friday, 9 a.m. - 5 p.m. Dentist approved content. Mobile and search engine friendly. Our marketing packages start from \$99/month with no contracts. Twelve-plus years dental marketing experts, specializing in SEO and social media. Transparent monthly marketing (includes Google Maps/Yelp optimization). Get more patients from Google and Facebook ads (optional). Mention this ad to receive our offer. 888,980,4949.

### RICHARD A. CRANE

docsites.com.

THE DENTIST'S PREMIER ATTORNEY
Get the high-quality, cost-effective legal advice that dentists deserve.

30-plus years representing dentists in the purchase and sale of practices; purchase, sale and lease of dental offices office condominiums and buildings; formation of professional, C- and S-corporations and limited liability companies; Employment and independent contractor agreements; advising start-ups; counseling new, young and established dentists. Flexible hours. Contact Rich for a confidential consultation.

rcrane@r-cranelaw.com, http://www.r-cranelaw.com, 847 279 8521

rcrane@r-cranelaw.com www.r-cranelaw.com • 847.279.8521



Thinking about selling your practice?

Call Wendy Pesavento (773) 502-6000 Chicago Practice Sales

- FREE Confidential Consultation
- Ready Pool Of Buyers
- M Predictable Sales Process
- Transition Coaching
- M Hundreds Of Practices Sold
- More Than 20 Years As A Broker

www.ChicagoPracticeSales.com



Providing staffing solutions for permanent or temporary needs for Dental Practices

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

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



Dental Start - Ups
Post-Transition Consulting
Buyer Due Diligence
Practice Management
Dental Marketing & Staffing

For General Dentists and Dental Specialists

Learn About Our Programs www.CuttingEdgePractice.com

Call Wendy Pesavento (773) 502-6000 Sharon Kantor Bogetz (847) 370-9131

See Our Dental Design Portfolio at www.MidwestDentalSolutions.com



## The CDS Foundation Clinic needs you

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

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

phone: 630.260.8530 • email: clinic@cdsfound.org

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

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





Write to Dr. Lamacki at wlamacki@gmail.com.

## Infinity

T'S MARCH 20, 2020, AND I AM STARING AT A BLANK MONITOR struggling to select a topic for my next editorial, due April 2. Usually this close to deadline, I have two or three subjects that I have researched, but the novel COVID-19 crisis keeps dominating my thoughts.

On a Sunday afternoon, I returned home from seeing a Mickey Rooney movie that our neighbors invited me to watch with them. After the pleasant outing, I returned home to find my dad and uncle huddled by the radio and my mom and aunt holding each other tightly; I was just shy of my sixth birthday, but I knew something was wrong – terribly wrong. It was Dec. 7, 1941. Japan had bombed Pearl Harbor that morning.

The next day, the president of the United States - Franklin Delano Roosevelt, always FDR to us - sought and received a declaration of war against Japan in a joint session of Congress; four days later Germany declared war on the United States; hours later, our country reciprocated.

Suddenly ordinary life in America was no longer ordinary. Rationing was instituted for food, gasoline and clothing. Meat, butter and eggs were strictly limited; we all ate Spam (pre-electronic type), and men were restricted to purchasing one suit a year, without cuffs. And stickers (A or B or C) attached to windshields of cars indicated the number of gallons of gas one could buy according to the importance of one's need.

Through it all, people accommodated the changes in their lives with little complaint. Boys collected and bundled newspapers; their moms saved the cooking fat to be used for munitions production. They were told a pound of fat saved for war effort would become a pound of explosives.

Metal toys were wooden ones; dolls were made of cloth and lacked porcelain bisque heads.

Men placed a flagpole on nearly every block; beneath the flag was a list of those young people in military service. Women hung pennants in their windows with one or more Blue Stars, and we were all saddened to come upon a Gold Star.

It seemed we all cared for one another as never before.



Photo by Ralph Amdursky courtesy of Vintagraph Prints

FDR took to the air regularly in what he called fireside chats. A picture in the newspapers showed him wearing a cardigan sweater beside a fireplace as he chatted with a voice that sounded as mellow as a cello; I remember it to this day.

His messages had a calming effect on the nation. He told us, "The only fear we have is fear itself."

On Aug. 14, 1945, victory was declared over Japan.

People poured into the streets, shouting and hugging one another; in Times Square, the great photographer Alfred Eisenstaedt captured the iconic image of a sailor kissing a nurse he had never met.

Wuhan, China, the epicenter of the today's pandemic, reported no new cases of COVID-19 in early March. Starbucks reports it is reopening its stores there.

I often turn to Mark Twain for inspiration, "I have known many worries, most of which have not come to pass."

Go to www.cds.org for up-to-date information on COVID-19 and please self-quarantine. We are all in this together.

## CHICAGO DENTAL SOCIETY

Cordially invites you and your guest to attend

**2021 Installation** 

## **Officers & Directors**

**Including a Celebration of 50 year Members** 

## **Installation Date**

Sunday November 8, 2020

## The Evening

Welcome Reception at 6:15 pm Installation at 7 pm Gala Desert Reception at 8 pm

### 2021 Officer Nominees

Dr. Dean P. Nicholas, President

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

Dr. Michael G. Durbin, Secretary

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

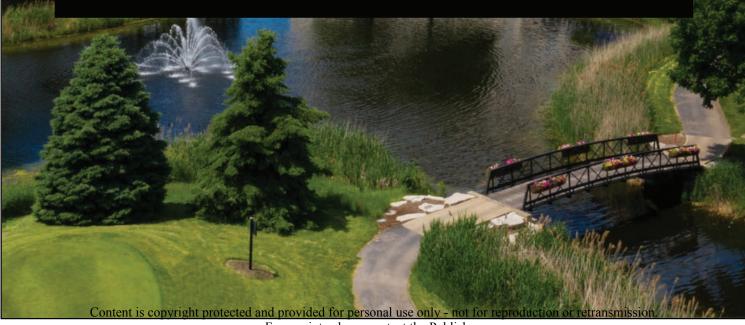
Dr. Denise D. Hale, Treasurer

### Where

Oak Brook Hills Resort 3500 Midwest Road Oak Brook, Il 60523



Election schedule on Wednesday, October 28, during the Regional Meeting at the Drury Lane. 100 Drury Lane. Oakbrook Terrace







Michael J. Helsdingen Senior Vice President, Group Head 708.576.7108



Mark P. Oganovich Senior Vice President 708.576.7122

## Local expertise to give your dental practice momentum

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

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



🖐 First Midwest Bank

## MOMENTUM MAKERS

FirstMidwest.com

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

Member FDIC





Mohammed Abunada Senior Vice Presideontent is convright protected and provided for pe 708.576.7091



For reprints please contact the Publisher.