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Branch News



Connect with your CDS colleagues while watching the Cubs from a Wrigley Rooftop

HERE'S AN OPPORTUNITY FOR YOU TO ROOT FOR A CUBS VICTORY OVER THE MINNESOTA TWINS ON SUNDAY, JULY 1. Join your CDS colleagues and friends from the Wrigley Rooftop at 1038 W. Waveland Ave. **TICKETS ARE NOW ON SALE.** Reservations for the game are first-come, first-served.

CDS members will be allowed to reserve four passes at \$103 each, which includes food and beverages. Passes will only be sold online in the CDS Store at WWW.CDS.ORG.

Once reservation sales end, CDS will contact those who reserved passes via email to request names of those attending. If you purchase a pass or passes but do not provide the names of those attending, you will not be allowed to enter the facilities. **Passes are non-transferable.** A photo ID is required for entry. Those who leave early will not be allowed to re-enter the Wrigley Rooftop under any circumstances.

Food and beverage service will start one hour prior to the game, which is currently schedule to start at 1:20 p.m. Game times are subject to change by the Chicago Cubs and Major League Baseball. Be sure to check www.cubs.com prior to the game.

We advise members to take public transportation and allow for plenty of time to travel. Sales will end at midnight Monday, June 4. **You must be logged into the site in order to view the event in the CDS Store and make a purchase.**



April 11, 2018, Regional Meeting minutes

The Regional Meeting of the Chicago Dental Society convened April 11 at the Drury Lane Oak Brook, Oakbrook Terrace at 9:10 a.m. with CDS President Louis Imburgia presiding.

Inasmuch as the official minutes of the Sept. 20, 2017, Regional Meeting were published in the December 2017 issue of the *CDS Review*, a motion was entertained to dispense with reading them.

MOVED by Brian Caraba, seconded by Bernard Sullivan, and carried to dispense with reading of official minutes of the Sept. 20, 2017, Regional Meeting at this time.

MOVED by Keith Suchy, seconded by Phillip Fijal, and carried to accept the minutes of the Sept. 20, 2017, Regional Meeting.

Inasmuch as the official minutes of the Nov. 8, 2017, Regional Meeting were published in the December 2017 issue of the *CDS Review*, a motion was entertained to dispense with reading them.

MOVED by Charles DiFranco, seconded by Mark Ploskonka, and

carried to dispense with reading the Nov. 8, 2017, Regional Meeting minutes at this time.

MOVED by Keith Suchy, seconded by Patrick Hann, and carried to accept the minutes of the Nov. 8, 2017, Regional Meeting.

There were no reports of the Board, Standing or Special committees.

There was no new or unfinished business to report.

Dr. Imburgia announced that CDS Executive Director, Randy Grove, would be recognized by the University of Illinois at Chicago College of Dentistry for his numerous contributions to the dental profession with an honorary Doctor of Science Degree. All CDS members are invited to attend the commencement and reception May 12 at the UIC Pavilion, 525 S. Racine Ave.

Dr. Imburgia announced that members will vote on a proposed CDS Bylaws change during the Nov. 7 Regional Meeting and that Information on the proposed changes had been published in the March/April 2018 issue of the *CDS Review* and will also be

published in the May/June and the July/August 2018 issues of the *CDS Review*. The proposed changes were accepted by the CDS Board of Directors in January to bring CDS in compliance with the ADA Constitution and Bylaws.

Dr. Imburgia encouraged the attendees to visit the exhibitors during the breaks to see what each had to offer. He expressed appreciation to the exhibitors for their continued support.

Everyone was asked to silence their cell phones. With no further business, Dr. Imburgia called upon the Regional Meeting Program Chair James Bryniarski to introduce Judy Kay Mausolf, who presented the program entitled *Delivering W.O.W. Service*. The meeting was adjourned at approximately 2 p.m.

Trade show group ranks Midwinter Meeting top dental meeting

Trade Show News Network has named the 2017 Chicago Dental Society Midwinter Meeting to its list of top shows in the nation.

The Midwinter Meeting was the No. 1 dental show to make the list, earning a ranking of 113 overall. Only three dental shows were named to the list.

The 2017 show was held Feb. 23-25 at McCormick Place West in Chicago. 28,946 people attended the three-day scientific program and exhibition in which 667 exhibitors showed the latest in dental industry products and services across 171,000 net square feet of space.

Tell us your story

Do you have an unusual hobby or avocation?

Do you enjoy a creative outlet away from dentistry?

Do you have an interesting tale to share?

The *CDS Review* is looking for members to feature in our SNAP SHOTS section.

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'Dental triad: Pride, Passion, Professionalism' more than MWM theme

THE THEME FOR THIS YEAR'S MIDWINTER MEETING WAS A *DENTAL TRIAD: PRIDE, PASSION, PROFESSIONALISM*. IN MY NEXT THREE columns, I will "drill down" (no pun intended) and explore each aspect of this theme. I believe the 2018 theme is a philosophy that should be lived up to every day in our practices and in our lives.

Not too long ago, many independent service stores like grocery stores, hot dog stands, and butcher shops would display hand-painted signs posted on their walls and windows. Like the computer-assisted signs of today, these signs would advertise what the store offered, the price, or perhaps even a special sale. The signs had to be readable and attract attention. If the customer noticed the sign and bought the product advertised, the signage was a success.

My mother used to make these hand-painted signs to display in her sister's grocery store. Her work area was our basement, and her tools were simple. She would carefully measure the size of the letters and then pencil in the letters and numbers and paint over them. She would mix the fonts and draw a face or some other icon on the sign to draw attention to it. From a child's perspective, I thought she spent way too much time working on these signs. Later on, I realized why her signs looked so good.

By watching her, I learned the importance of taking pride in what you do. Pride doesn't mean you are the best. Pride means that you have done your personal best.

My mother took pride in her work. She felt that much of the store's success was dependent on her signs. I learned from her signs that pride in your work goes hand-in-hand with success. Pride in your work may even cross over to pride and happiness in your life.

"Pride in our work and serving our patients is something that must always be part of our profession."

We should always strive to do our personal best.

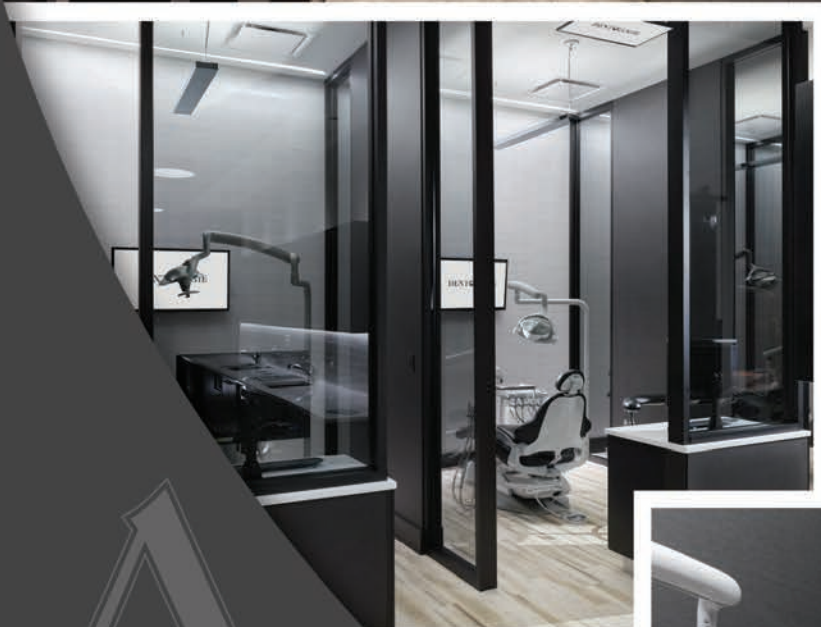
Today, even though technology has simplified many difficult tasks, pride in one's work can't be replaced. Wikipedia says that pride can be humble and is a content sense of attachment toward one's own choices and actions. Pride is a product of independent self-reflection and can lead to a fulfilled feeling of belonging. Some synonyms of pride include happiness, honor, and satisfaction.

To me, pride in dentistry is all those things and more. It really is an emotion that no one can fully describe. It can be satisfaction in the procedure you just completed, or being proud of dental work that looks as good today as it did when you first did it years ago. It may be the feeling we get when a patient thanks us for a job well done, or when we help a young dentist make a good decision. Pride in our work and serving our patients is something that must always be part of our profession. Pride is a quality that leads to quality in our profession.

Technology has significantly changed our world and dentistry. We should embrace the changes that are good. Some feel that because of technology craftsmanship has been de-emphasized. Let's not sell out quality for quantity. No one really looks over our shoulders as we practice.

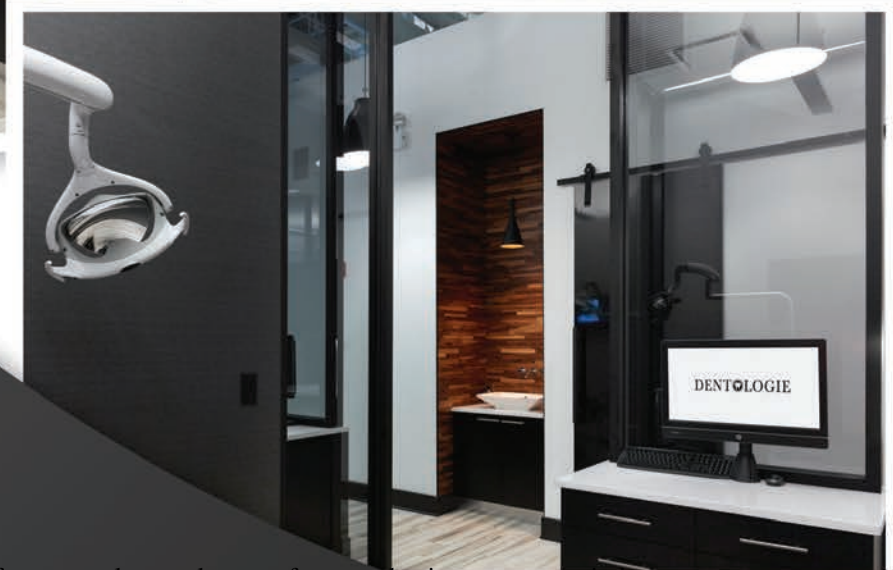
For the good of our patients and ourselves, pride must always be an integral component of our profession. It is up to us as individuals to always try and do the right thing. Our work requires an unassuming sense of dignity.

Simply, pride means you care. Be proud of what you do. ■



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Women in Dentistry: Not done yet

by Kathy O'Loughlin
Executive Director, American Dental Association

HOW DO YOU DESCRIBE THE AVERAGE DENTIST IN AMERICA? A PAPER WRITTEN IN THE 1940S THAT WAS CO-AUTHORED BY HAROLD

Hillenbrand, a former executive director of the American Dental Association, made an attempt:

The average dentist in the United States is a white male who is engaged in private practice. He is married, has 2.4 children, a fairly well-worn Chevrolet and a home about which the bank still has something to say.... His feet, very often, hurt him except after 36 holes of golf when they feel fine because of the exercise....

All in all, the average dentist and private practitioner is a pretty good American in a casual sort of way. He is a pretty good fisherman, shoots a respectable game of golf, likes a nip or two on occasion, and smokes more cigarettes than are good for him. He's going to quit smoking and drinking 'pretty soon,' but never does.

It is this very human bundle of contradictions, superstitions, likes, dislikes, failings and virtues that we call the average American dentist in private practice.

This colorful, if incomplete, description of the average dentist may have been accurate in the 1940s, and likely for many decades after that, but no part of this assessment of old rings true today, except perhaps the last line of it. While I enjoy 36 holes of "exercise" as much as the next dentist, it's about time to let go of the idea that there is such a thing as an "average" dentist in America.

And that's ok.

Different is good. Diverse perspectives make us stronger, and that's one of the reasons we should strive to embrace and promote diversity and inclusion at all levels of our association. Best practice leadership standards across a variety of industries suggest that an organization's leadership and governance composition should reflect the varied constituents it serves. There is an abundance of well-done business research that strongly suggests that increasing diversity enhances team performance in very measureable ways.

Many dentists and dental students understand this. We need our associations as a whole to understand this, too. We have to

first acknowledge – all of us – that we have the ongoing need to build and sustain a truly diverse and inclusive environment.

I speak from firsthand experience.

One in 20 dentists was a woman the year I graduated from dental school. Instances of sexism were rampant. I remember clearly, after graduating with my doctorate as valedictorian and president of my class, having no job offers on the table, despite the fact that the previous class valedictorian had an abundance of offers. When I was ready to open a private practice, I was denied a bank loan unless my husband co-signed. I refused and we cashed in his life insurance policy instead. More than once, during dental meetings, I was given drink orders or coats to check. It was always my role in organized dentistry meetings to take the notes and check on the snacks. My experience was not unique. I still hear similar stories from female dentists and dental students alike.

To be honest, none of this bothered me. I always saw myself as equal to a man, which often got me into some difficulty. My parents would often ask me "why" and at that time, I honestly did not know why it was so important to me to compete toe-to-toe with men in so many aspects of my life: sports, school, career choices, leadership positions. In the years when I was in high school and college, women had just started going to college at the same rate as men, and yet the jobs we could access once we completed our education were not the same. Right or wrong, I believed that I had to be smarter, faster, better, more persistent, and more strategic than men to win at whatever I was aiming for. I didn't see women stockbrokers, engineers, or CEOs of companies. I didn't see women being tenured faculty in medical schools or dental schools. While the number of women getting a higher education changed dramatically, the culture to support that achievement didn't come along for the ride. I was still expected to manage the home front and raise perfect children.

Looking back at the 1960s and 70s, American culture did not change as quickly as its demographics. Society still held onto a culture with moms at home wearing pumps and aprons, looking perfectly made-up and coiffed. This "normal" was perpetuated by the media right up until the 1970s.



photo by: Radovanovic96 / istockphoto.com

We have to stop prejudging gender and ethnicity, using terms like “girls” and “young ladies” when referring to accomplished women. And we have to not only stop engaging in this behavior ourselves, but call it out when we witness it.

Today, one in two dental school graduates is a woman, and just as our society was slow to embrace women in science-based professions and shift away from the mother-knows-best culture, organized dentistry is at times slow to embrace women in leadership roles. To many, the bias is invisible, but it rears its ugly head in damaging ways. For example, women are labeled when they speak their mind. You’ve heard the old adage: An assertive male leader is considered an asset, while an assertive female leader is considered a liability. A woman who complains about lack of parity is a “whiner.” There are leaders in organized dentistry who call seasoned and well-accomplished women “young ladies” or “girls.”

The problem isn’t that there aren’t women who are willing and able to fill leadership positions, but rather, that the American culture of men in leadership is deeply embedded. Women of talent perform equally well in leadership roles – and they deserve respect. Women and men exercise that role in fundamentally different ways, each successfully. Make no mistake: any and all instances of sexism, big and small, perpetuate gender bias and widen the cultural divide between men and women.

The risk this poses for organized dentistry is great. If we do not intentionally embrace and encourage women in leadership roles, I believe it highly unlikely that organized dentistry will achieve long term sustainability and growth in the future. The tsunami of women coming through dental school means that if we disenfranchise women dentists now, we’ll see membership numbers drop consistently for the next 25 years. It will happen slowly in the beginning, until these women become the majority group of our mid- and late-career dentist cohorts.

If the current trend continues, diverse women will be the majority, the most established, and the majority of full dues

payers in the coming decades. If we get to the point where we have not engaged them in meaningful ways, and they don’t join, we’ll all be impacted. This is a significant risk for our future.

Culture does not change itself. We need to drive our behavior to the culture we want and must have in order to be relevant to the profession of the future. A culture of inclusion, of integrity, of excellence, of science, of service to our members and our communities.

What can you and I do? Women need sponsors who pull them through, endorse them, support them, and help them be true to themselves while they play by the rules of volunteer politics – rules that they, by the way, had no role in creating. We have to stop prejudging gender and ethnicity, using terms like “girls” and “young ladies” when referring to accomplished women. And we have to not only stop engaging in this behavior ourselves, but call it out when we witness it. We must be self-aware of our normal natural bias and be intentional to be inclusive.

When you look at families where the father is a dentist, and he has two or three kids who have gone into dentistry, there’s no question in that father’s mind that his daughter can be just as successful as the son. We have to embrace that attitude at all levels of leadership in our organization. We have to embrace “different” as the new “normal.”

Many dentists have gotten there. Organized dentistry needs to get there, too. ■

(This commentary appeared in the November/December 2017 edition of the Oklahoma Dental Association Journal. Copyright © 2017 Oklahoma Dental Association. All rights reserved. Reprinted with permission.)



Face of dentistry changing but...

by Joseph DeRosier

THERE IS NO DOUBT THE FACE OF DENTISTRY IS CHANGING. COMPARING PHOTOS OF RECENT GATHERINGS

with those taken only a few years ago give anecdotal proof that more women and professionals of color are filling the ranks.

The stereotypical member of organized dentistry used to be a white, middle-aged male. No longer.

But that change in demographics is happening in concert with a multitude of upheavals in the dental profession including economic, societal and cultural, all happening at a clipped pace.

While diversity in dentistry increases, some groups are still underrepresented.

According to the ADA Health Policy Institute, using 2015 figures, 74.2 percent of dentists were white, although they

make up only 61.7 percent of the nation. Asians were also overrepresented proportionately, with 15.7 percent of dentists being Asian while only 5.3 percent of the population is Asian.

Meanwhile, blacks and Hispanics are underrepresented. In the United States, 12.4 percent of the population is black but only 3.8 percent of dentists are black. Hispanics comprise 17.7 percent of the population but only 5.2 percent of dentists are Hispanic.

Ashley Barnes, an African-American dentist, who is a member of the Kenwood/Hyde Park Branch, said she became involved in organized dentistry because it does a “good job” of giving back to the community through access to care programs such as Give Kids a Smile.

She added that such efforts could lead to more African-American youngsters to consider becoming dentists.

Dr. Barnes said she helped out at a Mission of Mercy recently and was surprised that many of the children had never seen a black dentist before.

“It has to start early on with exposure that they can possibly reach these heights,” Dr. Barnes said. “If you’re 3, 4 or 5 and you’ve never seen a successful black or Latino person, you’re never going to reach for those heights.”

She said emphasizing good education habits is key.

“If you don’t have the grades or the test scores to succeed in college, you just won’t ever become a dentist, and that is what really holds most people back, whether you’re white or black,” she said.

She added that mentoring, formal and informal, can help students overcome academic obstacles.

Yvette Battle, a North Carolina native who earned her dental degree at the historic Howard University College of Dentistry and is a Chicago area orthodontist, said she also thinks mentorship helps.

Dr. Battle, who is also a member of the Kenwood/Hyde Park Branch, said regardless of race, age or sex, someone navigating the field of dentistry needs a mentor who understands the demands of the profession.

While there is an increase in the number of minority dentists, the fact remains that many older dentists who could be mentors are not minorities.

“You tend to want to talk to someone who maybe looks like you and there’s not that guidance for minority dentist,” Dr. Battle said. “I think it would

definitely help to have some sort of mentorship for minority dentists.”

And that guidance doesn’t have to be solely dental related, she said.

She said the African-American community also does not have the advantage of a legacy of parents who are dentists and could be role models.

“Now I practice what I preach,” she said “I mentor a couple of dental and pre-dental students, and I always have them follow me so they can see what being a dentist involves.”

The percentage of Asians who are dentists is three times their representation of the population as a whole.

Deepali Mohindra, attended dental school in Ukraine and completed a two-year equivalency program at the University of the Pacific Arthur A. Dugoni School of Dentistry in San Francisco, graduating in 2015. She is a general dentist working in offices in Grayslake and Wood Dale.

Dr. Mohindra is a member of the Northwest Suburban Branch and the secretary of the Indian Dental Association of Illinois.

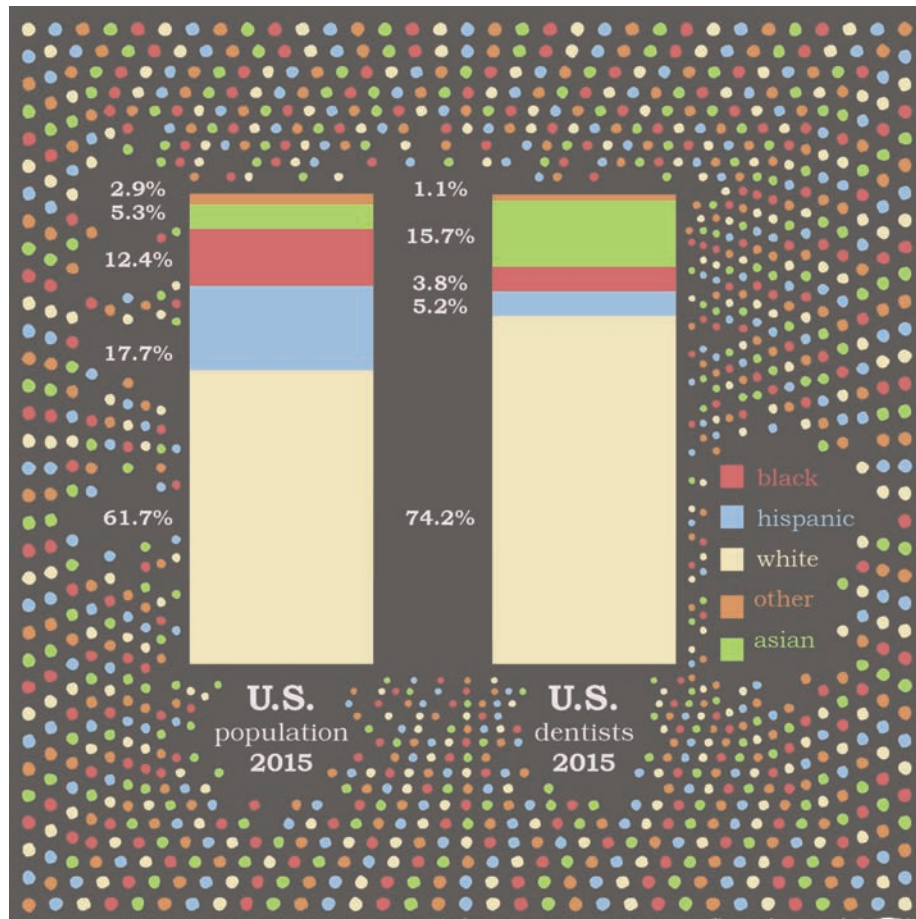
She said dentistry is especially appealing to females from an Indian background because parents want them to become professionals and dentistry offers the level of flexibility to also have a family.

Dr. Mohindra, who has a 15-month-old daughter, said having a family makes it challenging to be active in organized dentistry.

That’s especially true for female dentists, she said.

“Your children need you,” she said, “So, then if you’re at work all the time, any free time you have you want

ETHNIC DIVERSITY AMONG DENTISTS COMPARED TO U.S. POPULATION



Source: Health Policy Institute/American Dental Association

“We all know how to drill and fill,” she said. But a mentor can help a new dentist comprehend the ancillary aspects of being a doctor, she added.

She said there is still work to be done to bring more African-Americans into dentistry.

“It’s not a career option that is heavily marketed to African-American youths, a lot of my patients say they’ve never seen a black dentist let alone a black female dentist, let alone a black female orthodontist.”

Dr. Battle said she considered dental school only because one of her mother’s best friends was a dental hygienist.

Without that exposure, Dr. Battle said she doubts she would have pursued a dental degree.



spend with your family. I do find it difficult to go to the (branch) meetings, but it's something I like to do, so I make the time and go out."

Finding time is also difficult for younger dentists because of the financial pressure of having to work more hours to pay off student debt.

Jabal Patel, who came to the United States when he was a junior in high school after living in India and Great Britain, said he is a Chicago Dental Society associate member. But since his practices are outside of the CDS boundaries, he isn't active in any branch.

He frequently uses the *CDS Review* classifieds to seek dentists for his four offices and can attest to the burgeoning numbers of minorities.

"About half of the people who are responding to my (opportunities ads) are non-Caucasians," Dr. Patel said. And within the Caucasian group, it's probably 50-50 men and women."

He said he thinks the need to pay off debt is a roadblock for younger minority dentists being involved in organized dentistry.

He said that he knows some new dentists, who received undergraduate degrees from private colleges, have school loan debts totaling \$600,000.

"The net result is that these new graduates are coming out and they have no time to waste; they have to make money, and they have to make a lot of it and make it quickly. That's not them being greedy; it's just them having to pay off their debt," he explained. "So what happens is that organized dentistry is the last thing on their mind."

Raunak Patel, a 2004 Southern Illinois University School of Dental

Medicine graduate who owns a practice in Plainfield said he was the only Asian in his class.

"There is much more diversity in dentistry now," Dr. Patel said. "There is a different culture now, I see a lot more colleagues that are coming out of school with an Indian background, it's good to see that."

Although he is a member of CDS, he is not involved at the branch level.

"I don't know what it is," he said "It seems like Indians flock to other Indians."

He said that the lack of Indian or Asian dentists being involved at the branch level might be because there are not as many older Indian dentists involved in the branches.

"They weren't there to pave that road for us," he said. "I don't really know too many Indian doctors who are involved in organized dentistry."

Younger Indian dentists, he said, are likely to make family a priority.

"Family is very important," he said, "It's always been family-first in the Indian culture. They've been known to take care of their parents. You see a lot of Indian families where the parents actually stay with them; so it's part of the culture, taking care of your family is the first priority."

Monica Urda, who graduated from Marquette University School of Dentistry in 2013, is a general dentist in Wicker Park. She opened her practice approximately two years ago.

"I'm a member of the LGBT community, and I don't consider that a minority. But I know sometimes people file it under that," Dr. Urda said.

"But it's nice as this younger generation of dentists come up, you feel more comfortable saying that. I have to say that when I was in dental school, I was very hesitant in sharing that."

She said that she enjoys the fact that she works and lives in an urban environment.

"I love the neighborhood I work in, everyone is young, hip, very nice. It's been a really great experience; I feel truly lucky that I've gotten such a great reception in the neighborhood," she said.

While she sees the dental profession as "conservative," she said she thinks the profession "will come around."

"In the long run, I think my generation of dentists is just more accepting," Dr. Urda said.

"We live in a diverse country; I think the goal of our county is to be accepting of this diversity, and I think we need to reflect that in the profession too."

Dr. Battle said diversity would help usher in the younger generation of dentist.

"I know how it feels to walk into a society meeting, and there is no one in there who looks like you, Dr. Battle said.

She added that dentistry is "very older, white and male top heavy."

"Even how we practice is different than the traditional population is used to," she said. "So there needs to be a space where these new, inclusive ideas and formats have a space to live and breath." ■

Mr. DeRosier is the CDS staff writer. We want to know what you think. Email comments to review@cds.org



Enjoy A Day at the Races at Arlington International Racecourse

GATHER WITH YOUR FELLOW CDS COLLEAGUES FOR A DAY AT THE RACES AT
ARLINGTON INTERNATIONAL RACECOURSE SUNDAY, AUG. 26.

REGISTRATION FOR THIS EVENT BEGINS AT WWW.CDS.ORG STARTING AT 9:30 A.M. JUNE 1.

Get together with your fellow CDS colleagues in the luxury of the Governor's Room, featuring a stately balcony on the finish line. Attendees will enjoy a sumptuous menu and refreshments as they watch the races with a panoramic view offered from the balcony and through floor-to-ceiling windows in the room.

The Governor's Room offers a stately balcony on the finish line. Attendees will enjoy a sumptuous menu and refreshments as they watch the races with a panoramic view offered from the balcony and through floor to ceiling windows in the room. It's the perfect venue for a grand CDS special event.

Tickets will only be sold online in the CDS Store at WWW.CDS.ORG.

The limit is two tickets per member. Special member price is \$79 per person. Ample free parking is available.

The ticket limit may be raised to four tickets per member on July 1. Return to WWW.CDS.ORG July 1 to check on ticket availability.

You must be logged into the site in order to view the event in the CDS Store and make a purchase.

- **Park gates open at noon.**
- **Event time:** 12:30 – 5:30 p.m.
- **Chef's table:** 1 – 3 p.m.
- **Bar:** 1 – 4 p.m.
- **Post time:** 1:20 p.m.

Dress Code is business casual.

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ADA policy encourages dentists to evaluate use of opioids in treatments

by Joanna Brown and Joseph DeRosier

A NEW POLICY FROM THE AMERICAN DENTAL ASSOCIATION ENCOURAGES DENTISTS TO EXAMINE THEIR USE OF PRESCRIPTION OPIOIDS to manage patients' acute pain. The Interim Board Policy on Opioid Prescribing addresses the issue in three ways:

The ADA supports mandatory continuing education in the area of controlled substances, including prescription opioids.

The ADA supports limits on opioid prescriptions consistent with guidelines set by the U.S. Centers for Disease Control and Prevention (CDC). These address the appropriate dosage and duration of no more than seven days for the management of acute pain.

The ADA supports dentists' use of Prescription Drug Monitoring Programs to promote the appropriate use of opioids and deter opioid abuse.

In announcing this policy – an update to one originally adopted in 2005 and revised in 2016 – the ADA reported that most opioids prescribed to patients in the United States are written by health care professionals to treat acute pain; in dentistry, this is most often a remedy for extreme tooth decay, and pain management following extractions and root canals.

"The profession and the American Dental Association have long been committed to multidisciplinary efforts to end the opioid epidemic," said ADA president Joseph Crowley. "While the overall percentage of opioids prescribed by dentists has decreased over the years, the epidemic has continued. As a profession, we know that more work needs to be done, which is why we implemented the new policy. It's our duty to do all we can to prevent opioids from harming patients and their families"

The CDC reported that opioids killed more than 42,000 people in 2016, more than any year on record. Forty percent of all opioid overdose deaths involve a prescription. But the *CDS Review* reported in its July/August 2017 issue that dentists are in a unique position to combat the opioid abuse problem.

"The benefit for dentists is that they tend to know their patients over long periods of time, so most times they feel as though they know them very well," said Mila Tsagalis, director of community initiatives for the DuPage County Health Department. Dentists might also treat more than one member of the immediate family.

But medical director for behavioral health for the City of Chicago Elizabeth Salisbury-Afshar explained that many people who are abusing opioids are getting them from a friend or family member. When a health care provider prescribes a 10-day supply of opioids and the patient only uses a small amount, the unused pills are inadvertently getting into the community and misused by people for whom they were not prescribed.

"What we know is just having those extra pills out in the community really puts the entire community at risk," Dr. Salisbury-Afshar said.

The ADA's most recent policy was drafted by the ADA Council on Government Affairs, with guidance from the ADA councils on Scientific Affairs, Dental Education and Licensure, and Dental Practice. Since its adoption in March, the ADA has received praise from the National Institute on Drug Abuse and the National Institute of Dental and Craniofacial Research, two federal scientific research institutes under the National Institutes of Health. ■

JADA issue focuses on use of opioids to treat pain

The April issue of the *Journal of the American Dental Association* features articles about dentists' use of prescription opioids to treat patients' acute pain, as well as the use of alternative medications.

One analysis of opioid prescriptions for dental patients over a six-year period beginning in 2010 found that opioid prescriptions were on the rise, with a median supply to last three days. The study further analyzed opioid prescriptions by patients' age, gender and race.

Find more information at www.ada.org/opioids



Chicago Dental Broker

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Friday, May 4th, 1:30 - 4:30 p.m., American Dental Association Auditorium, 811 East Chicago Avenue, Chicago

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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.





PRACTICE SMARTS by Joanna Brown

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

Is social media a solution for sweaty palms syndrome?

THE DENTAL COMMUNITY SPENDS A LOT OF TIME CONSIDERING TREATMENT OF ANXIOUS PATIENTS. THESE PATIENTS DREAD THE ROUTINE HYGIENE exam; they arrive at your office with sweaty palms and drag their feet over the threshold.

The front desk staff greets these patients warmly, and a hygienist escorts them confidently to the chair. The staff asks several questions about music and other accommodations that can make the patient's time in the chair most comfortable.

But still, the sweaty palms persist.

The problem is that these anxious feelings started long before their dental appointment. Your efforts to quash the anxiety must start early, too. A strong social media account gives patients a feeling of familiarity with your dental practice and helps anxious patients feel less stress as their appointment time approaches.

Consider how your patients prepare for their appointments. They dust off the dental floss, first, and then they start trolling the internet for information about the dentist and the dental practice.

Finding photos of your reception area and operatory might make an anxious patient feel a little less lost when they arrive. Placing a team member in those photos makes that person seem like less of a stranger when they greet the patient in person.

Some patients might like to see online which Cubs jersey the dentist wore to mark Opening Day, or the cake your team enjoyed for the receptionist's birthday. It doesn't matter what you share online, as long as the posts accurately reflect the experience your patients will have at their next appointment.

"Whatever you decide to do, it's got to be in alignment with your brand and who you are," said Grace Rizza, the founder of Identity Dental Marketing who spoke at the 2018 Midwinter Meeting on the topic of social media success. "It might take some soul searching for what makes you unique, but know who you really are and commit to that brand. Don't try to be everything to everybody.

"If you present something in your social media that isn't what you are, that's when people get online and write bad reviews – because the reality didn't match their expectation."



photo by: XiXinXing / istockphoto.com

Ms. Rizza encouraged dentists to focus their social media efforts on Facebook, but acknowledged that Instagram has a younger community of users and therefore might be a better fit for pediatric practices and orthodontists.

She explained that video marketing is the most popular trend. Testimonials from happy patients are well received online, in her experience, and filming them could be presented to patients as part of your treatment plan.

"Every time you finish a case, make a short video with the patient revealing their new smile and giving a short testimonial. People like to see stories about real people online," she said.

It may feel awkward to ask the first few patients to do this and it's discouraging to hear their rejections, Ms. Rizza acknowledged. But working it into your treatment planning protocol and reminding patients ahead of time (they may choose a nicer shirt or reapply lipstick for their appointment when they know the video will be made) makes your success more likely.

"The dentist needs to be a strong leader to get the whole team involved in maintaining this new protocol," she said. If testimonials don't match your practice's brand, turn the camera inward to highlight staff members, office features and events that make your practice special.

"Doctors can be such perfectionists that they don't want to get behind the camera. But it doesn't need to be perfect; it's more important that it's done. And it gets easier every time you do it." ■

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.

Bylaws changes

MEMBERS WILL VOTE ON PROPOSED CHANGES TO THE CDS CONSTITUTION & BYLAWS DURING THE NOV. 7 REGIONAL MEETING at Drury Lane in Oakbrook Terrace. The proposed changes were accepted by the Board of Directors at its Jan. 12 meeting and are to bring CDS in compliance with the American Dental Association Constitution & Bylaws.

Current Bylaws

ARTICLE III MEMBERSHIP

Section 3. Active Membership:

Active membership is restricted to dentists legally licensed to practice in the State of Illinois or adjacent states and who reside or practice within the geographic boundaries of the Society.

Section 4. Life Membership:

Life membership is available to an active member in good standing for thirty (30) consecutive years, or for a total of forty (40) years, and who has also attained the age of sixty-five (65) years.

Section 7. Retired Membership:

Retired membership is available to Active members in good standing for twenty-five (25) years or more, who have retired from the Active practice of dentistry.

Section 8. Student Membership:

Student membership is available to any student pursuing a full-time course of undergraduate study in an approved dental school, and who holds membership in the American Dental Association.

Section 9. Graduate Student Membership:

Graduate Student membership is available to dentists holding Graduate Student membership in the ADA and who are pursuing a full-time course of post-graduate study in dentistry.

Proposed Bylaws

ARTICLE III MEMBERSHIP

Section 3. Active Member:

Any person holding a DDS, DMD or equivalent degree shall be eligible to be an active member of this Society if he or she meets the following qualifications:

- a) Maintains membership in good standing in this Society as that term is defined in these Bylaws; and
- b) Resides or practices within the geographic boundaries of this Society; and
- c) Maintains membership in good standing in the national and constituent societies as that term is defined in their respective Bylaws

Section 4. Life Member:

Any active member in good standing for thirty (30) consecutive years, or for a total of forty (40) years, and who has also attained the age of sixty-five (65) years during the previous calendar year. A member may also qualify for Life Member status by having been a member of the National Dental Association for twenty-five (25) years and subsequently holding membership in the American Dental Association for at least ten (10) years and having reached the age of at least sixty-five (65) during the previous calendar year.

Section 7. Retired Member:

Retired membership is available to Active members in good standing for twenty-five (25) years or more, who have retired from the Active practice of dentistry and do not receive or earn income from any dentally-related activity.

Section 8. Student Member:

Student membership is available to any student pursuing a full-time course of undergraduate study in an approved dental school and who may hold membership in the American Dental Association, shall then be considered a member of this society's Academic Chapter.

Section 9. Graduate Student / Residency Member:

Graduate Student / Residency membership is available to dentists holding a DDS, DMD or an equivalent degree and is engaged full-time in an advanced training course of not less than one academic year's duration in an accredited school or residency program, both nationally and internationally and who may hold membership in the American Dental Association. ■



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

Write to Dr. Green at jgreen@greenlawoffice.net.

Up-to-date dental history forms are good for patients, practice

photo by: SARINYAPINNGAM / istockphoto.com

Editor's note: This column is part of a series about written forms, their importance in enhancing patient care and their legal implications. In the previous issue, medical history forms were discussed. This column is focused on dental history forms.

STUDIES HAVE SHOWN THAT, SURPRISINGLY, MORE THAN 30 PERCENT OF DENTAL OFFICES DO NOT REGULARLY HAVE PATIENTS OR NEW patients fill out a dental history form. This simply should not be happening as the lack of a written dental history deprives the dental professional from obtaining valuable information about a patient's oral condition that can impact diagnosis and treatment planning.

For instance, shouldn't the dentist know if a patient has ongoing lower left jaw pain (a developing tumor), is grinding teeth (that should be treated before initiating full mouth reconstruction), or has an oral lesion (cancer). The answer is yes, of course. And while a dental professional can glean much about a patient's dental condition from exam and X-rays, some oral conditions also require patient input. Moreover, some patients are either reluctant to or do not appreciate the significance of advising their dentist about dental problems, from serious (persisting oral pain), to less serious (teeth sensitivity), which require investigation. Therefore, a written

dental history form can elicit important information.

In addition, a written dental history form can also serve as impetus to educate patients. For example, the dental form should inquire about a patient's oral hygiene habits.

As a defense attorney who defends failure to diagnose periodontal disease cases, I see, on occasion, patients indicating on dental forms that they rarely brush and floss, yet the dentist fails to discuss this issue with them. Dental professionals need to inform their patients on the importance of regular (and properly performed) oral hygiene.

And while they regularly update a patient's medical history at recall visits, dentists should do the same regarding dental history. For instance, while it is important to know if a patient has changed medications in between recall visits, the dental professional should also want to know about a change in a patient's dental history, such as the development of an oral lesion on the floor of the mouth or teeth grinding. Intuitively, a dentist may think a patient would automatically tell him or her about such changes as the patient assumes the dentist will discover these conditions on examination. But that is not always the case because some patients may not appreciate the need to disclose such conditions.

So make sure you are using dental history forms for all new patients and update these forms for your patients to ensure the practice is fully aware of the patients' dental and oral conditions to guarantee timely treatment. ■

The above article does not constitute legal advice but is for educational purposes only. In order to obtain legal advice, a personal consultation with an attorney is required. The views expressed in this column are those of the writer and not necessarily the opinions of the Chicago Dental Society. Dr. Green is a practicing dentist and defense attorney who has been representing dentists and dental specialists for more than 26 years. Find more information on Dr. Green at www.greenlawoffice.net.



The Chicago Dental Society Officers and Directors cordially invite you and your guest to attend the 2019

INSTALLATION OF CDS OFFICERS

Sunday, November 11, 2018

Ritz Carlton Hotel

160 E. Pearson Street, Chicago

Welcome Reception: 6:15 p.m., The Grand Foyer • Installation of Officers: 7 p.m., The Ritz-Carlton Ballroom • Gala Dessert Reception: 8 p.m., The Grand Foyer

Election of CDS Officers

The election will be held Wednesday, Nov. 7, at the Regional Meeting at the Drury Lane, 100 Drury Lane, Oakbrook Terrace.



Nominees

Cheryl D. Watson-Lowry, DDS, President
Terri S. Tiersky, DDS, JD, President-elect
Dean P. Nicholas, DDS, Secretary-elect
Thomas F. Schneider Jr., DDS, Vice President-elect
Michael G. Durbin, DDS, MS, Treasurer-elect



FROM THE GROUND UP Inside the CDS Foundation by Pat Hann, DDS

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

Chicago Dental Society Foundation clinic to offer dentures to patients

I AM EXCITED TO SHARE AN UPDATE ON THE SERVICES PROVIDED BY OUR KEY PROGRAM, THE CDS FOUNDATION DENTAL CLINIC IN WHEATON.

As you know, the clinic provides high-quality basic dental care to patients from households with proof of income at or below 200 percent of the Federal Poverty Level (\$25,100 for a family of four). The Board of Managers of the Dental Clinic has elected to provide dentures to our patients on a formal basis. In order to provide the dentures, the board established patient selection criterion and identified the scope of specific denture treatments to be provided.

Marta Cortez, Chicago Dental Society Foundation clinic coordinator, identified dental labs that would be willing to help. Our volunteer dentists helped Ms. Cortez establish agreements with labs that are committed to providing high quality care to underserved populations and are willing to extend significant discounts and/or donated services to the CDS Foundation for these purposes.

The clinic provides acrylic base full upper and lower, and partial dentures, including “flipper” type dentures. To date, more than 20 patients have benefitted from the addition of these services.

“Offering dentures at the clinic will not only broaden the scope of treatment available to our patients, but it represents the next step in the evolution of our program. This collaborative effort illustrates our continued desire to respond to our patients’ needs”, said Keith Suchy, president of the clinic Board of Managers.

On behalf of our patients, we would like to recognize the following dental labs for their support:

POWER DENTAL LAB, LISLE

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DIGITAL CREATIONS LABS, INC., FLORAL PARK, NEW YORK

The CDS Foundation is able to provide these life-changing services to our patients thanks to the generosity of the labs and the support of our donors such as the CDS and its members. You can make a directed donation to support these services at the clinic to make sure we continue to meet the need. Please go to cdsfound.org to help. ■



The programs of the CDS Foundation dental clinic in Wheaton are designed to improve access to oral care in the CDS district, which includes Cook, DuPage and Lake counties.



Our mission is to strive to improve the oral health care of our communities we serve by providing access to care programs and oral health education. We are an exempt organization as described in Section 501(c)(3) of the Internal Revenue Code; EIN #26-0784174.

Chicago Dental Society Foundation kindly thanks our Diamond and Gold Sponsors:



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SUNDAY, AUGUST 5 • 1:20 P.M.

Tickets go on sale May 16.

PURCHASE
TICKETS AT
tinyurl.com/FoundationCubs

Game times are subject to change by the Chicago Cubs and Major League Baseball. Be sure to check www.cubs.com prior to the game. Due to new security measures at Wrigley Field, be sure to arrive early.

Tickets are \$90 each which includes a \$26 tax-deductible donation to the CDS Foundation, an IRS-designated 501 (c) 3 charitable organization (EIN# 26-0784174)

INFORMATION:

Contact Kristen Weber, kweber@cdsfound.org or 312.836.7301.

No quantity limit while supplies last.

Seats are in Aisle 209, 211 & 213 in Terrace Infield Reserved Section

Parking not included

Tickets will be mailed to the purchaser up until July 25. After that, they will be held at will-call under the purchaser's name.



CHICAGO DENTAL SOCIETY FOUNDATION



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Jerry Uderson a dentist for all seasons

by Joseph DeRosier

QUICK, WHAT DO GOLF, GLASSBLOWING AND MOTORCYCLE RIDING HAVE IN COMMON? IF YOU'RE LEFT SCRATCHING YOUR HEAD TRYING to figure that out, don't bother Googling it. The answer is Jerry Uderson of Riverside.

That's because the pediatric dentist, who has practices in Forest Park and Elmhurst, plays golf, rides motorcycles and does glassblowing.

Many dentists have interests outside of the profession. But few have such disparate pursuits. And even fewer would install a eight-hole practice putting green in their basement to improve their game.

Dr. Uderson has backed off a bit from glass blowing and motorcycle riding, but he is still an avid golfer and a member of Riverside Golf Club.

His dedication to the sport helped usher in another endeavor, a charity indoor putting tournament held in his basement.

When he built his home in Riverside, he made sure the house had plenty of space. His basement ceiling is 10-feet, six-inches high with no beams, so he had plenty of room to install a practice putting green.

Five of the holes are on a flat surface, but three of them require players to negotiate undulations making the ball path mimic the curvilinear street pattern of Riverside.

The set up is perfect for hosting putting parties and his charity tournament.

"After being in the house for a little bit, I thought it would be great to have a tournament with friends," he said. The first one, eight years ago, attracted about 30 participants and has since grown to 50.

"I have the pros from Riverside Golf Club come over and run it for me, we charge an entry fee, we serve food and beverages," he explained. Prizes such as golf clubs, golf lessons and tickets to sporting events are also donated.



Entry is by invitation only. Players are slotted into 10 groups of five and play a game of P-I-G in which players have to match shots or take a letter for a missed putt. The player who makes his opponent spell PIG wins and moves on to the next round until a champion is crowned.

While there is certainly fun and friendly competition involved, there is a serious and altruistic component. Proceeds are given to help a person in need.

This year the donations were “outstanding,” Dr. Udelson said, and they raised more than \$5,000 that will go to a Riverside Golf Club employee, who has terminal cancer.

“We try to help someone local,” he said.

Last year, the money was donated to a 12-year-old local girl who was diagnosed with myalgic encephalomyelitis, more commonly known as chronic fatigue syndrome.

“We raised some \$3,000 for her, and we gave it just to her; we said we’re thinking about her. She was just so emotional, as was the family, because we don’t tell them about it ahead of time; we just show up.”

Other than the putting tournament, Dr. Udelson said he doesn’t get to use the practice green very much because of his busy schedule. His schedule also caused him to do less motorcycle riding and glass blowing.

He became interested in glassblowing after watching a documentary on famed glass artist Dale Chihuly.

“I thought, man, if I could ever do that I think I would really like it,” he said. His dental assistant told him about a glassblowing class at the Chicago Art Institute, and his dream was realized. He’s made vases, art objects, Christmas ornaments and crystal mementos for special events, like his wedding.

His interest in motorcycles started as a teen. It wasn’t too long ago after he graduated from the University of Tennessee College of Dentistry that he was taking road trips from New Mexico to Calgary, Canada, and along the Continental Divide.

He’s also took riding trips in New Zealand, Germany, Switzerland, Austria and Italy. He lectured on pediatric dentistry at the University of Warsaw in Poland after the trips.



A friend arranged for him to spend a week blowing glass at a famed Polish glass factory as well.

Dr. Udelson said he enthusiastically asked the factory’s artisans questions and took plenty of pictures.

“After a day, the owner suspected I was a spy there to steal his secrets, so he kicked me out,” he said.

Having fun isn’t confined to his pastimes. Dr. Udelson looks at fun as essential even with more serious tasks.

After earning his dental degree at the University of Tennessee, he went to Indiana University Dental School for specialty training in pediatric dentistry.

“I have fun working on children,” he said. “I could never be an adult dentist. You can just have fun with kids,” he explained. ■

branch news

Reports from our nine branches

Englewood Branch

by Denise Hale, DDS

Neil Singh and Peggy Richardson organized *Young Practitioners 101* – a round table discussion to help guide new dentists on the path to practice ownership. The event featured a lawyer, construction contractor, equipment representative, finance broker, banker and practice tran-

sition broker. Peggy and Neil worked with representatives from the South Suburban Branch to hold the event at Gatto's restaurant in Orland Park.

We welcome **Kristin Salamon** back to our branch. She is a 2011 graduate of the University of Illinois at Chicago (UIC) College of Dentistry and returns after becoming an associate in a practice

in the village of Justice.

Kathy Bielik recently traveled to St. Kitts for warm weather and beaches.

Bob Michet and his wife, Sue, vacationed in St. John and enjoyed beautiful beaches, drinks and good eats, in no particular order!



ENGLEWOOD: (top left) Tom Zubinas, a 1998 UIC alumnus, with our speaker, Thomas Kret, at the March branch meeting at Louie's Chop House in Oak Lawn. (top right) Marilyn Michet, Kathy Bielik, Kristin Salamon and Robert Michet. (bottom left) On behalf of CDS, Branch Director Peggy Richardson (pictured on the right) distributed textbooks and pizza and salads on April 9 to the Fox College Dental Hygiene Program. Peggy said that she enjoyed seeing how excited the students were to receive the beautiful books and the lunch. (bottom right) Denise Hale went to Washington, DC, where she joined 1,100 dentists and ASDA members to lobby for dentistry as part of the ADA Lobby Day.

Glenn Bailey is enjoying retirement. Unfortunately, his wife, Mary, is still working for their son, Brian. Maybe Glenn will let Mary take her turn at retiring one day!

Nick Cudney went to Colorado for a skiing vacation at Snowmass Resort. Nick's sons, Luke and Levi, took lessons at its ski school. Graham, Nick's one-year-old, hung out with mom and dad at the chalet.

Terry Needham said that his daughter, Katie, graduated as an occupational therapist and is working at Lurie Children's Hospital.

Terry's other daughter, Megan, is a lawyer and married Julian Mullat in September. They are living in Paris where she is practicing law at the Paris office of Hughes, Hubbard and Reed.

Ammar Adam reports that Endodontic and Periodontic Associates hosted more than 130 general dentists for an all-day seminar at the Odyssey Country Club in Tinley Park, where Chandur Wadhvani lectured on restoring dental implants.

George Lingen says that his grandson, Ryan Bess, is attending the Virginia Military Institute. George also ran into an Englewoodarian, **Roger Rydstrom**, whose son, Gary, had been nominated for 17 Oscars for sound design, winning seven for Best Sound and Best Sound Effects Editing. George's granddaughter, Katie Lingen, has been accepted into the University of Massachusetts Amherst and may be a bio-med major!

Denise Hale will receive the Dr. F. William Towner Organized Dentistry Activity Award at the UIC Alumni Reunion at the Carlisle in Lombard.

Wally Lamacki tells me that his granddaughter, Ali Lamacki, had her white coat ceremony at the UIC College of Medicine. Wally reports that he had "tears" in his eyes. It was definitely a proud grandfather moment.

Wally's granddaughter, Claire Murphy, has been on a humanitarian mis-

sion to Ecuador, Thailand, Vietnam and Albania. His grandson, Cole Murphy, is interning with the Chicago Sky of the WNBA, he is studying sports management at DePaul. Wally's granddaughter, Amanda Lamacki, is a registered nurse in the Pediatric Intensive Care Unit at Lurie Children's Hospital and is a captain in the U.S. Army Reserve. Thank you for your service, Amanda.

Anthony Ilardo reports that he "has not won the lottery yet." Good luck with that, Tony!

Kenwood/Hyde Park Branch by SHERECE THOMPSON, DDS

We extend our condolences to **Cheryl Watson-Lowry** and her family on the passing of Rev. Lillie Lowry-Manning (her mother-in-law), who died March 14 in San Antonio, TX, at age 81.

SHERECE BALARK THOMPSON achieved Fellowship in the American College of Dentists at the 2017 ADA Annual Meeting. A ceremony inducting the Class of 2017 was held at the Georgia World Congress Center on Oct. 19.



KENWOOD/HYDE PARK: (top) SHERECE THOMPSON, GERRI HALLIGAN, KIMBERLEY BOLDEN and MELANIE WATSON at a cocktail party during the CDCA/NERB annual meeting in Orlando. (bottom) AHMED ALMOZAYEN, a recent dental school grad from Saudi Arabia; LORI LIGHTFOOT; BRANCH PRESIDENT BITA FAYZ; SPEAKER, SHARIF MOHAMMAD; and DAVID MILLER at the April 3 branch meeting.

Cheryl Watson-Lowry is a proud supporter of her husband, Bill (pictured to the right), who won the Democratic primary in March to represent the 3rd District on the Cook County Board. He will face Republican George Blakemore in the general election in November.



KENWOOD/HYDE PARK: (left) Sherece Thompson, her mother, Freddie Balark, and Melanie Watson at the American College of Dentists Meeting at the 2017 ADA Annual Meeting in Atlanta. (right) Jorelle Alexander won a beautiful new golf bag in a drawing at the April 3 meeting. Maybe Jorelle's baby brought her good luck. She is pictured with Biohorizons representative Jay Sisney.

North Side Branch

by William Simon, DMD

Jamie Robinson and **Amy Van Fossen** are happy to announce their new partnership, Chicago Dental 312. Jamie and Amy credit our branch for bringing them together and enabling their partnership to form.

On Nov. 12, Jamie's daughter, Rebecca, was married to Jonathon Roby.

Incoming Branch President **Agata Skiba** and her husband Conrad, welcomed a new son, Leonardo, to the world and in to their lives on May 5, 2017. They will celebrate Leonardo's first birthday and Agata's installation the same week with lots of cake.

Cameo Dental Specialists recently welcomed two periodontists to its growing multispecialty practice. This is an amazing opportunity for two long-time friends, **Vladana Babcic Tal** and **Kate Quinlin**, to collaborate once again. They met during their UIC residency.

Paul Akers and **Larry Stohle** welcomed **M. Timothy Murphy** to their practice this past summer, following the retirement of **Gary Borden**.

Our own **Terri Tiersky**, CDS Secretary, received the Dr. Raffaele Suriano Award at the UIC College of Dentistry Alumni Reunion on April 20 at the Carlisle in Lombard. The UIC Alumni Board honors one Loyola alum annually with a distinguished alumnus award.



NORTH SIDE:
Kate Quinlin and Vladana Babcic Tal



NORTH SIDE: (Left) M. Timothy Murphy, Paul Akers, Larry McCarthy, Gary Borden.
 (Above) Harvey Jay Mahler at the Hearing Health Centers in Chicago's Gold Coast

Our longtime friend and past Branch President **Daniel Berman** is moving to Colorado for good.
 We will miss him and his contributions to our branch very much.

The *Journal of the Canadian Dental Association* published an article about silver diamine fluoride by **Flavia Lamberghini**.

Neal Nealis tells me that his daughter, Lindsey Nealis Jordan, was recently promoted by the Chicago White Sox to director of community and player relations. She has been with the Chicago White Sox since their world championship year, 2005.

Branch Director **Cissy Furusho** and her extended family participated in the 2018 Disney Marathon weekend. they ran in the 5K, Cissy did the 5K and half marathon, and her husband, Greg Itahara, ran in the Dopey race – 48.6 miles (half and full marathons) over four days

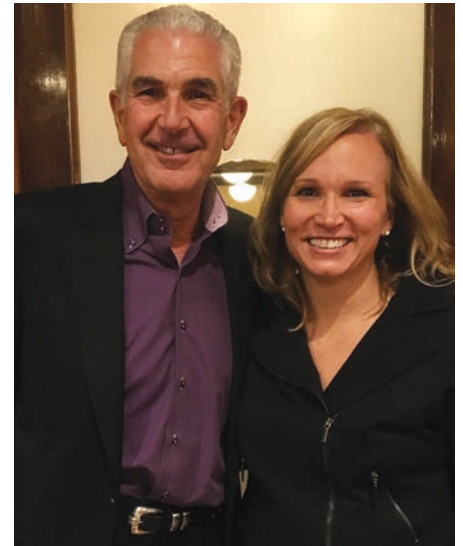
North Side Branch members **Kirk Kollmann**, **John Hagopian** and **Trucia Drummond**, along with **Kevin Patterson**, **Robert Manassee**, and Rob's brother, Henri, returned from a ski trip to Kitzbühel, Austria, with dentists spanning from the CDS Ski Club.

They report that the skiing was awesome and the club had a great turnout. They also enjoyed getting to know fellow dentists and take time to talk dentistry.

Dan Uditsky and his wife, Arlene, are proud of their granddaughter, Emily Nakisher, on her early admission to the University of Michigan School of Engineering. She currently is a freshman. Dan and his extended family took a Caribbean cruise during the Christmas holiday to celebrate the 80th birthday of the father of their son in law.

Dan recently sold his practice and is now working part time.

Harvey Jay Mahler recently spoke at the Hearing Health Centers in Chicago's Gold Coast, presenting *TMJ Essentials for the Hearing Health Professional* to a group of audiologists.



NORTH SIDE: (top left, L-R) The Odontographic Society farewell party for Daniel Berman: Gloria Chen, Jeffrey Kramer, Larry Zager, Alice Boghosian, Richard Leyba, Dan Berman, Mary Hayes, Ilie Pavel, Sheldon Seidman and Janet Kuhn. (top right) Jamie Robinson and Amy Van Fossen. NORTH SIDE: (bottom left) Jonathan and Rebecca Roby, Carole and Jamie Robinson. (bottom right) The Furusho family.

North Suburban Branch

by David Goldberg, DDS

David Rosenbaum proudly announced that his son, Elliot, is graduating from Vermont Law School and getting married in the month of May.

Kelley Gyllenhaal Burseth and **Brian Burseth**, welcomed their first child on Dec. 30. Jack Curtis Burseth was born weighing 6 pounds, 8 ounces and was and 19.5 inches, tall. Now at four

months he weighs in at more than 14 pounds! Kelley is an orthodontist in Glenview and Vernon Hills and Brian practices general dentistry with his father in Crystal Lake. They tell Jack that he can be any kind of dentist he wants to be when he grows up.

David Lewis and his eldest daughter, Anne, took a father/daughter ski trip to Whistler, Canada, in early April. There were no injuries to report. They even encountered a dental theme on a Black

Diamond run, Overbite. Another run, Dave's Day Off, had just been dedicated, but no sign yet for a photo opportunity.

David Goldberg and his team participated in the North Shore Autism Speaks Walk at New Trier High School. The mission of Autism Speaks is to raise vital funds for autism research, awareness, family services and advocacy.



NORTH SUBURBAN: (left) The Burseth family. (right) Dave and Anne Lewis.

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NORTHWEST SIDE: (left) George and Clarissa Frayn. (above) New Branch President Mark Spinazze honors the 2017-18 Branch President John Kaminski at the Installation of Officers Night.

Northwest Side Branch

by Stephanie Liss, DDS

With the snow-flocked pine trees of the North Woods calling this past February, **George Frayn** and daughter, Clarissa, met the challenge of the 18-mile Kortelopet cross country ski race in Hayward, WI.

Sam Cascio played in the Ryder Cup Tournament at the Island Club in Marco Island, FL. His team won and, at the award night, Sam – being the most mature member of the team at age 93 – was honored and allowed to lead the team, carrying the trophy into the dining room, with the entire team shouting “USA! USA!”

Mary Starsiak completed her eight-year commitment to the Illinois State Board of Dentistry on Jan. 30. She served as a chair member for three years. Mary remains the president of the Central Regional Dental Testing Service for an additional year and a half. Mary also has the privilege of helping our fellow Northwest Side Branch member and CDS Treasurer, **Tom Schneider**, in planning the 2022 Midwinter Meeting for 2022 as the program chair.

Northwest Suburban Branch

by Sylvia Deek, DDS

Congratulations to **Mike Unti**, who became a grandpa for the first time in February. The adorable baby boy is named Harrison.

The installation of officers for our branch was held in April at Ditka’s in Arlington Heights. Members and their spouses enjoyed an evening of cocktails, dinner and murder mystery entertainment.

Phil Fijal, Renee Pappas and **Mike Durbin** participated in the ADA Lobby Day on Capitol Hill in Washington, DC. They visited with the staff of Sen. Richard Durbin among other legislators.



NORTHWEST SUBURBAN: Mike Unti with his grandson, Harrison.



NORTHWEST SUBURBAN: Phil Fijal, Renee Pappas and Mike Durbin at ADA Lobby Day.

South Suburban Branch by William Earley, DDS

Ed Pavlik has taken a break from the national lecture circuit to spend more time filming for television. Ed is scheduled to appear in the series *The Unforgotten*, that will air on the Discovery Channel this June or July. He said that an AMS pictures production will also air this summer.



SOUTH SUBURBAN: Ed and Joan Pavlik at the Presidents Dinner Dance at the 2018 Midwinter Meeting.

A private production of the American Airlines Flight 191 air crash is in progress. The air date has not yet been determined.

Spencer Pope recently took his office to Buddy Guy's Legends and saw the living legend himself perform a great set of blues classics. Afterward, Spencer met Buddy and got an autographed T-shirt. Spencer sends his appreciation to Buddy's daughter, Roshawnna, who provided VIP treatment for Spencer and his office.

South Suburbanites **Chris Coffey, Rob Manasse, Kevin Patterson** and **Phil Schefke** traveled to Kitzbuhel, Austria in January for a week of skiing and snowboarding. Other members of the CDS Ski Club participating in the trip included **Trucia Drummond, John Hagopian** and **Kirk Kollman** and guests, Sandy Tableriou, Jeff Petty and Henri Manasse. Kevin said the skiing conditions were great and the scenery was spectacular.

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SOUTH SUBURBAN: (top left) George Herzog, Buddy Guy and Spencer Pope.
 (top right) The CDS Ski Club in Kitzbühel, Austria: Kirk Kollman, Henri Manasse, John Hagopian, Rob Manasse, Trucia Drummond and Kevin Patterson.
 (right). Brent Stanford, Sharon Stanford and Clark Stanford at the Presidents Dinner Dance at the 2018 Midwinter Meeting



THE 2018 ILLINOIS SOCIETY OF ORTHODONTISTS BOARD OF DIRECTORS.
 Pictured are: (front row) Scott Prose, Eric Barnes, Bill Beam, Doug Head and Randy Wright.
 (back row) Raymond Tsou, Spencer Pope, Libby Graham, Pranav Patel, Daniel Kelly, Kyint Chwa and Budi Kusnoto.
 Not pictured:
 Mike Durbin and Randall Markarian.

West Side Branch

by Richard Kohn, DDS

David Reisinger married Cristina McKee on Oct. 6. David and Cristina's families have known each other for 19 years. David describes Christina as the love of his life and his very best friend. They are thankful to God for bringing them together and they look forward to practicing and serving the Oak Park and West Side communities for many years to come.

Michelle Jennings and **Richard Kohn** vacationed in Maui in January, enjoying two weeks of fun in the sun.

On a whale-watching excursion their boat was "mugged" by a whale. By law, a boat cannot approach closer than 100 yards from a whale. However, whales do not know about this law as of yet, and this whale decided to hang out for 15 minutes as it circled the boat. Michelle and Rick found that to be very exciting.

Shafa Amirsoltani, **George Barsa** and **Richard Kohn** represented our branch March 23 downstate at the ISDS Dental Leaders Conference in Springfield. They reported that it was an informative forum for leaders from all across the state to meet and discuss topics common to dentistry.

Sharon Perlman recently returned from the National HPV Vaccination Round Table in Atlanta. She was a contributor to the publication *Cancer Prevention Through HPV Vaccination: An Action Guide for Dental Health Care Providers*. Sharon also spoke about Silver Diamine Fluoride at the National Oral Health Conference in Louisville. Thanks, Sharon, for all your hard work.



WEST SIDE: (top) David and Cristina Reisinger. (bottom) Richard Kohn and a curious whale.

Kamal Vibhakar and **Charu Vibhakar** traveled to Thailand and Cambodia. On one of their excursions, they traveled to Siem Reap, Cambodia, to see the Bayon Temple.

Richard Caraba will be celebrating his 50th anniversary of graduating from dental school with a reunion with 34 classmates in Las Vegas in April. As Rich phrased it, "Not a bad turnout for old-timers, mostly 75 years old." He will also be coming back to Chicago in November for the Installation of CDS Officers, where he will be officially recognized for his 50 years in dentistry. ■



Kamal and Charu Vibhakar at the Bayon Temple in Cambodia.



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June

6: North Side, North Suburban and Northwest Suburban branches

Suburban Scramble: Stonewall Orchard Golf Club, 25675 W. IL Highway 60, Grayslake. Registration: 7 a.m.; Speaker: 7:15 a.m.; Shotgun start: 8 a.m. Fees: North Side, North Suburban and Northwest Suburban branch members: \$155; All others: \$165; Registration fees increase by \$25 after May 6. Includes greens fees, golf cart, lunch, prizes and raffle. Please complete and return our reservation form at www.cds.org to: Dr. Jeff Kemp, arlingtonortho@yahoo.com, 847.255.3020 Make check payable to: Northwest Suburban Dental Society. Mail to: Dr. Jeff Kemp, 1420 N. Arlington Heights Rd., Suite 230, Arlington Heights, IL 60004.

6: South Suburban and Englewood branches

Annual golf outing. Cog Hill Golf & Country Club – Course No. 2, 12294 Archer Ave., Lemont. 12:30 p.m. shotgun start. Golf/cart rental/dinner: \$110/player; Golf & cart rental only: \$60/player; Dinner only: \$50/person (at 6 p.m., choice of steak or fish). RSVP: Please complete and return Please complete and return our reservation form at www.cds.org to by May 16. Send checks made payable to Englewood Dental Branch to: Nicholas Cudney, DDS, MD; 7400 W. College Dr., Palos Heights. Contact: 708.448.3131, 708.448.8670, fax: 708.448.8698, info@midwestospalos.com. Pick up your receipt for participation at the sign-in table.

13: West Side and West Suburban branches

Annual golf outing. Old Oak Country Club 14200 S. Parker Rd., Homer Glen. Registration: 7 a.m.; Shotgun start 8 a.m. Fees include golf cart rental, BBQ lunch and prizes. Early Birdie fee: \$100/player if you register by May 20. Bogie fee: \$125/player if you register after May 20. No refunds after June 3. Make check payable to: West Suburban Dental Society. Please complete and return Please complete and return our reservation form at www.cds.org to and mail to: Dr. Mark Ploskonka, 1818 Kelly Ct., Darien, IL 60561. Contact: ploskonka@msn.com or 630.926.3920.

Study clubs

Central Lake County Dental Study Club

Meets the third Tuesday of every month at noon, January – November, Park Street Restaurant, 14 E. Park St., Mundelein. Contact Kimberly Zizic, 847.367.6654.

Chicago Aesthetic Masters, A Hornbrook Group Study Club

Meets monthly, 6:30-8:30 p.m. at the office of Dr. Sheldon Seidman, 410 N. Michigan Ave., Suite 1014, Chicago. Email smilechicago2@aol.com or call 312.644.4321 for specific dates.

Dental Arts Club of Chicago

Dinner meetings are held on the last Tuesday of each month, from October to May at Alpine Banquets, 11141 W. Roosevelt Rd., Westchester. Cocktails: 6 to 6:30 p.m Dinner: 7:15 to 9 p.m. Educational speakers: 8 to 9 p.m. Email Douglas Bork, dougbork1@comcast.net.

Greater Evanston Dentists Association

Meets first Monday of every month, noon – 1 p.m., Gio Restaurant, 1631 Chicago Ave., Evanston. Contact Roger Nouneh, 847.475.7754.

Hellenic American Dental Society

The Hellenic American Dental Society (HADS) holds several dinner CE seminars throughout the year. Visit www.hads.com for more info, including information on HADS philanthropic endeavors. HADS was founded in 1963 and is mostly comprised of Chicago-area dentists and dental specialists of Greek descent.

Uptown Dental Forum

Meets every Friday, 12:30 to 2 p.m., Whistlers Restaurant, 3420 W. Devon Ave., Lincolnwood. Academy of General Dentistry sponsorship approved. Contact Steven Pearl, 773.262.4544.

Waukegan Dental Study Group

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

STUDY CLUBS AND NON-PROFITS: Submit your meeting information online at on.cds.org/MyEvent

Deceased member

Gregory, Lawrence

Loyola University, 1974
207 E. Justins Ct., Vernon Hills
Kenwood/Hyde Park Branch
Died April 4.

classifieds

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November September 14, 2018
January/February December 10, 2019
March/April February 8, 2019
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All advertisements, changes and extensions must be submitted in writing. No ads, changes or confirmations will be taken by phone. Although every effort is made to place ads received after the deadline in a specific issue, we cannot guarantee that late advertising will appear in the issue requested. The ad will appear in the following issue. Ads are charged by the word, not letter or character. Submit your ad using the complete word. Do not assume everyone knows what your abbreviation means. All ad content is subject to editing and approval by CDS.

PAYMENT

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

RATES

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

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

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

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

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

RESTRICTIONS

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

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

FOR RENT

NAPERVILLE DENTAL SPACE FOR LEASE:

Highly desirable dental space, approximately 2,000 square feet in medical complex off 75th Street. Five operatories, all plumbed for compressor, vacuum, nitrous and oxygen. Contact Mark at Sequoia Realty 630-424-8902.

LIBERTYVILLE: Libertyville, dental space for lease, low rent on major street with parking lot. Great visibility, sunny and open. Five operatories with possible expansion. 847.680.5141.

DENTAL OFFICE SPACE AVAILABLE:

5437 N. Lincoln Ave. Chicago, 60625. 1,700 square feet. Fully ready, ideal space for dental office. Seven built rooms with plumbing in all. Receptionist area and two bathrooms available. Across street from 20th District Chicago Police Station. Back parking available. lincolnkaraokechicago@gmail.com.

DOWNTOWN DES PLAINES:

Fully equipped digital office with three operatories. Outstanding location, available immediately. Communal compressors, evacuation and Wi-Fi. Activate software and go to work. Only \$1,895 per month, negotiable. Call 847.824.4919.

DENTAL OFFICE SPACE AVAILABLE:

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

BUILT OUT DENTAL OFFICES:

Joseph Rossi & Associates is Chicagoland's expert in the dental real estate market. Don't want to invest in a start-up or can't find a practice to purchase? Call us today about our second generation dental offices and space share opportunities. Save thousands on build out costs. Call or email Peter Cangialosi at 630.885.3994 or pete@jrossiandassociates.com. www.jrossiandassociates.com.

DENTAL OFFICE SPACE AVAILABLE:

Southside (Chatham). Former pediatric dental office. Can be converted to general dental office, plumbed for five operatories, on-site and street parking. 773.734.1500 or care@bracesbybarnes.com.

SPACE SHARING

SPACE SHARING: Space sharing opportunity in the Beverly - Blue Island area. Four operatories, private office, consultation area. Digital X-rays, Pan/Ceph. Flexible schedule available. Contact delkodds@yahoo.com.

DOWNTOWN MICHIGAN AVENUE DENTAL OFFICE:

General dentist or specialist; our nine-operatory, multi-specialty and general dental group practice, located on Michigan Avenue in Downtown Chicago, is seeking a general dentist or specialist to join and merge their practice with our group or stay independent and space share within our office. Retirees outside their covenant not-to-compete boundary are welcome as well. Cross referrals within our practice are available and standard. One of our senior dentists has retired and we now have chair time and space to accommodate another dentist. This is an excellent opportunity to build your practice with cross referrals and support of colleagues. Our practice was initially started in 1911 and is well-established and very stable. State-of-art equipment and technology. Computers and monitors throughout the office. Please call 312.882.4337.

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

OFFICE SPACE TO SHARE:

Space sharing in general dental office, spacious, two operatories, times and days negotiable. Great location, - generous parking near train, downtown Naperville. 630.357.2525.

SPACE SHARING — SCHAUMBURG: Newly renovated practice, three fully equipped rooms, looking to share space. Flexible options will work with your needs. Perfect for retiring dentist or young graduate starting out. schaumburgdds2016@gmail.com.

FOR SALE BY OWNER

DENTAL OFFICE FOR SALE: Dental office for sale. Owner has to move out of state. Fee-for-service and PPO only. Great deal. Serious buyers only. Contact Dennis at nxenos97@gmail.com.

GENERAL DENTAL PRACTICE: General dental practice in Worth, \$370,000 gross fee-for-service, four-operatory practice expandable to eight. Great hygiene department. Office has excellent growth potential. Located in a corner building on a busy street. Dental building for lease or sale. Email mark@hpadvisors.com or call Mark at 708.309-8399.

CHICAGO SUBURBS – PROSTHODONTIC/GENERAL PRACTICE FOR SALE: Busy prosthodontic/general dentistry office for sale by owner. Practice is located in the downtown area of a near Chicago suburb. Owner is relocating to another state for personal reasons. All fee-for-service. Gross revenues have consistently been around \$825,000 over the past three years. Good cash flow. Refers out endodontics and orthodontics. Owner practices with a conservative philosophy. Contact chicagoprosthale@gmail.com for more information.

FAR WEST SUBURBAN, FEE-FOR-SERVICE, GENERAL PRACTICE FOR SALE: Fee-for-service, established, organized general practice along with real estate for sale. \$1.4 million average collections, low overhead. Six-plus operatories. plmsdc@gmail.com.

GENERAL PRACTICE NEAR ORLAND MALL: Retiring dentist with 1,100 fee-for-service and some PPO patients collecting \$130,000 on two days a week and refers out all endo/perio, pedo and oral surgery. Seller owns the condo unit located in a single story professional building with five treatment rooms. Seller is willing to rent or sell the condo unit and would also consider selling just the patient base to merge into another office location. Ideal to merge your practice into if you need a larger facility or great starter opportunity or satellite. By owner and broker, Bill 630.242.5678.

EQUIPMENT FOR SALE: Equipment, new in 2013, for sale. Three A-dec chairs with continental delivery systems, six A-dec stools, two A-dec 576L LED lights, one Heliodent Plus X-ray machine, Air Techniques Airstar 300 compressor, Midmark Pro G Evac pump, X-ray pass-through. For more information and pictures dentequip418@gmail.com.

FOR SALE BY OWNER:

Great Loop general dental practice for sale. Four operatories. Long-established fee-for-service. Collections over \$1 million. Appraised at \$850,000. Contact loopdds75@gmail.com.

AURORA DENTAL PRACTICE FOR SALE:

Four-chair, paperless, great location in CVS strip mall, surrounded by residential subdivisions, produced \$560,000 in 2016 and growing. \$330,000 or best offer. Call/text 630.253.4996

CHICAGO DOWNTOWN PRACTICE FOR SALE:

Chicago downtown practice for sale, great startup practice by Millennium Park without huge capital and hassle of planning and dealing with different companies. Four operatories, four X-rays-digital ready, barely used Cerec (red cam), milling machine, and oven, 2-D pan/ceph, TMJ tomogram. Minimal but quality active fee-for-service/PPO patient base and over 6,000 inactive charts. Practice has a great potential for someone who has a knack in marketing in a used-to-be million-dollar practice (two-to-three dentists). The only dentist who took over when previous owner retired is working in three locations and close to retiring age. The clean, newly carpeted and newly painted, mercury-free dental office is using Eaglesoft and Solutionreach. Libertyville location is also for sale. Email drfsm420@icloud.com or text 262.308.6221.

DENTAL PRACTICE FOR SALE: Modern, recent build out. Fully digital, Intra-oral cameras. Great visibility. Five operatories. Room for growth, implants, perio, ortho and endo referred out. \$240,000 collections on 2.5 days. Low overhead. Quick sale. Owner needs to relocate closer to family. dentalofficesalewvc@gmail.com.

NORTHWEST SUBURBS/CHICAGO PRACTICE FOR SALE: Highly established practice suitable for a prosthodontist/general dentist. Gross \$300,000, 15 hours per week, nine months per year. Priced to sell. Please call Maggie at 708.668.2079.

SOUTHWEST SIDE OF CHICAGO DENTAL PRACTICE FOR SALE: Well-established, neighborhood practice including building. Two operatories, digital X-rays, office equipped with Eagle software. Great growth potential due to inquiries from new patients. Motivated to sell. Willing to negotiate. Call 773.255.2450.

DENTAL OFFICE FOR SALE: Fully equipped computerized office in the prime location for sale. Current lease expires in February 2019. Call 847.341.4204, the best days Thursdays and Fridays.

DENTAL OFFICE FOR SALE: Completely furnished, modern office with four fully equipped operatories, located in an upscale professional building in northeast Naperville. Dentrix software, Dexis digital radiography, digital panorex and intraoral camera. Equipment is like new. No patients. Equipment and good will are for sale. Excellent turnkey startup or relocation opportunity. Option to either purchase or lease the real estate. Contact at rootcanaldoc02@yahoo.com

DENTAL PRACTICE FOR SALE: Well-established west suburban fee-for-service practice opportunity. Million-plus receipts and lots of growth potential with 2,000 active patients. Unique opportunity to buy 50 percent immediately and gradual purchase of remainder. Endo, oral surgery and perio currently being referred out. Contact mst41127@gmail.com.

ORAL SURGERY PRACTICE: Excellent opportunity for oral and maxillofacial surgeon. Well-established, highly respected solo practice near hospital and downtown. Western suburb of Chicago. Fee-for-service. Oral and maxillofacial surgeon willing to stay during transition. Reply to mjk0539@yahoo.com

GLENVIEW: Practice for sale; two operatories, modern medical building. Your own office, beautiful neighborhood, brand new compressor, priced to sell. Everything is included. What more could you want? lakeshoredental7428@gmail.com.

TWO PRACTICES FOR SALE: Collection over \$1.2 million combined. Chicago near Midway — Five operatories, new chairs, digital, PPO/fee-for-service, inLab CEREC mill and Bluecam. \$740,000 collection on 2.5 days week. Dolton/South Holland/ Calumet City intersection — five operatories, new chairs, digital Pan, PPO/fee-for-service. \$500,000 collection on three days week. practiceforsaleillinois@gmail.com.

FOR SALE BY BROKER

CHICAGO PRACTICE SALES:
773.502.6000 or www.chicagopracticesale.com.
Buying an office through another broker or FSBO? Have peace of mind with Due Diligence Assistance. Reasonable rates, fast turnaround. Visit www.DentalDueDiligence.com for more info.

ILLINOIS PRACTICES FOR SALE:
CALUMET CITY, NEW — Three operatories in a standalone building available for purchase. Adjacent parking lot. Great signage. Collections \$700k,000-plus. A great moneymaker in a long term established location.

CAROL STREAM, NEW PRICE — Three newer operatories in a strip center. Turnkey and ready to grow. No patients. Low overhead.

CHICAGO LOOP, NEW — Two operatories with beautiful views. Collections \$220,000. 100 percent fee-for-service. Modern and digital. Condo available for purchase. Must see.

CHICAGO MIDWAY, OWN YOUR OWN BUILDING — Four operatories at street level. Busy area. Building available for purchase. Parking spaces included. 100 percent fee-for-service. Ready to grow.

DEERFIELD, RECENTLY UPGRADED — Four fully equipped operatories. Well-established, 100 percent fee-for-service office. Collections \$360,000 and growing.

DES PLAINES, NEWLY UPGRADED! — Five operatories an upscale professional building. 100 percent fee-for-service. \$250,000 collections. Seller will stay upon request.

DES PLAINES, NEW — Five operatories in a busy supermarket retail center. Collections \$600,000-plus. Beautiful new buildout. Digital intraoral X-rays and pano. Associate in place. Couldn't build and equip for the price. Must see.

ELMWOOD PARK, NEW — Three operatories at street level. Attractive buildout. Busy area. 100 percent fee-for-service. Collections \$225,000. Great part-time or second office.

EVANSTON, NEW — Four operatories in a street level storefront. Building is available for lease or purchase. Office expandable. Fee-for-service, PPO, Medicaid. Associate in place. Collections \$400,000. Priced to move.

NAPERVILLE, PRICE REDUCED, SELLER NEEDS TO GO — Two operatories complete, expandable to four. High visibility strip center. No patients promised but some will stay. Walk in and start practicing today.

OAK PARK, NEW — Two operatories in a professional center. Collections \$350,000. 100 percent fee-for-service. Great views. Low overhead.

SCHAUMBURG, NEW — Three operatories in a fully leased strip center. Fee-for-service and select PPOs. Collections \$400,000-plus. Recently upgraded.

SOUTH ELGIN, BEAUTIFUL — Four operatories of ADEC with two more plumbed. High visibility strip center corner unit with windows in two operatories.

WESTMONT, CLOSE TO EVERYTHING — Two operatories in a strip center. Fee-for-service, PPO and Medicaid. Collections \$350,000.

WHEELING, BEAUTIFUL — Four operatories, expandable. Standalone building available for purchase with rental space adjacent. Collections \$1 million.

ADS MIDWEST:
ADS Midwest - ENDORSED by ISDS. Contact Peter J. Ackerman, CPA, CVA at 312.240.9595 peter@adsmidwest.com or adsmidwest.com.

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

CHICAGO LOOP — \$325,000 collections, nice three-operatory digital facility with room to grow.

CHICAGO NORTH SIDE — Highly visible three-operatory digital office, in the Wrigleyville area. \$400,000 annual collections priced for immediate sale.

CHICAGO NORTHWEST SIDE — \$2.6 million in collections, seven operatories, cone beam, beautiful office and location.

SOUTH SUBURBS — \$735,000 collections. Visible location in a free standing building.

SOUTHWEST SUBURBS — \$220,000, strip center anchored by Mariano's. Great starter.

SOUTHWEST SUBURBS — \$500,000 great location with real estate. This one won't last long. Price reduced for immediate sale.

SOUTHWEST SUBURBS — Beautiful facility. Cone beam, fully digital, lasers, beautiful wood paneling, marble counters and waterfalls. Real estate available.

SOUTHWEST SUBURBS – \$1.35 million fee-for-service/PPO quality family practice. Real estate available.

FOX RIVER VALLEY – \$270,000 in collections. Great starter in a desirable community.

FAR SOUTHWEST SUBURBS - \$350,000-plus, two operatories with room, \$200,000-plus net on three days. Priced to sell.

NEAR WEST SUBURBS – \$450,000 three operatories in a highly desirable suburb. Perfect in town location. Free standing building for sale with practice.

NORTHWESTERN SUBURBS – Five operatories, over \$500,000 in annual collections. Priced to sell.

NORTHWESTERN SUBURBS – Five operatories, \$1.25 million in collections. Fee-for-service. Real estate available.

NORTHWESTERN SUBURBS – Beautiful high-end office, fee-for-service producing \$2 million. Real estate available.

NORTHWEST INDIANA – \$425,000 in collections, priced for immediate sale.

ORTHO – Western suburbs, \$600,000. Priced to sell.

PERIO – Beautiful build out, wood paneling, marble counters and the newest tech. \$900,000 annual collections. Real estate available.

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

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

CHICAGO, NORTHWEST – Doctor retiring from established three-operatory practice with building on major street in residential neighborhood. Good upside potential as doctor only works about 24 hours per week, referring out many procedures. #IL129.

WESTERN SUBURBS, CHICAGO – Modern four operatories on main four-lane, high-traffic street in growth suburb. Condo also for sale. Growth opportunity as doctor works only 25 hours a week. #IL131.

CHICAGO DENTAL BROKER:

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

CHICAGO, NORTH SIDE: Charming three-op cosmetics practice with ortho. Great location and all fee-for-service. Very high fee schedule!

CHICAGO, NORTH SIDE: Cash cow, grossing \$800,000 and netting \$400,000. Won't last!

CHICAGO, SOUTH SIDE: Huge 11-op practice doing \$1.3 million with huge upside. Only four years old! Attention, all entrepreneurs!

NORTH SHORE: Lovely cosmetics practice doing \$300,000 on just 1.5 days/week! Huge upside. Brand new cone beam.

NORTH SUBURBAN: Beautiful fee-for-service practice with 38 percent overhead. Five ops, using three. No marketing and ready to grow. Hurry!!

NORTHWEST SUBURBAN: Two-op starter: Low overhead. Grossing \$250,000.

Make an offer.

NORTHWEST SUBURBAN: New listing, exquisite three-op beauty. Doing \$280,000 on very reduced schedule. Must see!

Orthodontic Practice: Call me for details!

ROCKFORD JEWEL: Grossing nearly \$3 million. Nothing like it! Call for more amazing details!

SOUTH SUBURBAN: Lovely four-op practice doing \$525,000. New listing, won't last!

SOUTH SUBURBAN: New listing! Close to Indiana. Doing \$350,000. Getting details.

SOUTH SUBURBAN: Efficient three-op practice with very low overhead. Grossing \$550,000 on 3.5 days/week without marketing.

WEST SUBURBAN: Two-op starter. Make offer!

WEST SUBURBAN: Beautiful three-op practice with real estate. Great price!

WEST SUBURBAN: New, four-op beauty! Truly one-of-a-kind! More than half of revenue comes from hygiene.

Make \$\$ and take it easy!

WEST SUBURBAN: Six-op powerhouse! Next to huge medical facility with built-in patients. Doing \$550,000, but can be so much more!

WEST SUBURBAN: Beautiful and well-established. Grossed \$450,000 with low overhead. Blend of PPO and fee-for-service.

Many more coming and private sales! ask me about them! BUYERS: interest rates are increasing. Buy now and save!

CHICAGO LOOP PRACTICE FOR SALE – RETIREMENT: Spectacular views of the lake and Millennium Park. Two treatment rooms. All fee-for-service. Contact Jim Plescia, jplescia@e-ppc.com, 630.890.6074, Professional Practice Transitions.

GREAT RURAL PRACTICE FOR SALE: Dentist retiring. Great location. 30 minutes West of St. Charles. Collections \$436,000 on 3.5 days. Four digital operatories. Contact Jim Plescia, jplescia@e-ppc.com, 630.890.6074. Professional Practice Transitions.

HIGHLAND PARK: Great opportunity. Fully equipped four-chair office for sale. Inexpensive startup or relocation opportunity. Located near a Metra train. Contact Jim Plescia, jplescia@e-ppc.com, 630.890.6074. Professional Practice Transitions.

HUNTLEY: Priced to sell. Completely furnished four-chair office for sale. Sirona Galileos cone beam, Schick digital. All inclusive. Asking \$175,000. Contact Jim Plescia, jplescia@e-ppc.com, 630.890.6074. PPC Practice Transitions.

SCHAUMBURG PRACTICE SALE: Storefront location. Great visibility. Fully digital practice with three operatories. Collections over \$357,000 on 20 hours a week. Contact: Jim Plescia, jplescia@e-ppc.com, 630.890.6074. Professional Practice Transitions.

CHICAGO — MIDWAY AIRPORT: Dentist retiring. Great location. Well-maintained freestanding building. Four treatment rooms. Digital. Collections: \$516,000. Contact Jim Plescia, jplescia@e-ppc.com, 630.890.6074, Professional Practice Transitions.

CHICAGO LOOP PRACTICE FOR SALE – RETIREMENT: Spectacular views of the lake and Millennium Park. Two treatment rooms. All fee-for-service. Contact Jim Plescia, jplescia@e-ppc.com, 630.890.6074, Professional Practice Transitions.

CRETE - PRACTICE FOR SALE: Dentist eventually retiring. Freestanding building. Great location. Three treatment rooms with room to expand. Part-time collections: \$464,000. Contact Jim Plescia, jplescia@e-ppc.com, 630.890.6074. Professional Practice Transitions.

OPPORTUNITIES

WEBSTER DENTAL OPENINGS THIS SUMMER:

Webster Dental Care, a Chicago Tribune Top Workplace seven years in a row, is expanding and seeking the following: general dentists: Berwyn, La Grange, Evanston, Chicago, Hoffman Estates, Skokie, Edison Park; orthodontist (all part-time): Evanston, Schaumburg, Edison Park, Mundelein; pedodontist: Lakeview, Edison Park, Portage Park, Schaumburg, Berwyn; endodontist (all part-time): La Grange, Portage Park, Evanston; periodontist (all part-time): Hoffman Estates, Evanston, Chicago; oral surgeon: Skokie, Portage Park, Hoffman Estates. Please forward your resume to Dr. Steve Rempas at webdental@aol.com.

ENDODONTIST NEEDED: Endodontist needed for our fully digital modern office in Des Plaines. Competitive compensation. Please Send CV for consideration to spmd09@gmail.com.

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

GENERAL DENTIST: Naperville dental practice seeking a motivated, caring general dentist associate to join our growing, well-established practice. Candidate should be comfortable working with children and quality oriented. The practice is state-of-the-art facility, paperless and digital. Great opportunity for recent grads. Please email your CV to basselds@yahoo.com.

ASSOCIATE DENTIST: Full-time dentist oakdental104@gmail.com. Descriptors: outgoing communicator; patient satisfaction; teamwork; uncompromising; willing to learn multifaceted dentistry; Northwest Indiana multi-faceted office 30 miles from Loop; digital; 23 units; six surgical suites; 175 patients/day; 30 staff; three doctors; base plus percentage equals \$200,000-plus.

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.

FULL-TIME GENERAL DENTIST POSITION available in our upscale family practice in beautiful Champaign. Dream team with highly trained staff to support you. Ownership opportunity available. This opportunity will not last long. Email resume to ogonzalez@allperfectsmiles.com or call Oscar at 219.465.8627.

GENERAL DENTIST: Need full-time or part-time dentist in Lake County. We accept Medicaid, PPO and private patients. Please send your resume to tsdental2014@gmail.com.

ASSOCIATE DENTIST NORTHWEST SUBURBS: Interviewing for a part-time general dentist to work in a long-standing family practice, with option to purchase in the future. Enjoy the traditional doctor/patient relationship in a team environment with professional and clinical support to best meet our patient needs. Our office offers the latest technology includes digital X-rays, Cerec, iTero scanning, and WaveOne root canal system. Our team is well trained and ready to help you. Please email your resume to frontdesk@cityoflightsdental.com.

PART-TIME ENDODONTIST NEEDED: We are a fast-paced, rapidly expanding dental clinic looking for part-time endodontist. Seeking associate to provide comprehensive endodontics services at our Norridge and Hoffman Estate locations two-to-three days a month. Please contact career.royaldentalcare@gmail.com. Include your resume.

OUTSTANDING OPPORTUNITY: Family Dental Care is expanding and seeking general dentists, specialists and residents. Currently five 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 or part-time positions available. Very busy quality-oriented practice. Recent graduates welcome. 773.978.7801 (ask for Laura) or email personnel@familydentalcare.com. <http://www.familydentalcare.com>.

GENERAL DENTIST: If you are looking to practice dentistry while enjoying a great quality of life, look no further. Our far west and northwest suburban locations are modern, fully digital, and come with friendly, highly trained staff. Established and growing patient base. Compensation includes a daily guarantee with incentive, paid malpractice insurance, and a sign-on bonus. New grads welcome. Email dmdds007@gmail.com.

ASSOCIATE DENTIST WANTED: Dental office in northwest of Chicago is seeking a part-time associate general dentist for half-day Monday, half-day Wednesday and Thursday. Please contact belmont-austindent@sbcglobal.net. Include your resume.

ASSOCIATE GENERAL DENTIST: Two dental clinics in Belvidere and Chicago area, General dentistry, accepting dental insurance and Kids Care, implant dentistry with high success rate (both surgical and restoration), ortho patients (braces), rotary endo system (GuttaCore), 45 percent compensation. New graduates welcome, send resume to belvideredental@gmail.com.

CLINICAL INSTRUCTOR/CLINICAL ASSISTANT PROFESSOR, PART-TIME - RESTORATIVE DENTISTRY: The Department of Restorative Dentistry at the University of Illinois at Chicago is seeking qualified candidates for several part-time, non-tenured faculty positions at the rank of Clinical Instructor/Clinical Assistant Professors. Responsibilities will include preclinical and clinical instruction for the Pre-doctoral educational program. Qualifications include a DDS/DMD or equivalent. Candidates must be eligible for licensure in Illinois. Prior teaching experience or advanced clinical training and board eligibility/certification is desirable, but not required. For fullest consideration, submit a letter of intent, current CV and the names of 3 references by May 4, 2018 to <https://jobs.uic.edu/job-board/job-details?jobID=94601> The University of Illinois at Chicago is an Equal Opportunity, Affirmative Action employer. Minorities, women, veterans and individuals with disabilities are encouraged to apply.

GENERAL DENTIST OPPORTUNITY: United Dental is hiring full-time or part-time for Chicago/suburban locations. Full-benefits. \$500 draw plus 50 percent net-production. Two-plus years experience preferred. 70 percent Medicaid, 30 percent PPO. Send CV to recruiting@uniteddentalpartners.com.

CHALLENGE YOURSELF WITH MORE MEANINGFUL DENTISTRY: Dentistry can become monotonous and lose its appeal if you aren't consistently challenging yourself and learning new things. Our doctors become proficient in 3rd molar extractions, comprehensive ortho, molar endo and other restorative cases. In addition they learn to improve speed, techniques and treatment acceptance. The result is high earnings (over \$300,000 yearly) from their own motivation/work ethic. Our offices facilitate such efforts if you possess that initiative. Looking for full time positions, prefer at least one year of work experience. New graduates will be considered and some have been hired with great success. Email your resume to precision4317@gmail.com for more specifics. Thank you

PEDIATRIC DENTIST:

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

GENERAL DENTIST WITH US NAVY IN GREAT LAKES, IL: AA Dental Staffing, Inc. is searching for a General Dentist to work as a full or half time employee with the U.S. Navy in Great Lakes, IL. A security clearance is highly desirable. Work starts May 1 and continues for up to six years. Compensation based on hourly rate, paid holidays, paid time off and other benefits. Contact Ann Matika. Phone 757.431.5481. Website www.aadentalstaffing.com email ann@aadentalstaffing.com.

CLINICAL ASSISTANT PROFESSOR - COLLEGE OF DENTAL MEDICINE: Midwestern University, Downers Grove, seeks full-time clinical faculty member responsible for instruction, course direction and curriculum development, as assigned. Instruction includes teaching in one-to-one, small group and plenary settings, as well as demonstration and facilitation related to clinical situations. Candidates must possess DDS/DMD degree, Illinois dental license and excellent communication and interpersonal skills. https://www.midwestern.edu/human_resources.html. Midwestern University is an Equal Opportunity/Affirmative Action employer that does not discriminate against an employee or applicant based upon race, color, religion, gender, national origin, disability, or veterans status, in accord with 41 C.F.R. 60-1.4(a), 250.5(a), 300.5(a) and 741.5(a).

CARING AND A PROFESSIONAL GP: A well-qualified, caring and pleasant to the patient GP is needed on a part time basis for Tuesday and Thursdays, for our southside practice located at 8559 S. Pulaski Road, Chicago. We are an adult restorative practice. We pay on production and not collections. Please fax your resume to 708-590-0743.

PART-TIME GENERAL DENTIST NEEDED IN NORTHWEST SUBURBS: Bread and butter private office in Wheeling is looking for an outgoing and compassionate Dentist for Fridays 10 to 7 p.m., Saturdays 9 a.m. to 3 p.m. Competitive compensation, friendly staff and patients. This career is perfect for dentists that want to focus on clinical practice and patient care, not practice management. We are an all-digital, paperless, fee-for-service, PPO and Medicaid practice. Must be comfortable seeing patients of all ages, have exceptional clinical and team skills, personable chair side manner and a commitment to excellence. At least one year of clinical experience needed. Compensation based on collections or fixed salary and annual CE allowance. Spanish speaking a plus. Email onedentalcareer@yahoo.com.

FULL-TIME DENTIST OPPORTUNITY: Mobile Care Chicago, a non-profit organization, is seeking a full-time dentist. MCC provides comprehensive dental care to children across Chicagoland aboard our mobile clinic. Salaried position with benefits. Some evening/weekend hours required. Email CV to dentalvan@mobilecarefoundation.org.

PART-TIME GENERAL DENTIST ASSOCIATE IN SOUTHWEST SUBURB:

Busy general dental office in Mokena looking for an associate to do hygiene exams and general restorative dentistry two days per week. One evening until 7, no Saturdays. Compensation will be based on a percentage of production with a daily minimum. Please email mokenadentaljob@gmail.com for more information.

FULL-TIME ASSOCIATE, BUY-IN/OUT POSITION AVAILABLE: Very far west suburban successful fee-for-service family practice. Must be proficient in molar end, extractions, restorative, use of nitrous, working with patients of all ages. Excellent, compassionate people skills and willing to work in our patient-centered philosophy and systems. ddswingb@gmail.com.

MILWAUKEE/KENOSHA, WI: Dentist needed part/full time. Generous salary and benefits. Buy-in/ownership opportunity available. Can sponsor H-1B Visa. Please send resume to info@wisconsinidentalcenter.org.

GENERAL DENTIST POSITION:

Well-rounded dentist needed two-to-three days a week, plus two Saturdays/month. Office located in Chicago. One year minimum experience needed. Great staff and hygiene. 35 percent compensation. Email general.dentist.chicago@gmail.com.

DENTIST WANTED:

Friendly, compassionate dental office looking for a highly qualified dentist for our well-established office. Great compensation. Email CV to dentalassociateapplications@gmail.com.

PART-TIME GENERAL DENTIST: Part-time general dentist needed for PPO office for Thursdays and Saturdays, 30 percent of daily collection. Please call Mr. Alexan at 312.671.3375 or send resume to youbertalexan@att.net.

FULL-TIME DENTIST OPPORTUNITY – ROMEOVILLE: Tired of being average? Take your restorative skills to the next level. Chicagoland Smile Group, one of Group Dentistry Now's Emerging Groups to Watch for 2018, has an immediate opening for a general dentist to join our premier practice in Romeoville. We are an exciting and growing PPO/fee-for service group committed to growing practices through administrative and clinical support, in-house dental specialists, and modern digital offices. Founded by dentists, we support and develop our practices through: comprehensive marketing, patient analytics, topnotch collections, back office administration, high-touch staffing, and human resources support. This is a crown and bridge focused family dental practice. Heavy implant restorative practice, single unit and full arch treatment planning capabilities desired. 10 percent – 30 percent higher PPO reimbursements than average. Three plus years of experience strongly preferred. We will provide you with an excellent working environment, a highly trained staff and in-house dental specialists, comprehensive salary and benefits package, and CE opportunities. Please email your cover letter and CV to careers@csqsmiles.com.

GENERAL DENTIST OPPORTUNITY IN SCHAUMBURG: Full-time general dentist position available at our upscale Schaumburg location. Up to \$100 an hour guaranteed pay for the right candidate. State-of-the-art office and superstar support staff. Evening and weekend availability required. Please include a brief introduction in your email about where you are at in your career. jobs@dentalsalon.com.

DENTIST WANTED: Western suburbs. State-of-the-art, busy multi-specialty, multi-location dental office looking for dental associate. Part-time or full-time opportunity available. Email resume to dentaljobssds@gmail.com.

PART-TIME GENERAL DENTIST: Schaumburg digital office. Starting one-to-two days per week. Fee-for-service/PPO office. Full scope comprehensive treatment. Spanish/Polish a plus. Email CV to vicdds2@gmail.com.

ASSOCIATE POSITION: Are you ready for a fresh approach to dentistry and a new take on patient care? Do you want to work in a new, high-tech, modern office? We are an associate driven practice seeking a highly motivated associate with great potential for growth. First year associates are easily capable of making over \$225,000 a year. Our practice has a family feel with a highly trained support staff. We are constantly learning with in office monthly continuing education. The practice utilizes an innovative business plan built around increasing productivity; at the same time decreasing the amount of time spent in the office. Come join our team and see the practice everyone is talking about! Please send your resume to dr.naem@flossandcompany.com.

KID-FRIENDLY GENERAL DENTIST: Pediatric office in Naperville is looking for a compassionate and experienced general dentist to join our fun specialty office. Daily minimum/percentage of collections. Flexible on days. We practice non-traumatic dentistry using anesthesia in the office/hospital. No papoose or hold down dentistry. Practice pediatric dentistry the easy way with no corporate influence and no production pressure. kidsdentistry3@gmail.com.

ORTHODONTIST WANTED: Seeking ethical, motivated, and customer service oriented orthodontist to join our busy practice three-to-four days per week. Guaranteed per diem plus achievable monthly bonus. Must be efficient in mechanotherapy and pragmatic in your treatment approach. Email resume to chicagobraces@gmail.com.

ASSOCIATE DENTIST: General dentist with minimum two years of private practice experience needed for a busy PPO/fee-for-service location in Elgin for Monday, Wednesday and Saturday. Compensation based on collection with base minimum. Please send resume to smileofelgin@gmail.com.

DENTIST — FOX COLLEGE: Fox College, located in Bedford Park is looking for an experienced, highly competent dentist to serve as a part-time clinic instructor on Friday for the dental hygiene program. Please forward resume and cover letter to kdemars@foxcollege.edu.

AWESOME PEDIATRIC DENTIST WANTED: Naperville fee-for-service/out-of-network independent pediatric office looking for an awesome pedodontist, one-to-three days/week. Provide fun, compassionate and non-traumatic dentistry with no pressure to produce. No papoose/hold-down dentistry. Anesthesia cases done in office/hospital. Sole control over treatment with no corporate atmosphere. Daily minimum guaranteed or 40 percent of collections. Ideal practice for the right candidate. kidsdentalhire@gmail.com.

PEDIATRIC DENTIST: Pedodontist needed two Saturdays per month for a group speciality office in the far north suburbs. Current pediatric residents are welcome to apply. Please email resume to dentrix90@gmail.com.

ENDODONTIST NEEDED: Looking for an endodontist one-to-two days a week. Busy multispecialty practice. Current endodontist is retiring. Days are flexible. Great working environment fee-for-service and PPO office. Microscope on site. Fully digital practice. Please email CV to drsud.dds@gmail.com.

GENERAL DENTIST OPPORTUNITY: United Dental Partners is hiring full and part-time positions. Group practice model with brand new facilities. Diverse patient mix of PPO/Medicaid patients. Guaranteed draw \$500 plus 50 percent net-production. Email CV recruiting@uniteddentalpartners.com.

ORAL AND MAXILLOFACIAL SURGEON — NORTHERN ILLINOIS: Immediate opening for oral and maxillofacial surgeon in private oral surgery practice in Rockford. Busy associate leaving area. Work four days per week (negotiable). Compensation on percentage of collections or per diem basis. Potential for partnership. Great support team. Contact Janet at Oral and Facial Surgery Center, 815.877.0694 or email CV to janetr@jensenoms.com. EEO.

GENERAL DENTIST, \$750/DAY:
Busy Dental office looking for a motivated dentist. Full time available. Offering a daily minimum of \$750/day or 30 percent of compensation. All phases of general dentistry. Submit your resume to dental6027@gmail.com.

ORTHODONTIST NEEDED — IMMEDIATE HIRE: Fully equipped ortho dental office in high-density Chicago area is seeking to hire an orthodontist to join our team immediately. Kids based, high-volume clinic, well-trained ortho staff in a modern, all-digital, pan/ceph equipped office. Compensation based on production with a guarantee minimum. Please email resume to dentalclinic333@gmail.com.

PERIODONTIST NEEDED: Periodontist needed once a month for western suburban office. Call for interview 630.418.9055.

DENTIST NEEDED NORTH SHORE:
Full-time dentist needed for practice with two locations. All experience levels will be considered. Fee-for-service/PPO in one office and PPO/fee-for-service/All Kids in the other. Competitive compensation. smilejobs123@gmail.com.

GENERAL DENTIST: Full-time or part-time dentist needed for offices in Waukegan and DuPage County. Please send your resume to tsdental2014@gmail.com.

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

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GENERAL DENTIST WANTED IN WHEELING:
Seeking associate dentist for growing north suburban practice. PPO/fee-for-service/Medicaid practice for all ages. Must be motivated. Must be comfortable with children. Spanish is a plus. Excellent income/growth potential. Send your CV to nextdentalcenter@gmail.com.

GENERAL DENTIST NEEDED: Opportunity of lifetime to practice dentistry in state-of-the-art, private dental office located in the far west suburbs of Chicago. Excellent compensation along with daily guarantee, paid malpractice and sign-on bonus. Established patient base along with experienced and friendly staff. New graduates welcome. Email dentistjobs12@gmail.com.

GENERAL DENTIST NEEDED: State-of-the-art three-operator dental practice (digital X-ray, intraoral camera, KaVo electric handpiece, etc) in Grayslake is looking for a general dentist who is already participating in Medicaid. Choose your own hours and days. Please contact us at email vhdental6945@sbcglobal.net.

GP, BE A HERO TO FEARFUL PATIENTS:
South suburban five-star fee-for-service practice seeks an enthusiastic, compassionate associate to care for fearful and less-anxious patients. Two days a week and alternating Saturdays. We'll help you remember why you chose dentistry. Email apply@pleasant-dental.com.

HOW'S YOUR DENTAL CAREER GOING?: Is your working environment free of the confusing HMO, PPO, and other managed care regulations and deductions? Do you work in an environment that promotes professional growth? Would you like to learn and perform more advanced and rewarding procedures, but your schedule is filled with typical drill and fill dentistry? We invite you to join us in practicing professional and financially successful dentistry. Part-time and full-time positions available. Full-time salaries starting at \$250,000 a year plus incentives. Open 7 days a week with flexible schedules. Locations in Illinois and Wisconsin. Contact Elizabeth Zilinskas eazilinskas@gmail.com 414.630.6092.

LOOKING FOR GENERAL DENTIST TO COVER SUMMER MATERNITY LEAVE: Looking for general dentist to cover summer at a PPO, fee-for-service practice in Chicago Five minutes from Loop. June-August. Monday-Thursday. Minimum two years of experience. elisa.choaa@gmail.com.

ENDODONTIST: Endodontist needed for our specialty office in North Aurora. Large referral base in place. Practice in our fabulous office space with our wonderful team. Competitive compensation. Send CV for consideration to kerra@elmhurstdental.com. Equal opportunity employer.

GENERAL DENTIST WANTED: Established west suburban dental practice has an immediate opening for motivated and confident part-time associate. New graduates welcome. No phone calls. Text resume to 630.935.0267 or email to metrochicago1@gmail.com.

PART-TIME GENERAL DENTIST NEEDED:
Established and growing practice in South Plainfield. All new equipment. Must be competent in Endo/extractions. We accept PPO/Medicaid and we see all ages. Please email resume to raunakp1@yahoo.com.

GENERAL DENTIST, AURORA: Fast-growing practice in Aurora looking for part-time general dentist. We offer great working environment with state-of-the-art equipment. Accepting PPOs, All Kids, fee-for-service, Medicaid. Send resume dentalresume303@gmail.com.

ORTHODONTIST: Excellent opportunity for an orthodontist to join our well-established orthodontic practice in Springfield. We are looking for an orthodontist to join our current staff to help serve a busy 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 a partner. If you are interested, please send CV to Tutthmvr, LLC Attn: Dr. Jason Aleman 997 Clocktower Dr. Springfield, IL 62704 or email tutthmvr@tutthmvr.com for additional information.

PEDIATRIC DENTIST NEEDED IN NORTHEAST OHIO: Full-time, part-time. Looking for individual to join our non-corporate private/fee for service practice. Willing to mentor new graduates. Potential \$200,000-plus per year. Send CV to dentist333@yahoo.com.

GENERAL DENTIST IN EDWARDSVILLE, NEAR ST. LOUIS: An established dental practice in Edwardsville is seeking an associate to join our team. Edwardsville is an upper middle class community of about 40,000 located 20 minutes from downtown St. Louis. Fee-for-service/PPO mix, no Medicaid or HMO dentist requirements, DMD or DDS from accredited dental school. Must have Illinois license and DEA, strong interpersonal skills and the desire for professional growth. Dentist benefits 28 percent of collections or \$120,000 base salary (whichever is higher). Health insurance offered. Simple IRA retirement account. Job type: full-time. Salary: \$120,000 to \$250,000 per year. Please contact Dr. Moody at edwardsvillefamilydentist@gmail.com or 618.830.9400.

GENERAL DENTIST NEEDED: Fully digital, private dental office located far west suburbs of Chicago looking for general dentist. Excellent compensation along with daily guarantee, paid malpractice and sign-on bonus. Established patient base, experienced staff. Email dentistjobs12@gmail.com.

GENERAL DENTIST:

Part-time associate position for a busy office in northwest suburbs of Illinois, 45 minutes from the city. Ideal position for an associate who is familiar with all aspects of dentistry and would like to learn more under a mentor. Minimum one year private practice experience preferred. Excellent compensation. Please email CV adentist25@gmail.com.

GENERAL DENTIST — NORTH SIDE OF

CHICAGO: State-of-the-art, fully digital dental office is looking for an energetic general dentist. Retirement plan. Free CE. Malpractice paid. medgjob@gmail.com.

GENERAL DENTIST: Fee-for-service office in Aurora/Naperville area looking for general dentist one-to-two days to start. Core philosophy is focused on/around patient education/involvement. Visit www.shanahancheungdds.com for more info about our office culture. Email resume to shanahan.cheung@gmail.com.

GENERAL DENTIST NEEDED PART-TIME:

Private practice in South Elgin/St. Charles seeking experienced (two-plus years) associate for Wednesdays and Fridays. Candidate must be well-versed, able to perform all aspects of dentistry, ambitious, motivated, and seeking to build long term doctor/patient relationships. Send resume to thornwoodfamilydental@gmail.com.

DENTIST NEEDED:

Dentist needed one afternoon/evening to start. Can increase as much as you can keep busy. Larger single-doctor practice. 75 percent PPO, 25 percent fee-for-service. Must do most endo and extractions. Those procedures will be given to you day one and office will be opened evening to accommodate patients. Tuesdays preferred. 1-8 p.m. West Elgin.

nudsdds97@gmail.com.

GENERAL DENTIST: Looking for outgoing and compassionate dentist familiar with all aspects of dentistry. Must feel comfortable seeing patients of all ages, have commitment to excellence, team player. We are an all-digital, paperless office. Send CV to dentalimage@yahoo.com.

DENTAL ASSOCIATE OPPORTUNITY:

Our dental teams are looking for a dental associate to join our office locations. We are currently looking for associates at our Calumet City and or South Chicago Heights office. Our teams are paperless, digital and our offices are established. We treat patients without insurance, we also accept most PPO insurances as well as Medicaid. An ideal associate will be comfortable with patients of all ages, must be committed to patient care, excellence and must be goal oriented. icyangdds@yahoo.com.

GENERAL DENTIST: Busy west suburban fee-for-service/PPO practice seeking full-time associate. Great patient base, focus on quality care and exceptional patient experience. Daily minimum, CE allowance, collection percentage four-five days/week, some Saturdays. jobs.dhl216@gmail.com.

PEDIATRIC DENTIST NEEDED: Busy, state-of-the-art, multispecialty, multilocation office in the western suburbs looking for to add a pediatric dental associate. PPO and fee-for-service practice. Email resume to dentaljobssds@gmail.com.

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PERIODONTIST NEEDED: Busy general practice in Plainfield looking for periodontist to treat the needs of our large hygiene patient base. From pocket reduction surgery to hard and soft tissue grafting to extractions and implant placement. Recent residency graduates welcome to apply. Please email us at corby44@aol.com.

SEEKING ASSOCIATE FOR TWO DENTAL OFFICES: Seeking associate for two locations located 10 miles apart in the northwest suburbs. New offices (fully digital) with new equipment including cone beam and Cerec. Excellent earning potential. Inquiries email crystallakedds@gmail.com.

PART-TIME DENTIST WANTED, ROCKFORD:
One-to-three days per week, flexible hours. Dentist should be comfortable with crowns and root canals. \$700 per day. 607.425.8381. omer786@icloud.com.

ORAL SURGEON NEEDED: Looking for a oral surgeon one-to-two days a month, busy multispecialty office located in Naperville. PPO and fee-for-service office, great work environment. 401(k) and health care offered. Please email drsud.dds@gmail.com, visit our website at www.woodlakefamilydental.com.

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

ASSOCIATE GENERAL DENTIST — OTTAWA, MORRIS AREA: One-to-two days, great pay, great office/team environment, awesome patients. Fantastic opportunity. Send resume and cover letter to cmesmile50@gmail.com.

PART-TIME ASSOCIATE DENTIST: Our modern dental office in Bartlett is looking for a part-time dentist with the opportunity for full time. Two years dental experience needed. Great collection rate with competitive pay. Please email resume to rp315@yahoo.com.

ORTHODONTIST: We seek an orthodontist to start seeing patients three days a week with the opportunity to add more days. We currently have an orthodontist, however, we are trying to increase more days with the help of someone else due to his limited availability. Submit your resume for review rabeh0398@yahoo.com.

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PART-TIME ORTHODONTIST: General practice looking for licensed orthodontist to work one to two days a month in Bolingbrook. Very competitive salary or percentage. Please contact doctor at 630.739.7200. Email CV to clinical@mysonrisadental.com.

FAR WEST SUBURBS, DENTIST: No management headaches — focus on what you do best. Make a difference, earn a great living, enjoy the lifestyle you've always wanted. Send resume and cover letter to cmesmile50@gmail.com.

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IMMEDIATE OPPORTUNITY FOR PEDIATRIC DENTIST: Immediate opportunities for pediatric dentist in rapidly expanding offices in Elgin and Schaumburg. New graduates welcome. We offer flexible hours, competitive compensation and an environment that emphasizes team work and supports individual excellence. info@kidsfirstpd.com.

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Fully digital, dental office located far western suburbs looking for an general dentist with two-to-three years of experience. Excellent compensation along with daily guarantee. Established patient base, email maria@smiledentalcenters.com.

WEBSTER DENTAL CARE OPPORTUNITIES:
Pediatric dentist, full-time or part-time, suburban locations: now. Orthodontist, full-time or part-time, suburban locations: summer. Oral surgeon, full-time or part-time, Skokie: summer. General dentist, full-time including Saturdays, suburban locations: summer. Send resume to Dr. Steve Rempas webdental@aol.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.

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

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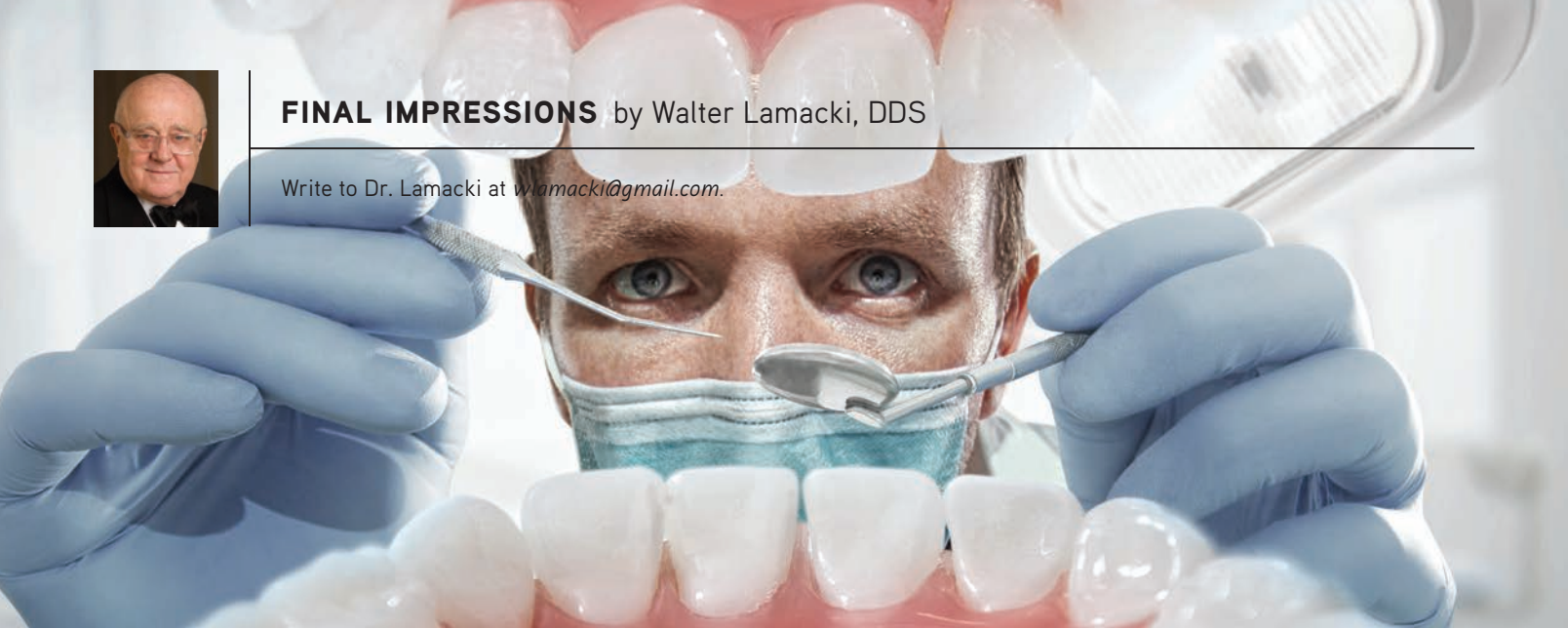


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Access to preventative care needs big plan

THE 56TH ANNUAL MEETING OF ISDS WAS HELD IN CHICAGO IN MARCH OF 1920. WALTER DITTMAR, ISDS PRESIDENT, CHAIRED THAT CONFERENCE, which featured researchers presenting their scientific papers. The first presenter was Alfred Fones, considered the founder of the dental hygiene profession, who established the first school of dental hygiene in 1913.

In his passionate presentation of his paper on prevention, Dr. Fones stated: "We have known for many years that these pernicious mouth conditions are unnecessary. It has been proven that 80 to 90 percent of dental decay can be prevented by a system of extreme cleanliness and correct diet, especially in the elimination, or at least the restriction of the of the consumption of free sugar."

Nearly 100 years later, Dr. Fones statement still rings true.

However, despite the advent of fluoridation, fluoride treatments, sealants, varnishes and diet counseling, we are still spinning our wheels attempting to control oral disease, especially for the disadvantaged. Decay is the most widespread and easiest disease to prevent, and treatment of periodontal disease and the management of it is at a technically high level, often utilizing non-surgical treatments.

So what's the problem?

I believe we have focused on treatment to the detriment of prevention.

As dentists we love the newest widget. Dentists fill seats at seminars, eagerly absorbing the best practices to treat dental disease; however, lectures on prevention are as scarce as hen's teeth. We are left with what we always do, drill, fill and scrape.

However, there are exceptions.

Stockton, CA, is inundated annually at crop picking time with 750,000 migrant workers, many with chronic medical and dental problems. Guillermo Vicuna DDS., a charismatic dentist in Stockton, spearheaded an initiative that taught disease prevention to the migrants and provided free dental care done by volunteer dentists he enlisted for a health fair. He named the organization Su Salud, Spanish for your health. Some groups of

migrants were targeted for special prevention courses, where they received demonstrations on hygiene, safety and diet. The fair drew 20,000 people.

Dr. Vicuna decided to focus on formal classes, rather than one-day fairs. As he presented the classes, his reputation grew, which led to a weekly television program promoting his passion for helping the disadvantaged and his vision for prevention.

The ADA Foundation, the California Wellness Foundation and the Colgate Corporation were major contributors to his efforts. However, Dr. Vicuna was diagnosed with Parkinson's disease and reluctantly closed down the endeavor.

I don't advocate for adopting Su Salud's labor-intensive model, but there are a couple of areas where a preventive program for those in need could be included.

The CDS and ISDS are working together to put a dent in the lack of access to dental care. The CDS Foundation free clinic in Wheaton provided dental services worth \$536,158; dental volunteers logged in 1,637 hours. They are planning to institute a recall system in the coming year. That ain't hay, but it is only a small amount of dentistry.

However, I challenge the CDS Foundation and ISDS Foundation to think out of the box. First stop granting money in small amounts to many disparate groups. I suggest that the foundations freeze their grant programs for at least one year, 2019, to build a corpus. Then, after the freeze, put out a request for proposals (RFP) to devise a working plan to provide preventative services to the disadvantaged that is portable and repeatable. No one program will accomplish disease free patients, but it's worth pursuing a worthy goal.

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

Editor's note: I wish to acknowledge and thank Dr. Peter Robeson, past president of ISDS and grandson of Dr. Walter Dittmar, for sharing a number of periodicals and books from the period when his grandfather served as president of ISDS and then served as ADA president.

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