



UNEASY FEELING

Economy, civic unrest and pandemic strain dentists' mental health

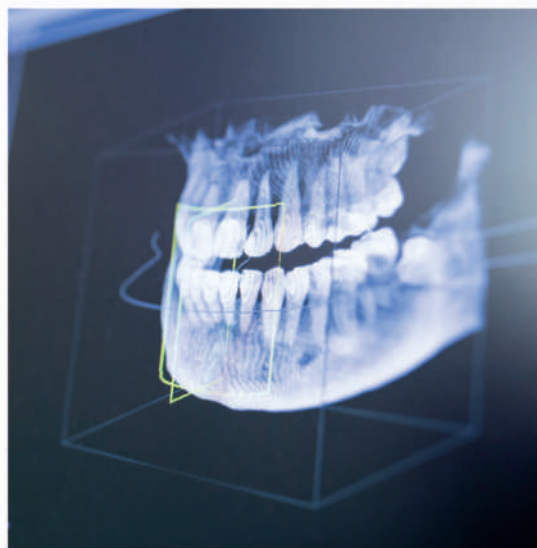
Political conversations are best left for after hours

Branch News

Legislators must hold FEMA's feet to fire

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Victoria Ursitti with a patient from a digital ad campaign promoting that it is safe to go to the dentist.

Safety campaign aids dentists, reassures public

When dental practices were closed to non-emergency treatment in mid-March, then suddenly told they could re-open May 11, CDS moved in to quickly assemble materials to help with dentists' re-opening plans and simultaneously reach the public with a message that dental offices were safe to visit.

At the direction of the CDS Communications Committee, a member-exclusive toolkit was created with office-friendly, visually engaging patient communications materials. About a week later, the #SafeSmiles digital ad campaign went live with messages to promote a message of reassurance about dental office safety. By the end of July, the ads on Facebook, Google and YouTube generated 900,000 impressions, and the new webpage available to the public on patient safety was the third most-visited page on the CDS website.

Both efforts looked to provide materials and information to help communicate to patients what to expect when they return for their next appointment, detail the enhanced safety measures that have been implemented at the dental office and mitigate any fear patients may have about returning for routine care in the COVID-19 era.

The toolkit includes:

- An infographic demonstrating enhanced safety measures patients can expect at the dental office
- An FAQ document (for your office or website) that provides answers to common patient questions about dental care in the COVID-19 era
- A customizable patient safety sign that gives tips on how patients can support safety-driven changes at the dental office
- A customizable banner image for use on social media and websites, along with template social media post options, that can be used as is or tailored specifically for your practice and patients

Be sure to let your patients know they can also read more at www.cds.org/safety.

Proposed Modification to the CDS Bylaws

ARTICLE XII NON-ELECTED

OFFICIALS:

SECTION 3. NEW DENTIST BOARD MEMBER:

The Board of Directors shall approve the appointment of a New Dentist (a CDS member under the age of 40) to serve on the CDS Board of Directors for a one-year term.

The New Dentist would be a non-voting member of the Board and could receive an honoraria/per diem in an amount to be determined by the Board during the annual budgeting process.

Duties and responsibilities will be defined by the Board of Directors and outlined in the Policy Manual of the Chicago Dental Society.

Election of CDS officers scheduled for Oct. 28

The election of 2021 CDS officers is scheduled to take place Oct. 28 during the Regional Meeting, which will be held via Zoom.

The nominees are as follows:

President: Dr. Dean P. Nicholas

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

Secretary: Dr. Michael G. Durbin

Vice President: Dr. David B. Lewis Jr.

Treasurer: Dr. Denise D. Hale

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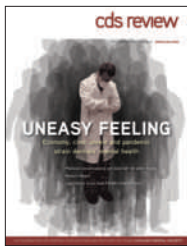
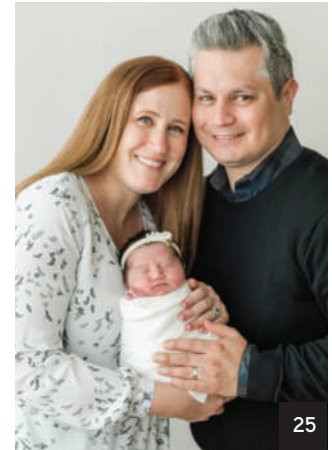
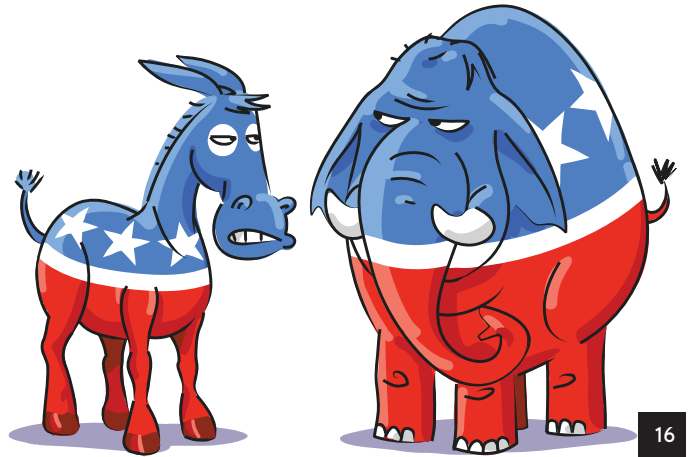
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FEATURES

- Richard G. Fischl, CDS President, 1978-79** 8
 We remember the life of a past CDS president.
- Uneasy feeling** 12
 Economy, civic unrest and pandemic strain dentists' mental health.

COLUMNS

- President's Perspective** 6
 Terri Tiersky, DDS, JD: Through the Kaleidoscope, Part 5
- Practice Smarts** 16
 Joanna Brown: Political conversations are best left for after hours
- It's the Law** 18
 John M. Green, DDS, JD: The ability to self-critique is an important risk management exercise
- From the Ground Up** 20
 Trucia Drummond, DDS: A legacy of caring
- Final Impressions** 48
 Walter Lamacki, DDS: Legislators must hold FEMA's feet to fire



DEPARTMENTS

- Branch News 25
- Classified Advertising 36
- Directory 4
- New Members 22

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ADVERTISING INDEX

- Accident Fund Insurance Company of America 28
- ACOA, Ltd. 11
- AFTCO 23
- Andrews Construction, Inc 7
- Chicago Dental Broker 19
- Chicagoland Smile Group 15
- DDSMATCH.com 17
- DentalPost 11
- Fudala & Associates 21
- PNC Bank inside front cover
- Joseph Rossi & Associates 5
- Office Anesthesiology and Dental Consultants, PC 23
- TDIC – The Dentists Insurance Company 2
- Vitality Dental Arts 10

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

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Dr. Kalpana Kandimalla
Innova Family Dental

"Working with Peter Cangialosi at Joseph Rossi & Associates was the best business decision I could have made. He helped navigate me through the entire process of starting my dental practice and today I am now the proud owner of Innova Family Dental in Bolingbrook. Pete and his group are much more than just commercial real estate advisors. They went above and beyond to help me in this process of opening my first practice. Their level of service and attention to detail is amazing. Pete was able to negotiate my lease and the finer details that were specific to me as a dentist. If you are a dental professional needing any real estate services I highly recommend Joseph Rossi & Associates. Thank you for everything!"



Dr. Angela Landrowski
Peacock Dental

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



Dr. Justin Welke
Chicago Pediatric Dentistry & Orthodontics

"Joe Rossi and his team were fantastic when it came to finding the right real estate situation for my start up specialty practice. I was very particular with the exact setup I wanted (neighborhood, visibility, parking, etc.) and they were very patient in letting me evaluate all of the options that they found and presented to me. When it came to negotiating the lease, they were very knowledgeable and worked hard to achieve an agreement that was in line with comparable spaces. I recommend Joe to all of my colleagues who are looking to start a practice, he definitely knows the Chicagoland real estate landscape when it comes to dental practices - he is the source!"



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Through the Kaleidoscope, Part 5

IT IS HARD FOR ME TO BELIEVE THAT I AM SITTING DOWN TO WRITE MY FIFTH PRESIDENT'S PERSPECTIVE. What does that mean? It means my term as CDS president is nearing an end.

While there have been times this year when it seemed as though the world was standing still, I now feel as though I blinked and 2020 is almost over. I am conflicted by that thought. Perhaps in a sense that is a good thing. 2020 has been a year that will not soon be forgotten, but certainly not in the way that I had envisioned. To point out the obvious, this year has been many things, but predictable is not one of them.

With each Perspective I have written, I have been convinced that it would be the last one that I would be writing while my life was consumed with thoughts of COVID-19. But alas, as I was contemplating what to write in my fifth column, my thoughts were still revolving around the emotional journey that 2020 has taken me on: A Kaleidoscope of Emotions.

I don't know about you, but I have been riding on an emotional roller coaster over the past five months.

On a personal level, I do not feel like the same person that I was before ever hearing the words coronavirus and COVID-19. I have grown and learned from this experience in ways that were completely unexpected. I have embraced the changing landscape because I have no alternative. I do not consider any of this to be a negative, but rather a reality.

I now look at life through a new kaleidoscope, one with a different lens that projects an entirely unique pattern.

The pieces have not only changed, but so have the eyes I use to view them with. The focus has also changed as I am now concentrating on different facets of the kaleidoscope, ones that I hadn't even noticed before.



Photo by Malcolm Lightbody/Unsplash.com

It is likely obvious that I, along with the CDS Board of Directors, have faced challenges this year unlike those faced by previous CDS boards. We have had to make some very difficult decisions during this precarious time in our history. I am very proud of the way our Board of Directors has tackled these challenging issues, and we will continue to do our due diligence in making sure that the Chicago Dental Society remains the world-class leader in scientific dental meetings.

I want all of our members to feel confident that we are looking to the future with our eyes wide open to the endless possibilities, and that we are making decisions that will ensure that CDS remains the dental society that sets the benchmark that all other component societies strive to match.

We as dentists have persevered thus far, and we are stronger because of the challenges we have faced and overcome. The Chicago Dental Society is here to help you in every way possible, and we will keep providing the light that each of your kaleidoscopes need to reflect a bright future for your professional lives.

I wish you all health, happiness and peace. ■

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Richard G. Fischl

CDS President, 1978-79

1927 – 2020

RICHARD G. FISCHL, WHO WAS CHICAGO DENTAL SOCIETY PRESIDENT IN 1978-79, passed away Aug. 15, at the age of 93.

Dr. Fischl earned his dental degree from the Northwestern University Dental School in 1952. It was during dental school when he met and married Lila Freshour in June 1950. He is survived by his wife of 70 years.

During his college years, Dr. Fischl served in the U.S. Navy's V-12 College Training Program, a predecessor to the ROTC, first at Bucknell University, Cornell University, and finally at Northwestern, where he received his undergraduate degree in 1948. He earned the U.S. Army's Bronze Star for meritorious service in 1954.

Dr. Fischl was active in organized dentistry. He was a past president of CDS, the Evanston Association of Dentists and the CDS North Suburban Branch. He served as a councilman to the Illinois State Dental Society and served as a member of the American Dental Association House of Delegates. He also served as president of the Rotary Club of Evanston, the Peter Jans Community Golf Course (now Canal Shores), and the McGaw YMCA Board of Directors. Dr. Fischl was also a member of the Optimist Club of Evanston, and he served on the board of the Evanston Chamber of Commerce.

Dr. Fischl started his dental practice in Evanston in 1954 and retired from dentistry in 1995.

In addition to his wife Lila, other survivors are Richard Michael (Pam), Paul L., DDS (Marie, DDS), John F. (Kendra), Catherine L. (Douglas) Miller, Mary E.



(Mark) Wise and Thomas E.; dear "Papa" of Amy (Sean) Christian, Katie Fischl, Rick (Jiae) Fischl, Blair (Mitchell) Lundeen, Megan (Andrew) Zeiser, Jay (Lyla) Fischl, Dan (Marie) Miller, Matt (Katie) Wise, Rosie Fischl, Karl (Carlie)

Miller, Patrick (Nicole) Fischl, Capt. Brad Fischl, Mitchell Wise, and Molly Fischl; great-grandfather of Ricky, James and Owen Christian; Addison and Jack Wise; Trey, Camryn and Palmer Lundeen; Levi and Simon Fischl; Ellie Zeis-

A legacy of service

Born: Feb. 5, 1927

Education: Northwestern Dental School, 1952

NORTH SUBURBAN BRANCH POSITIONS

- Vice President: 1962-63
- Treasurer: 1963-64
- Secretary: 1964-65
- President-elect: 1965-66
- President: 1966-67

CDS BOARD POSITIONS

- North Suburban Branch Director: 1972-74
- Treasurer: 1974-75
- Vice President: 1975-76
- Secretary: 1976-77
- President-elect: 1977-78
- President: 1978-79

MIDWINTER MEETING POSITIONS

Program Chair: 1973



As program chair, Richard Fischl (center) helped cut the ribbon to open the 1973 Midwinter Meeting at the Conrad Hilton.

Dr. Fischl's leadership, smile won't be forgotten

IF I WERE LIMITED TO ONE WORD TO DESCRIBE THE LATE RICHARD FISCHL, IT WOULD BE "SMILE." I had the distinct pleasure of serving with him on the Chicago Dental Society Board of Directors as a director while he was moving up the officer leadership ladder.

His formal obit lists a number of philanthropic volunteer organizations that he belonged to and – surprise, surprise – he led them as president. He served as president of the Optimist Club, of course he did.

Shortly after he and his lovely wife of 70 years, Lila, moved to a retirement community, I called them. Lila answered and chuckled, "He's at choir practice."

Serving the public and his profession was his guiding principle as an officer of organized dentistry. His leadership style encompassed his winning smile with a heavy dose of respect for those he led and served.

He was the embodiment of Fred Astaire's grace in his life and service to humanity.

I'm sure he's up in heaven enrolling in whatever club they have to offer. His death has diminished us all.

– Dr. Walter Lamacki, Editor

er, and Wesley Miller. He was the loving brother of the late Frederick H. (Barbara) Fischl, Jr.; uncle of Robert D. Fischl, the late Frederick B. Fischl, the late Elizabeth Popp and many great-nieces and nephews.

In lieu of flowers, memorials may be made to the McGaw YMCA, to benefit Camp Echo, 1000 Grove St., Evanston, IL 60201, or to Sedgewood Catholic Community, 800 Audubon Way, Lincolnshire, IL 60069. ■

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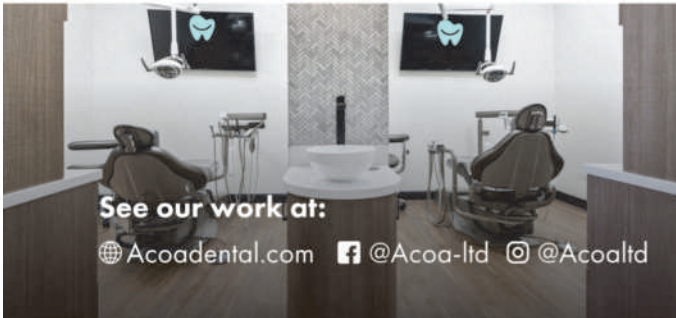
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UNEASY FEELING



Economy, civic unrest and pandemic strain dentists' mental health

A year ago, the World Health Organization designated professional burn-out as a medical diagnosis; health care professionals are especially vulnerable.

by Joseph DeRosier

THE DENTAL PROFESSION CAN BE STRESSFUL EVEN DURING NORMAL TIMES. And these days are far from normal. The coronavirus pandemic is causing business disruption and associated economic woes and is forcing changes in safety precautions and practice procedures. Top that off with social and political unrest.

It all adds up to stress.

The negative impact that stress can deliver has been evident to Robert Uhland, who recently sold his dental practice but still works as an associate part-time. He also has run a successful dental practice broker company and said he has seen the strain's effect first-hand on fellow dentists.

"I think the stress levels are incredibly high, especially for solo practitioners. There are so many areas that affect you, and there is only one person dealing with that," Dr. Uhland said.

He said at the start of the pandemic, dentists were struggling to figure out the mechanics of getting loans, acquiring personal protective equipment all while being shut down and not receiving revenue.

"It's been very difficult. My hat's off to my colleagues who are trying to navigate these waters," he said.

As a practice broker Dr. Uhland said he has encountered dentists who are having trouble dealing with the stress from a physical standpoint.

"I've seen doctors who have had a lot of problems with weight loss, hypertension and migraine headaches," Dr. Uhland said.

He said some are realizing that they don't enjoy the "new reality" of dentistry that includes added infection control and technical demands that may exceed their skill set.

"It's oftentimes something that has been in their mind, but the crisis pushed them over the edge," he said of those

deciding to transition out of practice. "In a way I think it is beneficial for those people to realize it is just not something they want to continue to do, and I help them move forward rather than stay on in a very difficult situation."

Dr. Uhland said, however, the situation has been a boon to dentists who have regained an appreciation for the time they were able to spend at home with family.

Uche Odiatu is a practicing dentist from Toronto who is, among other things, a certified trainer and lifestyle coach, yoga teacher and member of the American College of Sports Medicine. He said the angst of not earning any income during the shutdown in the pandemic's early days, as well as added PPE requirements, has increased the stress level for a profession that is already stressful.

"Anthropologists have shown that a big part of us being social creatures is that we look at the whole face," he said. "And now all we have to go by are some sounds and our eyes, while a big part of emotional intelligence and communication is by language."

He said wearing a mask and face shield mean dental professionals have to strain to talk. The big puffy gown, face shield and mask mean the subtle muscle movements that send messages are hidden. And to compensate the dentist might strain the voice to be understood.

"After up to nine hours of straining your voice, you go home with a little bit of adrenal fatigue," Dr. Odiatu explained. "Anytime you have a background of angst or stress, (the level of) cortisol is raised, which is an emergency hormone, and is meant to be released for two to three minutes during a time of fight or flight."

An extended stress level takes a toll, he said, and dentists can feel the impact through added fatigue.

"Wound healing gets postponed, because as the body is undergoing the emotion of fight or flight, the last thing it wants to do is digest a meal or protect you from illness because all hands are on deck with the fight or fleeing that is taking place," he said.

That means that despite all of the protective equipment, dental professionals are still left vulnerable to health issues when stress lasts for weeks at a time. The build-up can lead to illness susceptibility, digestion problems, anxiety, sleep issues and even weight gain.

Plus, the accumulative effect could mean problems down the road.

"Our brains love to solve problems," Dr. Odiatu explained. "Any time we're stressed the brain is actively looking to solve the problem, and the brain hates to have unfinished business. We have all these loose ends about financial business, will there be a second wave (of the virus), what are the COVID-19 death numbers going to be in my state, is the patient telling the truth (about their virus exposure). . . what happens is the brain takes energy from the rest of the body's physiology to work."

Even though the brain only weighs about 3 pounds, it normally uses about 25% of the oxygen a person takes in, he said. But with stress, the brain needs even more energy so it starts taking oxygen, calories and energy from other functions.

That's why when people are upset they are more likely to have indigestion, acid reflux and other intestinal issues, he said.

And that means even eating a balanced diet may not be effective to keeping healthy, which leads to accelerated aging.

"Aches and pains will stay longer, there will be chronic inflammation," Dr. Odiatu said.

The concept of gaining those

Stress impact acutely felt by dental community

Dentists are especially vulnerable to feeling stress because of the nature of their job and their training, said one stress expert.

Tom Youngholm has spoken to a number of dental organizations about stress management and has first-hand experience with earth-shattering change.

Mr. Youngholm supports the concept of having balance in one's life in order to counteract the pervasive challenges everyone encounters.

"There are different types of change that happen in life. One of them is called an 'earthquake moment'," he explained.

"I believe what has happened to the world right now is an 'earthquake moment' where you thought everything was OK in your life, you were making so much money and you were doing a particular job and now things are thrown up in the air and the very foundation of what you were doing and who you thought you were are in flux," Mr. Youngholm said.

"We're still in the shock phase, and we don't know how it will end. There will be a lot more tremors," he said.

He added there will be more consequences ahead, and when people don't know what will happen, it leads to stress.

Humans like to be in control, he said, and some people like to be in control more than others, people he calls perfectionists.

Many dentists fall into that category because they are taught to strive for perfection in their work, he said.

That characteristic, however, can lead to stress.

"When things like this happen, and they feel like they have to be in control all the time, something like this is even more impactful to them," he said.

He said upheaval might lead people to ask, "Who am I?"

"I don't think most people have thought about that, and if you haven't thought about it and don't have an answer to that, when things shake beneath your feet, you have no internal direction to follow," he said.

Having that balance will pay off if major changes need to be made, he said, allowing individuals to accept alternatives to the present situation.

"Everything changes: one of the key things in terms of stress management is that when things change, you have to adapt to it," he said.

Control is the biggest issue with stress management, he added.

PEOPLE WANT CONTROL

"There are four aspects of who we are," he said. "I call them 'pies', the physical, the intellectual, the emotional and the spiritual. You have to make sure that each of those aspects is in balance."

BALANCE MAKES CHANGE EASIER TO ACCEPT

"It is times like this that provide an opportunity to look at things differently and make big changes and not just surface changes," he said.

Organizations such as the Chicago Dental Society offer an opportunity for dentists to come together and attack the challenges from a collective approach rather than from an individual aspect, leading to less stress, he observed.

"If the mindset is now the competition is even tougher and it's me against all these other dentists – and I need to find a way to take as much business away from everyone else – then it is going to be stressful, not just for that particular dentist but for the whole society of dentists," he said.

But if the dental community comes together and works to make the entire group successful there doesn't need to be an "us vs. them" mentality.

And then good things can emerge, he said.

"COVID 15 pounds" during the pandemic is a real thing, but not because of a poor diet or lack of exercise.

"When we are upset, digestion slows down, and now food takes longer to go through the system and guess what happens then, the body is better able to absorb calories. . . and that's why many people gain weight with stress, because food stays longer in the GI tract and you are absorbing more calories from the food, so you get weight gain," Dr. Odiatu said.

There are ways to fight back.

One thing not to do is attempt to "buy" your way to feeling better, he said. There is a reason delivery trucks are lined on streets, and it isn't just people avoiding stores. People are making purchases to make themselves feel better. The same goes with using food as stress relief.

Instead, exercise such as walking, lifting weights or doing yoga or tai chi will be helpful.

Doing a gentle restorative exercise is best so strenuous exercise is not needed. "Less is more," he said.

Paying attention to your breathing is also helpful, he said, and taking slow breaths inhaling through the nose and letting out through the mouth has a calming effect.

Besides the physical component of stress, there is a mental aspect.

Bruce Christopher, a licensed psychologist and speaker who uses humor to get through to audiences, said he's seeing a type of burn-out on both a psychological and professional level.

A year ago, the World Health Organization designated professional burn-out as a medical diagnosis; health care professionals are especially vulnerable.

He said there are three major symptoms: exhaustion, excessive rumination (which leads to cynicism), a pessimistic outlook, and a short temper.

"We know that negative thinking creates negative emotions in our body with the mind/body connection," he said.

"You have to focus on what you can control and what you can't. You can't control the economy, you can't control the virus and you can't control other

people's reaction. The only thing you can control is your attitude and your response.

"People think attitude means dancing in the street singing 'everything is coming up roses,' but that's not what attitude is at all," he said. "Attitude is how we talk to ourselves."

Some people are naturally negative thinkers, and Mr. Christopher said it takes work to keep a positive attitude.

"You can learn to become an optimistic neural pathway person, but it takes time and tools; that is where therapy comes in," he said.

There are positives to these times of uncertainty.

"Stress is not necessarily negative," he said. "We need some stress to grow. If someone lives a life of absolutely no stress at all, I don't think they are going to grow as a person and they are not going to have character, and character

creates wisdom, and wisdom is different than knowledge."

He said the wisdom we have learned through the virus is that our planet is "really, really small and we're all connected." Plus, it has raised the question about how we are going to treat other people.

The civil unrest over racial and political tensions also has opened up people's eyes to shifts that are transforming our society.

Those changes can lead to fear, he said.

"I think fear is gripping people big time right now, fear creates anxiety because the future is unknown, for instance we don't know if we're going to have a vaccine or not," he said.

Fear, he said, can be viewed as an acronym of False Expectations Appearing Real.

"Fear is an illusion, it doesn't actually

exist in reality, it only exists in the synapse of your brain," he said. "You control how you talk to yourself and how you think. The way to break through fear is to actually run headlong into it."

But too often, he said, people anticipate the worse-case scenario and just avoid the issue.

That's not to say that change isn't going to happen, but he said his best advice is to stay the course and realize that "this too will pass." ■

Joseph DeRosier is the CDS staff writer.

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

Political conversations are best left for after hours

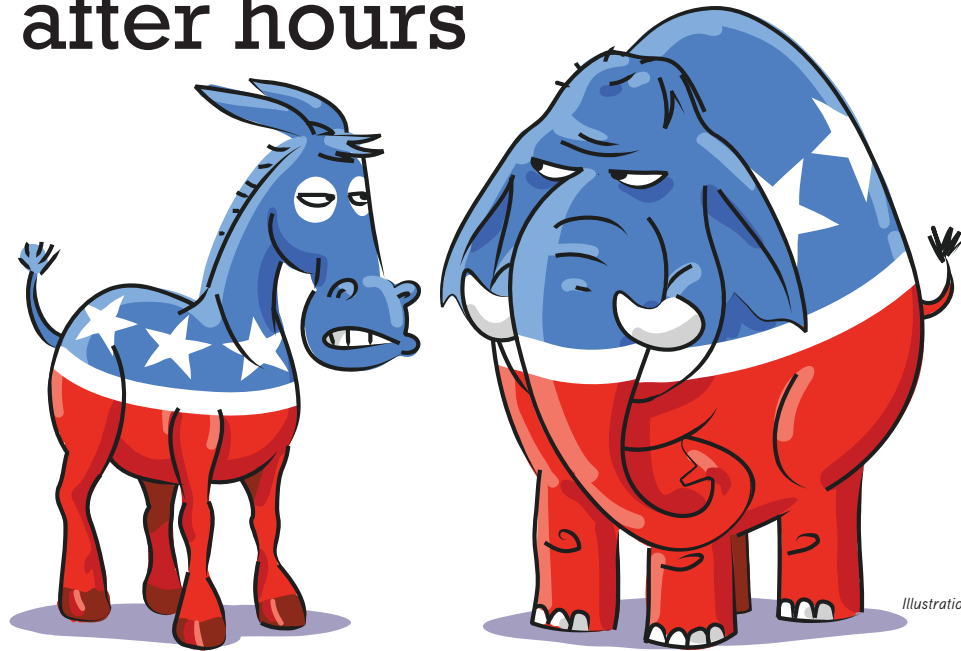


Illustration by kbeis/istockphoto.com

THE NOVEMBER ELECTION IS COMING AT US LIKE A HERD OF BUFFALO – loud, earth-shaking buffalo kicking up a cloud of dust so thick you can barely see anything beside the herd.

But neither wild buffalo, nor talk of politics, is appropriate for the dental office.

Your patients and staff members are likely to have strong feelings about the upcoming election. Some will work hard in their free time to promote an issue of particular importance to them; I admire the energy they have for bettering our communities.

But expressing their opinions in the office – in the company of patients and co-workers who may have similarly passionate but opposing opinions – can hurt your business. Tensions rise quickly in tight quarters, and might reflect poorly on your patients' perceptions of the oral care you deliver.

"The old adage of not discussing sex, religion or politics with the patient is more relevant today than ever before," said Maryland dentist Roger Levin, chairman of the Levin Group. "Almost everyone has a point of view, and you do not know how they will react if you are not in complete agreement."

Six experts, all scheduled to speak at the 2021 Midwinter Meeting, agree the dental office must be free of politics. They offer different strategies for discouraging such conversations quickly and politely.

"Although it may seem unnecessary to 'rehearse' conversations with patients, it is helpful to have thought through some remarks to avoid the potential of an awkward moment between patient and practitioner," said speaker and consultant Debra Engelhardt Nash, who also co-founded The Nash Institute for Dental Learning.

When faced with the question from a patient, "Hey Doc: did you see what Candidate X said last night? What a clown!" Ms. Nash suggested a middle-of-the-road reply like "It does seem that politics can be somewhat of a circus - doesn't it?" before proceeding to treatment.

Lois Banta, of Missouri-based Banta Consulting, recommended a similarly brisk change of subject: "Oh dear, I didn't see the interview last night. So, what questions can I answer for you regarding today's appointment?"

And from Dr. Levin: "That is really interesting. I'm going to think about it. So tell me: how is your family doing?"

If you don't think about your response before a political conversation arises, your body language may give away your true feelings, said Sandy Pardue, director of Consulting for Classic Practice Resources in Louisiana. She reminded doctors and other staff members to maintain a friendly tone while diverting the conversation to a lighter and more positive topic.

"Respond without hesitating by saying something like, 'These certainly are volatile times.' You are acknowledging them, but you are not agreeing or disagreeing," she said.

Judy Kay Mausolf, a speaker, author and dental culture specialist based in Minnesota, favors the word "interesting" in her response to maintain a neutral position on the issue before changing the subject.

"For example," she said. "I have heard many interesting thoughts shared by the candidates during this election year. I know I for one would never be comfortable in the limelight all the time. Thankfully, I have the privilege of practicing dentistry and taking care of great patients like you. So let's talk about how you are doing."

But you know your patients best, and some will appreciate an honest explanation of your practice's policy on political conversation.

Karen Davis, founder of Cutting Edge Concepts, in Texas, offered this response to any political comments you hear from a patient: "John, I'd enjoy sharing our political views with each other outside of the office, but because I want to respect the diversity of everyone here, we've created our practice as a 'no political zone'. I hope you understand." ■

Make sure your staff is on board

Your staff, too, should be discouraged from engaging in political conversations around the office. Before it becomes an issue, consider how you will explain your business decision without insulting anyone on your office team.

"Our country's political leaders have many different opinions and issues on what is most important. Those differences have often divided them and our country," Ms. Mausolf said. "Discussions in the office regarding the political issues we are passionate about may divide us as a team. It is imperative that our team is cohesive in order to best serve each other and our patients."

Ms. Davis emphasized that doctors best include themselves in the discussion of workplace culture.

She suggested saying to the office team, "Out of respect for everyone's opinions and political persuasion, which may be different within our 'family,' I will refrain from, and I am asking all of you to refrain from, political conversations with patients or each other while we are in the office together. I want to keep our office a safe haven and a neutral zone for any issue that could be polarizing, so that all of our energy can all be directed toward doing what we do best."

Added Ms. Nash, "It's also helpful to let the team know the reason political conversations should be avoided at work. It can make co-workers feel awkward, or even bullied by someone with a very strong opinion. Conversations that get heated disrupt the work flow and the positive culture in the practice."

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

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

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The ability to self-critique is an important risk management exercise

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WHO LIKES TO DO A SELF-ASSESSMENT OF THEIR DENTAL PRACTICE?
Not many.

However, the need for dental professionals to self-critique their practices is important not only in improving the patient's experience in your office but also in serving as a risk management exercise.

Here's why:

We all wish every dental case turned out favorably but they don't. So there are lessons to be learned from these situations, whether the staff should have phoned the patients to see how they were doing after the root canal or extraction or the dentist should have re-made that crown with the open margin before it was cemented.

Self-critique allows for professional growth. Rather than burying one's head in the sand, a dental professional must be able to see how he or she could do better in order to enhance the patient's experience. Happy patients are more likely to refer others to you and are less likely to file a lawsuit or a board complaint.

Self-assessment is also important in seeing what dental procedures the dentist does well and which ones are troublesome. Therefore, the ability to determine one's strengths and weaknesses is a crucial component of risk management, as the dentist

needs to know when to refer those cases to specialists. For example, if you are struggling with molar endodontics, then either take a hands-on continuing education course or refer those patients to an endodontist.

In addition, you can use patients' complaints (and compliments) about you or your office staff to make changes or to continue to improve upon what is already working. If patients consistently complain about the front desk receptionist, the receptionist can change or you can replace the receptionist.

- In addition to reviewing employee performance, why not dare to have the employees review you as uncomfortable as that might be. This form of critique may provide insights into areas that the dental professional needs to change or improve upon. For instance, maybe the dentist should know if he or she has bad breath.

- Furthermore, patients often post online reviews or place written comments in a "suggestion box" in the waiting room. And while these comments are not really "self-critique," they do provide an avenue for the dental professional to assess his or her skills and chairside manner, staff friendliness/competence, and the overall dental practice so that necessary steps can be taken to improve and to reduce legal risks. ■

The above article does not constitute legal advice but is for educational purposes only. In order to obtain legal advice, a personal consultation with an attorney is required. The views expressed in this column are those of the writer and not necessarily the opinions of the Chicago Dental Society. Dr. Green is a practicing dentist and defense attorney who has been representing dentists and dental specialists for more than 28 years. Find more information on Dr. Green at www.greenlawoffice.net.



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“The things you do for yourself are gone when you are gone, but the things you do for others remain as your legacy.”

– *Kalu Ndukwe Kalu*

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The Legacy Society recognizes and honors those individuals who provide for the CDSF in their estate plans, wills, trusts, income gifts and more. Our goal is to have at least 10 charter members committed to making provisions in their estates for future gifts to the CDS Foundation by Dec. 31. Charter members will be specially recognized in all print and online materials associated with the CDS Foundation Legacy Society.

Of course, we respect your wishes regarding privacy, too. You are welcome to remain anonymous in your giving. However, participation in the Legacy Society can be an inspirational experience and may motivate others.

The CDS Foundation is fortunate to have dedicated benefactors like you supporting our humanitarian mission. Now there's another opportunity to turn your compassion into action and secure the foundation's future. Become a charter member of the CDS Foundation Legacy Society and add your name to this new group of generous visionaries. To learn more, please visit on.cds.org/legacy. ■

Marta's Wish List

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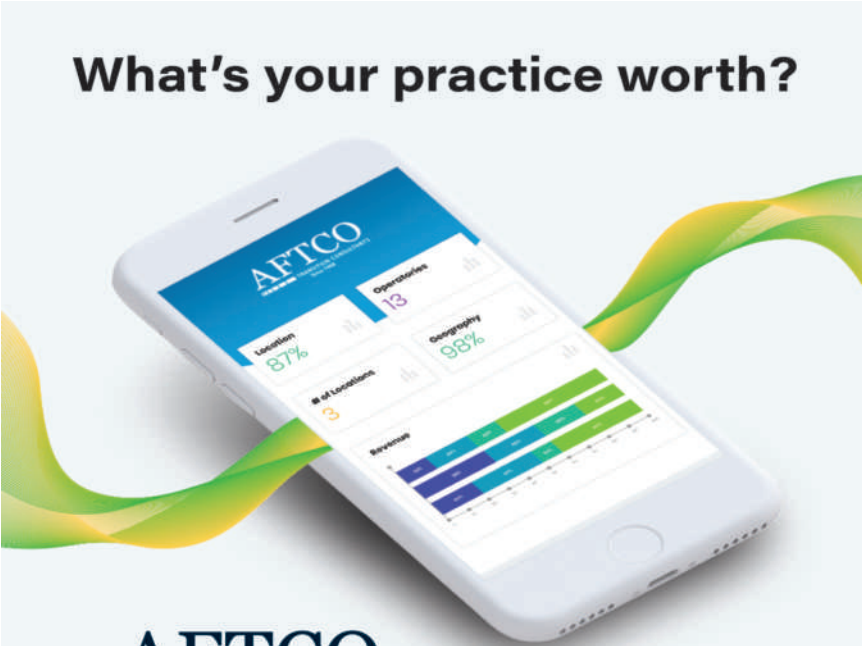
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Midwestern University of Illinois,
2020
Chicago, Northwest Side

Raffoul, Rita Dee

Midwestern University of Illinois,
2020
Downers Grove, Englewood

Rahima, Inas

Midwestern University of Illinois,
2020
Orland Park, South Suburban

Ramsay, Rachel

Southern Illinois University, 2020
Chicago, North Side

Rim, Sehel

University of Minnesota, 2020
Glendale Heights, West Suburban

Ryan, Conor

Marquette University, 2020
Naperville, West Suburban

Salameh, Mahmoud

Midwestern University of Illinois,
2020
Orland Hills, South Suburban

Sandhu, Manmit

University of Pennsylvania, 2020
Hanover Park, West Suburban

Schultz, Kailyn

University of Illinois at Chicago,
2020
Chicago, Kenwood/Hyde Park

Shafi, Shamil

University of Illinois at Chicago,
2020
Chicago, Northwest Side

Shah, Payal

University of Illinois at Chicago,
2020
Chicago, Kenwood/Hyde Park

Shah, Vicki

Indiana University, 2020
South Barrington, Northwest Suburban

Shaikh, Zoya

Case Western Reserve, 2020
Naperville, West Suburban

Shareef, Ahmed

Midwestern University of Illinois,
2020
Woodridge, Englewood

Siddiqui, Zahir

University of Illinois at Chicago,
2020
Oak Brook, West Suburban

Siegel, Jared

University at Buffalo New York,
2020
Chicago, Kenwood/Hyde Park

Sikka, Priyanka

Midwestern University of Illinois,
2020
Woodridge, Englewood

Skylar, Tatiana

Midwestern University of Illinois,
2020
Deerfield, North Suburban

Solano Almonte, Carlos

University of Illinois at Chicago,
2020
Chicago, West Side

Srouf, Reama

Midwestern University of Illinois,
2020
Lemont, Englewood

Templeman, Evan

University of Michigan, 2020
Chicago, North Side

Tolla, Yousif

Midwestern University of Illinois,
2020
Gurnee, North Suburban

Vattadi, Tara

University of Detroit-Mercy, 2020
Chicago, North Side

Deceased Members**Anderson, Burton**

Northwestern University, 1953
Northbrook
North Suburban Branch
Died Dec. 7, 2019

DiFranco, Charles F.

Loyola University, 1981
Park Ridge
Northwest Side Branch
Died July 15

Fischl, Richard

Northwestern University, 1952
Lincolnshire
North Suburban Branch
Died Aug. 15

Sommerfeld, Robert

Loyola University, 1963
Naples, FL
North Suburban Branch
Died May 12

Stroner, William, Jr.

University of Illinois, 1953
Wheaton
West Suburban Branch
Died July 26



Tell us your story

Do you enjoy a creative outlet away from dentistry?
Do you have an interesting tale to share?

WE WANT TO HEAR FROM MEMBERS

Contact Joseph DeRosier
jderosier@cds.org • 312.836.7324.

branch news

Reports from our nine branches

President Profile

Neil Singh, DMD, MS | ENGLEWOOD BRANCH



The Singh family:
Neil with his wife, Reena,
and daughter, Sienna.

Education: Neil Singh earned his bachelor's degree from the University of Miami in 2008, and earned his dental degree in 2012 from the Nova Southeastern University College of Dental Medicine. He continued there to earn certification in endodontics specialty in 2014.

Family and Practice: Neil lives with his wife, Reena, and daughter, Sienna, in downtown Chicago. He built a practice located in Worth in December 2019, called Axis Endodontics.

Outside of dentistry, my interests include working out, travelling (pre-COVID-19), and trying to get involved and give back to the community when we can.

When I proudly talk about our branch with new members, I tell them we are the longest standing branch of the Chicago Dental Society, and our branch consists of some of the most involved, dedicated, and talented dentists in Illinois and the greater Chicago area.

Kenwood/Hyde Park Branch

by Lori Lightfoot, DDS

Lori Lightfoot, Clarissa Couch and **Jorelle Alexander** came out in solidarity with Healthcare providers across the city in "silent" protest against the impact this pandemic of COVID-19, and racial, social and economic disparities have had on communities of color.

Rodney Blaney has a hidden talent. During our shelter in place, Rodney became our roving photojournalist, capturing many beautiful moments at a time when our city was experiencing high COVID-19 numbers, and peaceful and violent protests.

The magnification and impact of structural racism in our country demands a collective effort on all of us to step up and speak out. We cannot remain silent, Black Lives Matter.





(top) Rodney Blaney has been photographing Chicago as he took walks through the community since the gyms have been closed.

President Profile

Brittaney Hill, DDS, MS, MPH | KENWOOD/HYDE PARK BRANCH

Education: Brittaney Hill earned her dental degree from Meharry Medical College School of Dentistry in 2015. She continued on to earn her specialty certification in pediatric dentistry in 2018 from the University of Illinois at Chicago College of Dentistry.

Family and Practice: Brittaney lives in Chicago and is a clinical assistant professor in the Pediatric Dentistry Department at UIC.



Brittaney Hill



KENWOOD/HYDE PARK:
(foreground) Clarissa Couch, (L-R) Lori Lightfoot, Jorelle Alexander, Felicia Haywood and Bertrina Edwards participated in a silent protest.

Save the Date

156th Midwinter Meeting • Feb. 25– 27, 2021 • Registration begins Nov. 2.

President Profile

Ashley Kauffman, DDS | NORTH SIDE BRANCH

Education: Ashley Kauffman earned her dental degree in 2014 from the University of Illinois at Chicago College of Dentistry and did her residency in 2015 at Advocate Illinois Masonic.

Family and Practice: Ashley grew up in the St. Louis metro area and lives in Northbrook with her husband, Tim, and daughter, Riley, and their dog, Noodles, the Sheepadoodle. She practices with Webster Dental in the Hoffman Estates office.

Outside of dentistry, my interests include being creative in the kitchen, chasing after our toddler and relaxing outside on our cozy deck under the twinkle lights.

When I proudly talk about our branch with new members, I tell them there is no time like now to see how hard our organization is working to protect you and your practice! During this challenging pandemic, CDS has been here to support our members through this challenging time.



Ashley Kauffman with her husband, Tim, and daughter, Riley.

North Side Branch

by Joanne Oppenheim, DDS

Cissy Furusho and **Kirk Kollmann** opened their new Dentistry for Kids office at 7250 N. Cicero Ave. in Lincolnwood. Unfortunately, due to present circumstances, they are unable to hold an open house but hope to do so in the future.

On July 29, we held our installation of branch officers via Zoom.



NORTH SIDE: Cissy Furusho and Kirk Kollmann opened a new office in Lincolnwood.



5%

Up-front savings
on your workers'
compensation
premium*

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

FOR MORE INFORMATION
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Dental@ThinkSouthpoint.com



FIND AN AGENT NEAR YOU
AccidentFund.com/Groups

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

President Profile

Kelley Gyllenhaal Burseth, DDS, MS | NORTH SUBURBAN BRANCH



The Gyllenhaal Burseth family:
Kelley with her husband, Brian Burseth, and son, Jack.

Education: Kelley Gyllenhaal Burseth earned her bachelor's degree from Northwestern University and earned her dental degree in 2013 from the University of Illinois at Chicago College of Dentistry. She went on to earn her orthodontics certification in 2015 from the University of Minnesota School of Dentistry.

Family and Practice: Kelley lives with her husband, Brian Burseth, a general dentist. Their two-year-old son, Jack, is an aspiring dentist. She is a board-certified orthodontist and practice owner of Graber & Gyllenhaal Orthodontics in Glenview and Vernon Hills

Outside of dentistry, my interests include being a mom of a very energetic toddler! He doesn't leave her much time for any additional hobbies at the moment.

When I proudly talk about our branch with new members, I tell them I am excited to be the new president of the North Suburban branch and is very proud to be part of such a fine group. I truly treasure the camaraderie and professional relationships that have blossomed through the North Suburban Branch.

Northwest Side Branch

by Paul Muhr, DDS

We are deeply saddened at the sudden passing of **Charles DiFranco** on July 15. Chuck was an active member and a former branch director. CDS President **Terri Tiersky** said, "Chuck was a gentleman in every sense of the word. He was committed to our profession and I was fortunate to serve on the CDS Board with him. More importantly, I was blessed to call him a friend. May his memory be for a blessing. Rest In Peace my friend."

Mary Starsiak and **Barbara Mousel**, with ISDS, helped get legislation passed enabling the Class of 2020 to take the CRDTS Board Exam using manikins instead of patients. They helped admin-



NORTHWEST SIDE:

(left) CDS President Terri Tiersky with Chuck DiFranco.

(right) Spencer Bloom volunteered to pick up donated PPE.



ister the first test at the Southern Illinois University School of Dental Medicine on June 19 with great success.

We extend our gratitude to **Spencer Bloom** and his wife, Kimbra. On behalf of our branch, they volunteered to rent

a cargo van, drive to the United Center and pick up donated PPE from the Chicago Department of Public Health, which they delivered to the office of **Tom Schneider**.

Tom and his wife, Sarah, worked with **Larisa Spirtovic** to distribute the

President Profile

Larisa Spirtovic, DDS | NORTHWEST SIDE BRANCH

Education: Larisa Spirtovic earned her dental degree in 2008 from the University of Illinois at Chicago College of Dentistry.

Family and Practice: Larisa lives in the West Town neighborhood of Chicago with her husband, Milos Obradovic, and daughter, Mila. She practices with Chet Klos in West Rogers Park. Their practice, Kiss Dental, will celebrate 10 years in October.

Outside of dentistry, my interests include spending time with my family, traveling, reading and staying active.

When I proudly talk about our branch with new members, I tell them that I am honored to serve as president to such a fun, knowledgeable and supportive group of professionals.



Larisa Spirtovic with her husband, Milos Obradovic, and daughter, Mila.



NORTHWEST SIDE:

(above) Isabelle, Ken and Olivia Hauser went backpacking in the San Juan Mountains. (right) The fish were biting when CDS Secretary Tom Schneider went to Door County. Proving it was no ordinary fish story, Tom is pictured with a northern pike (top) and a bass (bottom).



donated PPE to our members. We thank them.

Fresh air, blue skies and family – **Ken Hauser** took his family backpacking in the San Juan Mountains of Southwest Colorado. Basecamp was in Ouray, CO. Hiking through beautiful mountain passes to an elevation of 13,000 feet, they encountered wildlife from elk to hummingbirds.

Social distancing wasn't a problem for **Tom Schneider** to get out and hook a big one. All he needed was a boat, a lake and plenty of fish. Tom and family enjoyed scenic Door County and embraced his passion for fishing. Tom said, "When the bass weren't biting, the pike were."

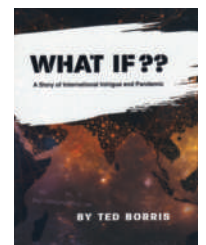
With the continuing COVID-19 situation, **Larisa Spirtovic**, our new branch president, said she is looking forward to "the challenging year, despite the obstacles." All our meetings will be held via Zoom.

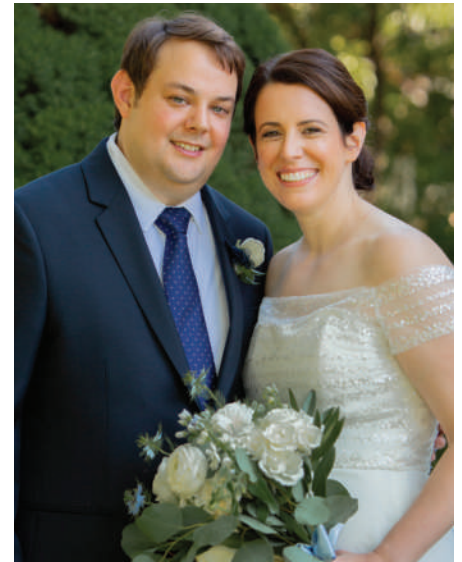
- Our branch officers for 2020-21 are:
- Patrick Fitzgerald**, president-elect
 - Elise Adley**, vice president
 - Eliza Drobny**, treasurer
 - Robert DiChristofano**, secretary
 - Tara Culligan**, program chair
 - Paul Muhr**, correspondent
 - Nisha Patel**, dinner chair
 - Richard Grubek**, special events chair
 - Michael Biasiello**, branch director

Northwest Suburban Branch
by Sylvia Deek, DDS

Congratulations to **Ted Borris** on the marriage of his daughter, Stephanie, who was wed to Paul Kuzich of Arlington Heights on July 11. While it was not the reception that they had planned, the 30 guests who were present and wearing masks had a great time. Ted also has published his first novel, *What If ??*, which was written during the initial weeks of the COVID stay at home period. It is available on Amazon as a paper-

back and Kindle e-book. Ted said he has received great feedback and requests to write a sequel. He hopes our branch members will enjoy it too!





NORTHWEST SUBURBAN:
Ted and Carolyn Borris celebrate the marriage of their daughter, Stephanie, to Paul Kuzich.

President Profile

Michael Unti, DDS | NORTHWEST SUBURBAN BRANCH

Education: Michael Unti earned his bachelor's degree in physics in 1984 from Loyola University Chicago, graduating cum laude. He earned his dental degree in 1988 from the University of Illinois at Chicago College of Dentistry.

Family and Practice: Mike has been the owner of Palatine Complete Dental in Palatine since 1992. His wife is named Debbie. They have three children, Beverly, Evelyn and Donald, and a grandson, Harrison.

Outside of dentistry, my interests include my church, golf and scouting. I am also the manager/lead singer of the Lakes Area Swing band, an 18-piece Glenn Miller/Sinatra Big Band.

When I proudly talk about our branch with new members, I tell them I am proud of our Branch in how members step up and answer the call whenever positions need to be filled, money needs to be raised, and especially how many members are actively involved in organized dentistry. It's very inspiring!



The Unti family: Mike, daughter, Evelyn. wife, Deb, daughter, Beverly, and son, Don.



SOUTH SUBURBAN: Midwestern faculty members Larry Smith, Phil Schefke, Tim Toepke and Peter Chang demonstrate social distancing as they cross the street.

South Suburban Branch by Kevin Patterson, DDS

The PPE we are now wearing makes me feel like an astronaut. I will confess to a certain delight in the horrified expressions I see, when I tell a young dentist that we worked barehanded when I was in dental school.

My class of 1986 did not wear masks and gloves until we were Seniors. We were the last class of “wet-fingered dentists.” Everyone complained about the changes. Things never went back to “normal”. I’ve learned that the profession evolves as times change. We adapt to a new normal and the old normal becomes archaic. These periods of transition present a challenge and are stressful. I hope you are all coping well.

Professor **Phil Schefke** reports that the dental school seniors from Midwestern University graduated on time! He said that their clinic is up and running and that they have been busy.

Joe Gradowski has not let the crisis keep him down. He recently spent his Father’s Day riding scooters with his family in a State Park. Rock on, Joe.

Spencer Pope is a proud dad. His son, Ethan, recently graduated from St. Mary School. Ethan will be attending Lincoln-

President Profile

W. Brent Stanford, DDS | SOUTH SUBURBAN BRANCH



The Stanford family: Brent, Madeleine and Jonah Buckels, Sharon and Sean.

Education: W. Brent Stanford earned his bachelor’s degree in biology in 1980 from Loyola University Chicago. He earned his dental degree in 1987 from the Northwestern University Dental School.

Family and Practice: W. Brent Stanford practices at A Lasting Smile in Chicago Heights. His wife is named Sharon and they have a son Sean, who lives in Denver, and a daughter Madelaine, who works as a performer for Norwegian Cruise Lines with her husband, Jonah Buckels.

Outside of dentistry, my interests include gardening, cycling and tennis.

When I proudly talk about our branch with new members, I tell them we are one, organized as a profession to serve and provide public healthcare for our community.

Way Central High School. Congratulations also to Spencer on his recent election as the next South Suburban Branch director.

Rick Bona and his wife, Mary Pat, recently welcomed their eighth grandchild. Lillian Smith was baptized over Fourth of July weekend.

I know that all of our branch members are grateful to Rick Bona and our director, **Ron Waryjas**, for the tireless and outstanding job that they have done in

keeping us all updated and informed during these unprecedented times. Thank you both from all of us.

Our condolences to **Brent Stanford** and his wife, Sharon. Sharon’s father recently passed away and funeral services had to be postponed because of the pandemic. As a tribute to his father-in-law, Brent suggested the Youtube video *So God made a Farmer*, by Paul Harvey. I listened as Brent suggested, and I recommend you do so as well.



SOUTH SUBURBAN:
 (above) Richard Bona welcomed his eighth grandchild, Lillian Smith.
 Pictured are: (L-R) Joseph Smith holding Charlotte Smith, Maureen Smith holding Lillian Smith, Richard Bona, Mary Pat Bona holding Walter Smith.

(right) Joe Gradowski enjoyed Father's Day with his family riding scooters and hiking at Warren Woods State Park in Michigan.



I can report firsthand that **Monil Shah** and **Munther Salem** have been busy in their Riverdale office. They have recently added two new associate dentists. **Mansi Mehta** and **Anjali Reddy**; both are graduates of the New York University College of Dentistry. We welcome them to our branch and I look forward to introducing them to everyone, in person, when our branch meetings resume.

In closing, I will leave you with the results of an informal poll of our South Suburban Branch members, Picks for a Pandemic:

5. "I Will Survive" by Gloria Gaynor
4. "Don't Come Around Here No More" by Tom Petty
3. "Don't Stand So Close To Me" by The Police
2. "Stayin' Alive" by the Bee Gees
1. "It's The End Of The World As We Know It" by REM

Stay Healthy.

West Side Branch by Richard Kohn, DDS, and Michelle Jennings, DDS

It is during challenging times when we can be proud of our West Side Branch family and the efforts that our officers have made to help all of us. We are thankful for the work of CDS Executive Director Randy Grove, **Sharon Perlman, Brian Caraba, Shafa Amir-soltani, Blase Brown, Carla Delafuente** and **Frank Orland**. Through their efforts, our branch was able to procure PPE (N95 masks, hand sanitizer and face shields) for our members. Randy Grove contacted the Chicago Department of Public Health regarding PPE that they may have for our branches that had offices in Chicago. Our officers facilitated the transport, storage and distribution of the PPE. The masks that were not appropriate were donated by our branch to the Ounce of Prevention Fund to be distributed further to a number of community-based non-profit agencies in Chicago that service Early Head Start and Head Start families hit hardest by COVID-19.

This spring and summer **Frank Orland** and **Carla Orland** have been staying close

to home. After a week on the East Coast in January and spending time at the Mid-winter Meeting, trips in April, May and June had to be cancelled – a common problem for many of our members. All plans for July centered around two birthdays and celebrating them with **Gina Orland** and her sons, John and Joseph. Of course Carla and Frank have spent a lot of time "sitting" with the boys whenever Gina is at the office.

Laurel Frausto gave birth to a baby girl, Liliana Claire, on Jan. 13 She was a healthy 7 pounds, 5 ounces. They have been spending a lot of time at home enjoying the days with Lily as she is now crawling and just starting to teethe.

Laurel is a 2018 graduate from the UIC College of Dentistry and did her GPR in 2019 at Advocate Illinois Masonic Medical Center. Congratulations, Laurel, and welcome to our branch!

Gary Alder and his wife, Diana, have NOT been doing anything fun. Gary enjoys an occasional golf outing. But in Gary's words, "life kinda stinks." When work is the highlight of the day you know you are in "existence mode."

President Profile

Blase Brown, DDS, MS | WEST SIDE BRANCH

Education: Blase Brown earned his bachelor's degree in 1975 from Loyola University Chicago. He earned his master's degree there in 1978 and he earned his dental degree in 1981.

Family and Practice: Blase Brown is the director, Small Group Facilitation, and a clinical associate professor at the University of Illinois at Chicago College of Dentistry. His wife is named Nancy and they have two daughters, Bridget and Blair Covino, and a son, Patrick.

Outside of dentistry, my interests include advocacy for persons with developmental disabilities, writing poetry, cycling, kayaking, hiking and walking trips, and faith development.

When I proudly talk about our branch with

new members, I tell them that contributing to our combined interest as a profession and the public's health is one of the most important functions of organized dentistry.



The Brown family:
(L-R) Son, Patrick; daughter-in-law, Abby; granddaughter, Grace Covino; Blase; daughter, Bridget; wife, Nancy; granddaughter, Emma Covino; grandson, Carter Covino; daughter, Blair Covino; grandson, Finn Covino; and son-in-law, Chris Covino.

Charles Palin, a maxillofacial prosthodontist at Loyola University Medical Center, was featured on an *ABC Channel 7 News* story about a 62-year-old patient that needed reconstructive surgery following treatment for Stage 4 cancer where he lost his nose and upper jaw. His patient had trouble eating, drinking and talking. The reconstructive surgery allowed a prosthetic nose to be created using a 3D printer which was attached to the reconstructed roof of his mouth utilizing magnets. It is amazing to be able to change someone's life!

Our Installation of Officers meeting was held virtually (as all of our fall branch meetings will be). **Sharon Perlman** put together a slide show of past officers and members. We were honored to have **George Zehak** preside over the induction ceremony with the following officers inducted for 2020-21:

- **Blase Brown**, president
- **Larry Jacobs**, vice president
- **John Polivka**, secretary
- **Sharon Perlman**, treasurer
- **Carla Delafuente**, librarian.

It has been quite a year of change and a special thanks to the CDS officers and our West Side Branch officers who have had many extra virtual planning meetings to keep our members moving forward.

Kamal Vibhakar enjoyed a golf trip with several of his friends at the American Club, Whistling Straits, in July. Kamal reported they had great weather and a terrific experience though not a perfect golf game.



Laurel Frausto and her husband, Shanti, welcomed daughter Liliana Claire on Jan. 13.



WEST SIDE:
(above) Blase Brown conducts an online course

(left) Kamal Vibhakar with his friends at Whistling Straits Golf Course in Kohler, WI. Pictured (L-R) Kamal Vibhakar, Neil Parekh, Punit Vajaria, Garv Vajaria, Yogi Vajaria, Ken Portillo and Chris Kramer.

President Profile

Marmar Modarressi, DDS, MS | WEST SUBURBAN BRANCH

Education: Marmar Modarressi earned her dental degree in 2004 from the New York University College of Dentistry. She continued on to earn certification in periodontics in 2007 from the University of Michigan School of Dentistry.

Family and Practice: Marmar practices in Oak Brook. She is married to Ali Tafti, an associate professor at the University of Illinois at Chicago College of Business Administration. They have a daughter, Tala.

Outside of dentistry, my interests include traveling, listening to music, spending time with friends and family, and exploring Chicago.

When I proudly talk about our branch with new members, I tell them it is an honor being president of the West Suburban Branch, which is the largest of the nine branches. The West Suburban Dental Society has been warm, friendly, professional, and helpful to me from day one and I'm excited to pay it back and help others. It feels good to be involved and be a part of a cause for the greater good of our patients and dentistry as a whole. I look forward to working with an amazing group of dental professionals.



Marmar Modarressi with her husband, Ali Tafti, and daughter, Tala.

classifieds

Place your ad online at CDS.org

DEADLINES

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

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.

FOR RENT

DENTAL CLINIC FOR LEASE: Located in the business area of Clark Street. Fully furnished, plus two dental chairs. Ready for business. Free parking for customers. Ideal for starting or expanding. Inquire 847.489.4434.

DENTAL PRACTICE FOR RENT:

Beautiful stand-alone building in St. Charles, on the corner of a busy intersection, available for rent. The practice is newly constructed and includes full-color electronic signage, top-of-the-line surgical suite with an additional four ops. This modern practice is perfect for anyone looking to deliver an excellent patient experience with its marble and stone waiting area and fireplace. Endless potential and plenty of room to expand if needed. Ownership opportunity may also be available. Call or email us today. brarsophie50@gmail.com.

PREMIER WINNETKA DENTAL SUITE:

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

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.

SOUTH SUBURBAN AREA: Operatory for rent and/or equipment, instruments for sale. Well maintained, excellent condition. Make offer. Compressor, vacuum, chair, X-ray, light, Cavitron, sterilizer, film processor, lathe, etc. Additional space plumbed if needed. Start earning tomorrow. Contact docpete2@icloud.com.

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

FOR SALE BY OWNER

EXCELLENT OPPORTUNITY FOR BEGINNERS to take over an established running practice from a retiring dentist. Established 30-plus years of practice in southeast side of Chicago. Grossing over \$350,000 per year on 30 hours per week. Good mix of HMOs, PPOs and fee-for-service. Inquire to bns@protonmail.ch.

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

WELL-ESTABLISHED DENTAL PRACTICE FOR SALE IN NORTH SIDE OF CHICAGO: 2,400-square-foot building with ample parking behind and great location. Six fully equipped operatories, digital x-ray and Dentrax. PPO/fee-for-service grossing \$800,000 per year. English- and Romanian-speaking language patients. Email docpavel1@yahoo.com.

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

DENTAL OFFICE FOR SALE:

Bensenville, three plumbed operatories with three intraoral X-rays/panoramic machine. Fourth operatory space. New lab cabinets. Great second dental office/new graduate. Reasonably priced. Call Gloria, 815.451.1574. fishkeys@comcast.net.

DENTAL PRACTICE FOR SALE: Owner is retiring and selling general family practice and office condo. Lisle area. Collections for 2019, \$200,000 for 20 hours weekly. No HMO or Medicaid. wsjstaff@yahoo.com.

SCHAUMBURG OFFICE FOR SALE, FIVE OPS WITH EQUIPMENT, NO PATIENTS:

Schaumburg dental office for sale in strip mall off Golf Road. About 2,700 square feet, five ops with equipment/cabinets. No patients. \$4,700 rent/month lease. Asking \$120,000. Contact 802.310.7271 or advanidds@gmail.com.

PRACTICE FOR SALE:

Office/equipment for sale on west side of Chicago as owner retiring. Three ops. Good mix of HMO/PPO, Medicare, Medicaid. Call 630.207.2125.

WEST SUBURBAN OFFICE FOR SALE:

Collections \$490,000 on two days a week. All specialist work referred out. Inquire at dentistoffice123@yahoo.com.

OFFICE FOR SALE BY OWNER:

For sale by owner for medical reasons, three fully equipped operatories in Kankakee, all digital, gross \$280,000. Includes building, \$225,000. williammitsos@yahoo.com.

EQUIPMENT SALE: Peyton & Crane maple center cabinet with overhead light touch-free feature, rear cabinets with shelves, monitor mount, Vistaclear water filtration, Pelton & Crane delivery system, Brewer dental chair, doctor's chair, assistant's stool, storage office and lab cabinets and more dental stuff. Email cityteeth007@gmail.com.

SCHAUMBURG OFFICE FOR SALE, FIVE OPS WITH EQUIPMENT, NO PATIENTS: Schaumburg dental office for sale in strip mall off of Golf Road. About 2,100 square feet, five ops plumbed. No patients. \$4,700 rent/month, 3% increases each year, year-to-year lease (could be negotiated). Asking \$140,000. Contact 802.310.7271 or advanidds@gmail.com.

NORTH SUBURBAN DENTAL PRACTICE FOR SALE:

North suburban dental practice for sale. Four ops, fee-for-service/PPO practice. Panoramic, Dexis, Intra-Oral camera. Great location. Great patients, \$450,00-500,000 per year, three to four days per week. Doctor ready to retire. Call 847.673.6616 or email brockdental@aol.com.

DENTAL EQUIPMENT FOR SALE: I sold my practice, have two operatories for sale, one is a newer Belmont XCaliburV with Accuracy X-ray. Everything must go, make offers. Compressor autoclave, also. 224.766.0054 antiquemike1952@yahoo.com.

OFFICE FOR SALE BY OWNER:

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

PRACTICE SHELL FOR SALE: Three-op shell office in Fox Lake for sale. Only \$50,000. Includes computers and digital sensors. Bring offers. twopracticesales@gmail.com.

GROWING CHAMPAIGN, IL, GENERAL

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

FOR SALE BY BROKER

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

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

CHICAGO. GENERAL PRACTICE FOR SALE:

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

LOMBARD PRACTICE AND BUILDING SALE:

Well-established practice in a stand-alone building. Six operatories with five equipped. Eaglesoft/Schick Digital. Collections, \$800,000. PPO/fee-for-service. Contact Jim Plescia, jplescia@e-ppc.com, 630.890.6074. Professional Practice Transitions.

SKOKIE PRACTICE AND BUILDING FOR SALE:

Excellent visibility freestanding building. Three to four digital operatories. Part-time average collections: \$270,000. Mainly fee-for-service. Contact Jim Plescia, jplescia@e-ppc.com, 630.890.6074. Professional Practice Transitions.

OFFICE FOR SALE BY OWNER:

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

CHICAGOLAND PEDIATRIC PRACTICE FOR SALE:

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

ST. LOUIS GENERAL PRACTICE FOR SALE:

Minutes from downtown Saint Louis, this general practice is in a prime location. The practice has four operatories with a large expansions opportunity for additional ops. Collections of \$450,000 and seller's discretionary earnings of \$150,000. Over 1,125 active patients. Real estate for sale, including adjacent 1-acre lot. Ready to learn more? Contact Kaile Vierstra with Professional Transition Strategies via email kaile@professionaltransition.com or give us a call, 719.694.8320. We look forward to hearing from you.

FOX RIVER GROVE, PRACTICE SALE:

Well-established practice with four operatories in a busy storefront location. PPO/fee-for-service. Collections, \$400,000. Dentist is relocating Contact: Jim Plescia, jplescia@e-ppc.com, 630.890.6074. Professional Practice Transitions. www.e-ppc.com.

CHICAGO PRACTICE FOR SALE:

Established Northwest Side. Excellent starter, satellite, four-operatory digital practice with Panoramic, expandable. Standalone building with great visibility. Collections, \$325,000. Contact Jim Plescia, jplescia@e-ppc.com, 630.890.6074. Professional Practice Transitions.

DENTAL PRACTICE FOR SALE:

Owner is retiring and selling dental practice in Chicago, Belmont Cragin area. Very motivated and considering all offers. Contact Ela Nistor of @properties at 773.653.6442 or email ela@atproperties.com.

NORTHERN CHICAGO, GENERAL PRACTICE FOR SALE:

Chicago is consistently rated as one of the best places to live in Illinois – and this location is truly the best of the best. Current doctor would prefer to sell to an individual. Six operatories with expansion opportunity Collections of \$600,000, seller's discretionary earnings of nearly \$180,000, 750 active patients with over 10 new patients per month. Great location in desirable community. To learn more about this excellent general practice, contact Kaile Vierstra with Professional Transition Strategies via email kaile@professionaltransition.com or give us a call: 719.694.8320. We look forward to hearing from you.

ORLAND PARK PRACTICE SALE:

Priced to sell. Great starter opportunity. Four operatories fully equipped. Great location with excellent visibility. Collections, \$200,000. Low overhead. Contact Jim Plescia, jplescia@e-ppc.com, 630.890.6074. Professional Practice Transitions.

MULTILOCATION CHICAGO AREA PRACTICE

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

PRACTICE FOR SALE: Chicago, North Center, 2019 collections \$376,000, all fee-for-service. Two ops, third plumbed, digital. \$200,000 net after debt service. Exceptional internal growth opportunity refers ortho, pedo, endo, oral surgery. 30% overhead. Great crown and bridge practice. Contact tmdermott@paragon.us.com.

PRACTICES FOR SALE:

Currently available Chicago north side, northwest side, north suburbs, southwest suburbs, west suburbs, Bourbonnais and more coming. See details on our website. www.paragon.us.com.

PRACTICE FOR SALE IN CHICAGO:

Nice location practice and building for sale, first floor practice with two operatories, instruments and supplies, second floor, three-bedroom apartment, as well as an open basement. One mile away from Chicago Midway International Airport, and 15 minutes to Downtown Chicago. For more information contact Maria and Jose Castillo at 773.251.0325.

NORTHWEST INDIANA, SUBURBAN CHICAGO

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

WOODRIDGE PRACTICE FOR SALE:

Excellent starter-satellite four-operator digital practice. Includes a digital Panorex. Dentist retiring. Collections, \$445,000 on three days. Excellent hygiene program. All fee-for-service. Contact: Jim Plescia, jplescia@e-ppc.com, 630.890.6074. Professional Practice Transitions.

BOOMING CHICAGO WESTERN SUBURB GP

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

MELROSE PARK PRACTICE FOR SALE:

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

DENTAL OFFICE FOR SALE:

On Harlem Avenue in Orland Park. Complete with three exam rooms, waiting room, reception area, private office with full bathroom, lab, and sitting room. Contact Andrew McCatty with Mike McCatty Group, Century 21 Affiliated at 708.217.5232 for more information.

ROSELLE PRACTICE FOR SALE:

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

GENERAL PRACTICE WEST OF CHICAGO

(ILRP0823): Opportunity to acquire \$1 million-plus practice two hours west of Chicago. Enjoy a high income by acquiring this long-established practice. Contact Sherry Foster 765.210.3793 or sherry@legacypracticetransitions.com.

AMAZING PRACTICE FOR SALE:

Amazing opportunity in Villa Park. This 1,200-square-foot practice is located in a shopping center occupied by healthcare industry tenants. The three-op facility has been in the same location for over 15 years. The patient base is primarily fee-for-service. No Medicaid. The practice is open on an abbreviated schedule and collects \$540,000 a year. The seller is motivated to sell and is open to consider all reasonable offers. Bill Houston, AFTCO. Office, 630.242.5678. Cell, 630.417.2434.

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

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

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

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

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

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

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

DOWNERS GROVE – New. Data pending.

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

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

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

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

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

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

WORTH – Six ops, expandable. Corner location with parking. High collections. CBCT.

Fee-for-service and PPO. Specialists on staff. A rare opportunity.

ADS MIDWEST:

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

peter@adsmidwest.com or adsmidwest.com. Sellers needed. Never have values been higher. Call for a free consultation if you are considering a transition or sale.

PERIO – Chicago, \$1.3 million.

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

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

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

ORAL SURGERY – Western suburbs \$1.6 million.

NORTHWEST INDIANA – \$1.2 million, high quality.

NORTHWEST INDIANA – \$1.35 million, \$800,000 net, 3.5 days per week.

CHICAGO LOOP – Beautiful 3 ops, \$435,000-plus.

CHICAGO LOOP – \$1 million and growing

4 paperless ops, all specialties referred.

NEAR MIDWAY – \$1.2 million-plus, fee-for-service/PPO, CBCT, high tech, high visibility.

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

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

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

SCHAUMBURG – \$1 million, Sold.

PALATINE – \$1.2 million, CBCT, quality PPO/fee-for-service.

NORTHWEST SUBURB – \$500,000, fee-for-service/PPO, CEREC, Pending.

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

FAR NORTHWEST SUBURB – \$600,000 100% fee-for-service, freestanding building.

CRYSTAL LAKE – Four ops, real estate.

LIBERTYVILLE – Sold.

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

NEAR WESTERN SUBURBS – \$1.2 million collections, freestanding building.

ADDISON – \$500,000, low overhead, priced to sell.

DUPAGE COUNTY – \$700,000-plus, all specialties referred, freestanding building.

ELMHURST – Highly desirable location, \$570,000.

SOUTHWEST SUBURB – \$600,000, Pending.

NAPERVILLE – \$1.25 million, pending.

NAPERVILLE – \$450,000, all specialties referred, huge upside.

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

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

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

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

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

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

CHICAGO DENTAL BROKER:

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

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

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

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

NORTHWEST SUBURBAN – 1) Office only with equipment. Beautiful four-op facility with some charts. Fire sale.

2) Three-op practice doing \$180,000 on 1.5 days per week. Almost all fee-for-service, new technology, priced to sell.

3) Brand new build-out but has to sell. Doing \$450,000-plus and can grow. Great location in strip center, see to believe.

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

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

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

SOUTH SUBURBAN – 1) Four-op starter. Owner relocating and must sell, come save. Beautiful presentation, doing \$225,000.

2) Three-op and fee-for-service. Doing \$400,000 without trying, well-established, real estate also. Motivated seller.

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

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

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

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

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

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

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

SPACE SHARING

OUTSTANDING SPACE SHARING

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

glenndeweirdt@yahoo.com.

LOOKING TO PURCHASE

LOOKING TO PURCHASE EXISTING DENTAL

PRACTICE: Looking to purchase existing dental practice, three-plus ops including real estate in West Town, East Village, Ukrainian Village or Noble Square in Chicago.

[vasylbar@gmail.com](mailto:vasybar@gmail.com). 773.968.9864.

LOOKING TO PURCHASE A PRACTICE IN THE

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

OPPORTUNITIES

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

OUTSTANDING OPPORTUNITY:

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

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.

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

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

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

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

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

SEEKING ENDODONTIST, NORTHWEST SUBURBS: We would love to hire an endodontist to come into our office in Barrington between two and four times a month. 50/50 split offered. Please email aiwasz1023@gmail.com if you are interested.

PEDIATRIC DENTIST OPPORTUNITY, NORTHWEST INDIANA: \$15,000 sign-on bonus and up to \$10,000 in relocation expenses for a full-time pediatric dentist. Come join Children's Dental Center & All About Kids Dental Care in Merrillville and Chesterton, IN. Established, doctor-led offices with busy schedules and long-term staff. Guaranteed base salary plus production bonus. Full benefits, including CE, malpractice and 401(k) match. Safety protocols include health screening, complete PPE and HEPA air filtration. Send CV to recruiting@uniteddentalpartners.com.

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

GENERAL DENTIST OPPORTUNITY, ROCKFORD: \$15,000 sign-on bonus, up to \$10,000 in relocation expenses plus annual bonus opportunity for a full-time general dentist. Come join All Family Dental & Braces-Rockford, our busy multispecialty family practice. Guaranteed base salary plus production bonus. Established, doctor-led office with busy schedules and long-term staff. PPO/Medicaid. Full benefits, including CE, Malpractice and 401(k) match. Safety protocols include health screening, complete PPE and HEPA air filtration. Send CV to recruiting@uniteddentalpartners.com.

TWO-OP PRACTICE AVAILABLE: Low overhead, two-op practice available for lease, sale, or associate position in underserved area on Northwest Side. Build a starter or satellite at this prime location. uefs@aol.com.

ASSOCIATE DENTIST: Associate dentist wanted, part-time leading to full-time. Fee-for-service practice in Downers Grove. Please fax your resume to 630.969.7723 or email to chewswisely@hotmail.com. You may also call us at 630.969.7711.

SEEKING GENERAL DENTIST: Seeking part-time, general dentist for our private office. We are located in Third Lake/Grayslake area. This is a great opportunity for a self motivated, reliable professional. Email dentalon45@gmail.com.

GENERAL DENTIST, AURORA:

General dentist, part-time. A fast-growing practice with strong patient base located in Aurora Illinois is looking for part time general dentist. Accepting PPOs/All Kids/fee-for-service/Medicaid. dentalresume303@gmail.com.

ENDODONTIST NEEDED-PART TIME:

Endodontist needed for our practice in Elmhurst. Large referral base in place. We are looking for a qualified, motivated, ambitious Endodontist to join us. Practice in our fabulous office space with our wonderful team! Competitive compensation. Send CV for consideration to hr@elmhurstdental.com. Equal opportunity employer.

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

CEREC-TRAINED DENTIST NEEDED:

Webster Dental Care is seeking full-time skilled Cerec dentists for our busy La Grange Park and Skokie offices. We have beautiful and safe offices with a very large patient base and excellent reimbursement schedules. Interested parties should send resumes to Dr. Steve Rempas at drsteve@webster.dental.

GENERAL DENTIST AND PERIODONTIST NEEDED: Naperville, multispecialty practice looking for an experienced general dentist (part-time or full-time) and periodontist (twice a month). Competitive pay. Send resume to dentalavailability@yahoo.com.

GENERAL DENTIST, PART-TIME:

Our fast-paced office located in Belvidere, IL, needs a part-time general dentist. Relaxed working environment, trained staff, phenomenal income potential as compensation is based on 33% of production or a guaranteed base salary of \$700/day whichever is higher. We have top notch PPE including N95 Respirator masks, UV light air purification system and extra-oral suction units to trap the aerosol. We follow all CDC Guidelines. bestparttimeopportunity@gmail.com.

DENTIST WANTED:

Exceptional opportunity for a general dentist to join our fee-for-service highly respected general restorative practice with an impeccable reputation of quality and integrity. Offering an exceptional standard of care spanning multi-generations, this practice is well established in a friendly, mid-size Southwest Michigan community. Features include a highly skilled and dedicated team, state-of-the-art technology and a well-built facility in prime location. I am seeking a dentist with the same practice philosophy to begin as an associate and then progress to a potential partnership. Minimum of two years of experience preferred. Please email Lisa at lisa.teamcoordinator@gmail.com.

PEDIATRIC DENTIST:

Lake Zurich, full-time/part-time position in well-established, fee-for-service and private insurance-based pediatric dental practice, including a daily guaranteed base salary with commission. Please contact Dr. Mahmoud at sarah@childrensdentistrygroup.com for more information.

EXCELLENT OPPORTUNITY FOR A PROSTHODONTIST: Gundersen Health System in La Crosse, WI, is seeking a prosthodontist or maxillofacial prosthodontist to join its Department of Dental Specialists. You will have an opportunity to step into a well-established multispecialty dental clinic that includes oral surgery, endodontics, periodontics, pediatric dentistry and orthodontics. Gundersen's Department of Prosthodontics was established over 40 years ago and encompasses the full scope of prosthetic and maxillofacial prosthetic services. In addition, we are home to an accredited OMFS residency program. Therefore, you will be encouraged to incorporate teaching in this collaborative, collegial environment. Additionally, you will have an opportunity to work in partnership with our cleft palate clinic, head and neck tumor conference, plastic surgery, otolaryngology, sleep disorder center, radiation oncology, speech pathology, dental specialists, trauma center and more. Candidates need to be proficient in fixed, removable and implant prosthodontics. Experience in maxillofacial prosthetics is highly preferred. The Prosthodontic Section currently uses digital imaging (intra-oral and CBCT), 3D digital scanning (TRIOS), and 3D printing. There is an extensive dental laboratory on location. Qualifications include a DDS/DMD degree, completion of an ADA accredited advanced education program in prosthodontics and eligibility for licensure in Wisconsin. La Crosse is a historic, vibrant city nestled between bluffs and the legendary Mississippi River. La Crosse boasts a historic downtown and riverfront, a host of festivals and annual celebrations, some of the best outdoor recreation, excellent schools including three universities, affordable housing in safe neighborhoods, an endless variety of live entertainment and breathtaking beauty, making this a great place to call home. Contact Jon Nevala at jpnevala@gundersenhealth.org or 608.775.4224.

LOVE WHERE YOU WORK, JOIN SHINING SMILES: Shining Smiles seeks full-time or part-time associate for our office in Riverside just 20 minutes from downtown Chicago. Beautiful new office with great income potential and an awesome work environment, PPO insurance only. Check out our website www.shiningsmiles.com and come work with the best. Send resume to milad312@gmail.com.

GENERAL DENTIST NEEDED:
Digital state-of-the-art office seeking general dentist located in far west suburbs. Experienced staff with robust patient base. Daily guarantee, excellent pay with paid malpractice and benefits. Mentorship available. No corporate red tape. Email resume westdentaljobs@gmail.com.

GENERAL DENTISTS, FULL-TIME/PART-TIME:
Team Dental is a busy, fast-growing, privately owned dental office in Chicago, seeking talented and enthusiastic associate dentists. New grads welcome. Morning/evening schedules. Guaranteed minimum plus tremendous income potential. Email sidwjobs@gmail.com.

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

ENDODONTIC SPECIALTY POSITION AVAILABLE:
Well-established endodontic Practice (40 years) seeks an associate or purchase of practice. Office equipped with microscopes. Please email or call. endoassocltd@gmail.com. 708.456.1915.

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

ORTHODONTIST – FULL-TIME IN SOUTH BEND, IN: Full-time orthodontist role with our affiliated South Bend, IN, specialty practice. Outstanding earnings, benefits, relocation, and more. Well-established practice, over 30 years. Email resume to bames@dentalcarealliance.com or learn more and apply online at www.dentalcarealliance.com.

GENERAL DENTIST:
Established multispecialty office looking for a motivated general dentist to join our team three to four days a week, and one Saturday a month for our Naperville and Woodridge Locations. PPO/fee-for-service office, please email CV to drsud.dds@gmail.com.

ASSOCIATE DDS WANTED IN LIBERTYVILLE:
Seeking an associate general dentist at busy, progressive, fee-for-service family dental practice in Libertyville. Please email resume to drmrutledge@parkavedentalpro.com.

GENERAL DENTIST, FULL-TIME:
Established Dental Practice in far west suburbs of Chicago looking for full-time general dentist. High-tech office with very friendly staff. PPO and fee for service patients. Please send your resume to dental1946@gmail.com.

GENERAL DENTIST, FULL-TIME:

We are a thriving, family-owned dental practice in Arlington Heights that continues to grow. We are looking for a dentist who is talented, positive and coachable. This person should have excellent communication skills with a natural ability to build long-term relationships with patients and team members, becoming part of the community. We are an office where the patient comes first. We handle the marketing and office management, and currently generate 200 new patients per month. The owner dentist will work with this motivated person to uphold the excellence in dentistry, service and relationships that are the foundation of our practice. We offer a competitive package including base pay plus incentive bonuses, and have a professional and enthusiastic team working hard to help you achieve your goals. Learn about us at www.westgatedentalcare.net. Email CV and resume to personnel@westgatedentalcare.net.

ORTHODONTIST NEEDED:

General dental office looking for a part-time orthodontist to serve our patient in city of Chicago. Our practice offers entire family quality and affordable dental care. Complete freedom of treatment planning. Pursue your passion in our state-of-the-art office, with well-trained support staff. We accept PPO insurance, fee-for-service and Medicaid and have robust patient flow. Email westdentaljobs@gmail.com.

GENERAL DENTIST:

Established practice in the Roselle area (near Schaumburg) is looking for a full-time general dentist to join the team. This practice has a large loyal patient base, and is ready for its next doctor to help continue to grow. Fee-for-service practice, great benefits offered. Email CV to hr@elmhurstdental.com.

SEEKING DENTIST for Monday and Wednesday afternoons plus one to two Saturdays per month on southwest side of Chicago. We are a family-friendly and team focused practice. We treat patients with PPOs, fee-for-service, and Medicaid (kids only). Bilingual in Spanish is a plus. For details, visit <https://www.forever-dental.com/about-us>. Email resume to rdhake@forever-dental.com.

ASSOCIATE DENTIST NEEDED: Associate dentist needed Tuesday and Thursday for fine restorative dentistry. Must have training in Dawson or Pankey method or experience in fabrication of restorations on the articulator. Practice is 100% fee-for-service. Send CV to tmjcenter@yahoo.com.

GREAT DENTIST CAREER OPPORTUNITY IN

SCHAUMBURG: Established Schaumburg practice is looking for a hard-working dentist to join the team and taking over for a retiring doctor. This practice has a large loyal patient base, and is ready for its next doctor to help this practice continue to grow! This PPO/fee-for-service opportunity offers the right doctor a large income potential, and the position comes with a full array of benefits. If interested please email 1699dental@gmail.com to schedule an interview.

GENERAL DENTIST, PART-TIME:

Looking for a caring and ambitious associate to work in the western suburbs. Great patients and staff. Mentorship available. Fee-for-service and PPO only. Email thefamilydentalgroup@gmail.com.

GENERAL DENTIST NEEDED:

Office is within commuting distance from most northwest suburbs and the Rockford area along I-90. Daily guarantee plus percentage of collections in a non-DSO setting. Mentorship available if needed. Digital, busy office with friendly staff. Send resume to chicagolanddentist@yahoo.com.

GENERAL DENTIST:

\$750 or 35%, up to \$40,000 sign-on bonus. Part-time/full-time general dentist associate position available. Our dentists have clinical freedom and autonomy like in traditional private practice without the administrative and financial burdens of practice management. We believe our dentists are highly skilled professionals, so we have no production requirements and you'll never be treated like a number. New grads welcome. carolina@efdentalcare.com.

ASSOCIATE GENERAL DENTIST NEEDED:

Associate general dentist needed. A fully digital and fast-growing practice located in Aurora is looking for a part-time general dentist on two days a week. This is a primarily fee-for-service practice, but we have some PPO patients. We are looking for someone with great communication skills. We prefer surgical/implant experience, but not required. Contact pr@smilemoredental.com.

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

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

PEDIATRIC DENTIST: Pediatric dentist needed to join busy pediatric dental offices in the far north-west suburbs. Excellent long term staff and guaranteed compensation of \$225,000-plus. Full benefits. Busy schedules from Day One. Please send CV to scott.goldman@uniteddentalpartners.com.

GENERAL DENTIST NEEDED:

State-of-the-art office located in Chicago needs general dentist, Great compensation, daily minimum guaranteed, highly trained staff, paid malpractice insurance, fresh graduates welcome. Please email resume westdentaljobs@gmail.com.

DENTIST WANTED: Looking for a caring and ambitious associate to work in the south suburbs. Great patients and staff. All fee-for-service and possible partnership. dentaldoc2offices@gmail.com.

ASSOCIATE DENTIST: A part-time leading to a full-time opportunity for a friendly experienced dentist who enjoys working independently with an efficient team. This is a busy office in far north suburbs of Chicago, commute time is roughly 45 minutes away from Downtown Chicago. Excellent compensation along with great patient base. Please send resume to dentaltown840@gmail.com.

GENERAL DENTIST WISCONSIN/ILLINOIS BORDER: Seeking full-time general dentist to work at our office near the Illinois/Wisconsin border in Wisconsin. Our well-trained and experienced staff has the practice administration and clinical skills to complement your commitment to excellence. Established and growing patient base, dedicated employees and proven practice administration for over 30 years. hr@elmhurstdental.com.

GENERAL DENTIST NEEDED: Part-time general dentist for established modern, digital, paperless practices one located on the north side of Chicago, other in the south loop area. We are all stocked up on PPE to keep you and our patients protected. If you are interested in joining our team please send your resume to dentalresumes.4455@yahoo.com.

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

GENERAL DENTISTS NEEDED:

Webster Dental Care has openings for family oriented dentists in our safe offices located in Sauganash, Schaumburg and Skokie. Our highly competitive fee schedules equate to excellent compensation. All jobs are four to five days and include Saturdays. We are well stocked on PPE and have installed other safety features in our offices to keep you safe. Please send your resumes to Dr. Steve Rempas at drsteve@webster.dental.

FULL-TIME DENTIST OPPORTUNITY IN

DOWNTOWN PRACTICE: Full-time dentist wanted in a very busy, established downtown practice. This modern two-doctor fee-for-service/PPO practice is looking for a hardworking dentist to join the team and continue helping this practice to grow. Benefits include health insurance, malpractice and disability insurance, 401(k), and continuing education. If interested, please email 1699dental@gmail.com to learn more.

GENERAL DENTIST:

Full-time general dentist needed for an established digital fee-for-service/PPO office in South Elgin. Replacing a relocating dentist. Will be busy right from the start. New graduates welcome. Email resume to mjw_dd@yahoo.com.

SPANISH-SPEAKING ASSOCIATE:

Part-time associate for established practice. Responsibilities include general dentistry, anterior endodontics, extractions, implant restorations. Flexible schedule. Fee-for-service and two PPO plans. Competitive pay. 5447 N. Harlem. 79dental79@gmail.com.

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

EXCELLENT OPPORTUNITY FOR BEGINNERS

to take over an established running practice from a retiring dentist. Established 30-plus years of practice in southeast side of Chicago. Grossing over \$350,000 per year on 30 hours per week. Good mix of HMOs, PPOs and fee-for-service. Inquire to bns@protonmail.ch.

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

ELGIN, PART-TIME: Part-time, Saturdays, twice a month, seeking endodontist for established modern office. Private and PPO. tangobsas@aol.com.

NORTHWEST INDIANA ASSOCIATE DENTIST:

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

ENDODONTICS PRACTICE LOOKING FOR

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

PART-TIME PERIODONTIST WANTED:

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

ORTHODONTIST:

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

POSITIONS WANTED

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

Legislators must hold FEMA's feet to fire

Photo by ArtmannWitte/istockphotos.com

THE COVID-19 CRISIS HAS EXPOSED VULNERABILITIES IN OUR HEALTHCARE SYSTEM as well as dangerously poor long- and short-term planning by the federal agency that's supposed to have our back in emergencies – the Federal Emergency Management Agency.

As the pandemic intensified in late February/March, healthcare providers scrambled to find Personal Protective Equipment. The federal government bought limited supplies on the open market; states and local municipalities turned to *Amazon.com* and black-market pirates. Mostly, individual doctors were left to their own devices.

In response, your Chicago Dental Society's leadership and our talented staff mobilized membership, through our nine branches, donated their surplus PPE to front-line healthcare providers in late March. In two short weeks, 91,000 gloves and 7,400 masks along with gowns, face shields and other protective barriers were donated.

Now, months later, the shortages continue. Why? Because the Chinese have cornered the markets on PPE.

The Peterson Institute for International Economics reported that before COVID-19, China already exported more respirators, surgical masks, medical goggles and protective garments than the rest of the world combined.

China increased mask production nearly 12-fold in February alone. It can now make 150 tons per day of the specialized face mask fabric, according to a research and consulting firm, five times what China made before the outbreak and 15 times the output of U.S. companies. From March through May, China exported 70.6 billion masks.

China's top-heavy control of its economy and business planning created a stranglehold on the PPE market, as the rest of the world choked on steep price increases.

Rakesh Tammabattula, a suburban Los Angeles entrepreneur, shifted his business from making nutrition supplements and moisturizer to the production of medical masks and hand sanitizer in response to the pandemic. To do that, he needed a ma-

chine that could compress and cut fabric to make masks.

He discovered that the machines were made only in China. He had to charter a jet to fly the huge device – 36 feet long, 6 feet high and 5 feet wide – from southern China to Los Angeles.

Even producing hand sanitizer is hard, Mr. Tammabattula said. He has been unable to find any U.S. company that still makes plastic bottles with pump handles. He imports them, on expensive chartered aircraft, from – one guess – China.

He has applied for a federal loan for small businesses trying to produce medical supplies, but the paperwork has proved extensive, daunting and slow. "If we were to compare to the Chinese government," he said, "there's just no support for domestic manufacturing."

Adding to the burden, FEMA, aka the Keystone Kops, who fumbled the ball tragically during the 2005 New Orleans hurricane, contributed to PPE shortages by not filling the Strategic National Stockpile. As early as 2016, U.S. health agencies warned of a coming pandemic. The coronavirus exposed FEMA's poor planning, which created – rather than helped – problems securing PPE.

China played long ball.

Its Ministry of Science, in 2010, ordered a focus on developing basic equipment and medical materials of high demand, wide application and that were mainly imported. Officials also accelerated lenient policies making land available for new medical supply factories. FEMA? It was still sitting on the edge of the bed, pulling up its pants. (Paraphrase, Mark Twain)

Another lesson learned in the pandemic is that we, the people, must exercise our voting franchise as mandated by the Founding Fathers. Bureaucracies are fed by appropriations voted upon by elected lawmakers. Our political action needs to focus on legislators to hold FEMA's feet to the fire. Contacting members of Congress directly and contributing to organizations like Dent-IL-PAC that represent our professional interests has never been more important. ■

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Officers & Directors

Including a Celebration of 50 year Members

Installation Date

Sunday November 8, 2020

The Evening

Welcome Reception at 6:15 pm

Installation at 7 pm

Gala Desert Reception at 8 pm

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2021 Officer Nominees

Dr. Dean P. Nicholas, President

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

Dr. Michael G. Durbin, Secretary

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

Dr. Denise D. Hale, Treasurer



Dr. Dean P. Nicholas

CDS Officers election held during the Regional Meeting
Wednesday, Oct. 28, via Zoom at the start of the program.



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