

A group of people, mostly young adults, are smiling and posing for a photo at a baseball game. They are wearing Chicago Cubs merchandise, including blue t-shirts with 'CUBS' and 'BASEBALL' printed on them, blue baseball caps with the 'C' logo, and green lanyards with 'ROOFTOPS.COM' and '773.248.7643' printed on them. The background shows other fans and stadium seating.

## A Beautiful Day for Baseball

No quick solution to opiate crisis  
Many find volunteering adds to retirement  
Bipartisan House bill could be beacon on  
access to care



## Leader in fully integrated design & construction of dental and medical practices

The APEX team is proud to include talented designers, architects, project managers, and construction experts. The firm provides exceptional value by combining design and construction expertise to mitigate risk, save time and cost, and create total accountability.



# APEX design build

[www.apexdesignbuild.net](http://www.apexdesignbuild.net) ■ [info@apexdesignbuild.net](mailto:info@apexdesignbuild.net)

847.737.8567 ■ 9550 W. Higgins Road, Suite 170 Rosemont, IL 60018

## meeting place Dental meetings and CE opportunities

### September

#### 12: West Side Branch

Robert Lowe, DDS: *What's New in Restorative Dentistry*. Barclay's American Grille at The Carleton of Oak Park, 1120 Pleasant St., Oak Park. Cocktails: 6:15 p.m.; Dinner and Program: 7 p.m. Contact Richard Kohn, 630.920.3418 or [drrichardkohn@yahoo.com](mailto:drrichardkohn@yahoo.com).

#### 19: North Side Branch

Marmar Modarressi, DDS: *Plastic and Reconstructive Periodontal Surgery to Enhance Restorative Outcomes*. Erie Café, 536 W. Erie St., Chicago. Cocktails: 6 p.m.; Dinner: 7 p.m.; Program: 8 p.m. Contact Mital Spatz, 773.908.0482 or [mitalspatz@yahoo.com](mailto:mitalspatz@yahoo.com).

#### 20: Chicago Dental Society

Regional Meeting. Mark Piper, DDS; James McKee, DDS; Michael Casey, DDS; Thomas Predey, MD: A Panel Discussion on Complex Cases involving Occlusion, Facial Pain, TMD and Restorative Considerations. Drury Lane, 100 Drury Lane, Oakbrook Terrace. 9 a.m. – 2:30 p.m. 5 CE hours. Information and registration at [www.cds.org](http://www.cds.org).

## meeting announcements

The Chicago Dental Society provides the free publication of meeting announcements for dental study clubs and other not-for-profit organizations in our jurisdiction (Cook, DuPage and Lake counties in Illinois). The publication of such notices is at the sole discretion of CDS. Email your information to the CDS Review. Be sure to include the following: subject, date, time, location and speaker's name and degree, as well as the name and phone number or email of your contact person. All information must be submitted in writing. CDS reserves the right to edit material for space and style. Submit your meeting information online at [on.cds.org/MyEvent](http://on.cds.org/MyEvent).

## CDS, ISDS dentists team up to care for Illinois veterans on Nov. 11

On Veterans Day this year, show them we care.

Our goal is to persuade 3,000 Illinois dentists to set aside five appointments on Veterans Day to treat Illinois veterans. This would offer the capacity to serve 15,000 Illinois veterans and provide more than \$2.25 million in donated dental care.

Veterans will be able to sign up for the program for the donated dental care, and Illinois dentists are now able to sign up online to provide services. This event will take place on Saturday, Nov. 11, in participating dental offices throughout the State of Illinois. To find out more information, see the ad on page 5.

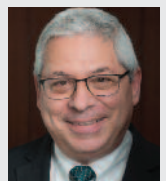


## Election of CDS officers to be held at the Nov. 8 Regional Meeting

CDS WILL HOLD ITS ELECTION OF THE 2018 OFFICERS NOV. 8 during the Regional Meeting at the Drury Lane in Oakbrook Terrace. The officer nominees are:

- Louis Imburgia, president
- Cheryl Watson-Lowry, president-elect
- Terri Tiersky, secretary
- Dean Nicholas, vice president
- Thomas Schneider Jr., treasurer

The installation of the 2018 CDS Officers ceremony will take place Nov. 12, at the Palmer House Hilton Hotel, 17 E. Monroe St., Chicago. A welcome reception begins at 6:15 p.m., followed by the installation at 7 p.m. A special dessert reception concludes the evening festivities at 8 p.m.



Louis Imburgia



**You are not a statistic.**



tdic.

You are also not a sales goal or a benchmark or a market segment.  
You are a dentist. And we are The Dentists Insurance Company, TDIC.  
More than 30 years ago, the small group of CDA dentists who started this  
company made three promises: to only protect dentists, to protect them better  
than any other insurance company out there and to be there when you need us.  
Because with TDIC, you're a dentist first, last and always.

# inside



10



26



24

## FEATURE

**No quick solution to opiate crisis** ..... 10  
Awareness, diligence by dental professionals can make an impact

## COLUMNS

**President's Perspective**..... 8  
Phillip Fijal, DDS: Leadership Challenge No. 4

**Practice Smarts** ..... 16  
Joanna Brown: Your office environment can keep or chase patients away

**It's the Law** ..... 18  
John M. Green, DDS, JD: You, your team need to know legal ramifications of request for records

**From the Ground Up**..... 20  
Michael Durbin, DDS, MS: Many find volunteering adds to retirement

**Bipartisan House bill could be beacon on access to care** ..... 22

**Cubs Event Recap** ..... 26

**Final Impressions**..... 48  
Walter Lamacki, DDS: Labor's Love Lost

## DEPARTMENTS

Directory.....4  
Vox Pop.....6  
Access to Care.....14  
Snap Shots.....24  
New Members .....35  
Meeting Place.....1  
Classified Advertising .....36



Cover Photo: Tricia Koning

**COPYRIGHT 2017** by the Chicago Dental Society.

*CDS Review* (USPS 573-520) July/August 2017, Vol. 110, No. 4.

The *CDS Review* is published seven times a year by the Chicago Dental Society.

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

## STAFF

**Editor** ..... Walter Lamacki, DDS  
**Director of Publications/Managing Editor** ..... Will Conkiss  
**Publications Coordinator/Graphic Designer** ..... Tom Long  
**Manager of Communications** ..... Rachel Schafer  
**Staff Writer** ..... Joseph DeRosier  
**Administrative Assistant** ..... Maura Condon

## SUBSCRIPTIONS

CDS members, \$17 (US/Canada);  
Nonmembers, \$25 (US/Canada);  
Schools and Other Institutions, \$30  
(US/Canada); Foreign, \$45.  
Single copies: \$5 domestic, \$8 foreign;  
except Preliminary Program issue:  
\$10 domestic, \$20 foreign  
(payable in U.S. funds).

## ADDRESS CHANGES

**Postmaster:** Send address changes to:  
Chicago Dental Society  
Member Services  
401 N. Michigan Ave., Suite 200  
Chicago, IL 60611-5585

## ADVERTISING INDEX

ACOA, Ltd. ....17  
AFTCO .....35  
Apex Design Build .....IFC  
Andrews Construction .....9  
Chicago Dental Broker .....34  
Chicago Dental Broker .....OBC  
Chicago Dental Society Regional.....21  
Chicago Dental Society .....7  
Midwinter Meeting Save the Date  
Chicago Dental Society.....15  
New Dentist Reception  
ISDS Veterans Day.....5  
National Practice Transitions.....19  
Office Anesthesiology .....6  
and Dental Consultants, PC  
The Dentists Insurance Company.....2

# directory

## PHONE DIRECTORY

CDS Review .....	312.836.7325
Communications.....	312.836.7330
Classified Advertising.....	312.836.7324
Display Advertising .....	312.836.7326
Member Services.....	312.836.7321
Peer Review .....	312.836.7331
Scientific Programs.....	312.836.7312

## STAFF DIRECTORY

### Executive Director

Randall Grove, 312.836.7308, [rgrove@cds.org](mailto:rgrove@cds.org)

### Associate Executive Director

Barry Ranallo, 312.836.7314, [branallo@cds.org](mailto:branallo@cds.org)

### Exhibitor Services Director

Lisa Girardi, 312.836.7327, [lgirardi@cds.org](mailto:lgirardi@cds.org)

### Member Services Director

Joanne Girardi, 312.836.7320, [jgirardi@cds.org](mailto:jgirardi@cds.org)

### Publications Director

William Conkis, 312.836.7325, [wconkis@cds.org](mailto:wconkis@cds.org)

### Scientific Programs Director

Ted Borris, DDS, 312.836.7312, [tborris@cds.org](mailto:tborris@cds.org)

### Communications Manager

Rachel Schafer, 312.836.7330, [rschafer@cds.org](mailto:rschafer@cds.org)

### Financial and Information Services Manager

Mohammed Adil, 312.836.7316, [mkadil@cds.org](mailto:mkadil@cds.org)

### Mediation and Peer Review Manager

Helen Rabitoy, 312.836.7331, [hrabitoy@cds.org](mailto:hrabitoy@cds.org)

## AFFILIATED ORGANIZATIONS

### AMERICAN DENTAL ASSOCIATION

312.440.2500 or 800.621.8099; [www.ada.org](http://www.ada.org)

### CHICAGO DENTAL SOCIETY FOUNDATION

Kristen Weber, Executive Director  
312.836.7301, [kweber@cdsfound.org](mailto:kweber@cdsfound.org);  
Fax: 312.836.7337; [www.cdsfound.org](http://www.cdsfound.org)

### ILLINOIS STATE DENTAL SOCIETY

217.525.1406 or 800.475.4737  
[www.isds.org](http://www.isds.org)

## CDS OFFICERS

**President:** Phillip Fijal, 847.824.5252, [pjflpt@aol.com](mailto:pjflpt@aol.com)

**President-elect:** Louis Imburgia, 847.698.0888, [drimburgia@att.net](mailto:drimburgia@att.net)

**Secretary:** Cheryl Watson-Lowry, 773.768.3100, [cdwatsonlowry@aol.com](mailto:cdwatsonlowry@aol.com)

**Vice President:** Terri Tiersky, 773.286.3750, [ttiersky@comcast.net](mailto:ttiersky@comcast.net)

**Treasurer:** Dean Nicholas, 630.678.9090, [drdnodds@aol.com](mailto:drdnodds@aol.com)

## BRANCH OFFICERS

### ENGLEWOOD

**Director:** Peggy Richardson, 708.532.6868, [richardsondds@gmail.com](mailto:richardsondds@gmail.com)

**President:** Andrew Moormann, 630.850.7799, [andrew.moormann@yahoo.com](mailto:andrew.moormann@yahoo.com)

**Correspondent:** Denise Hale, 708.599.7090, [denise.haledds@yahoo.com](mailto:denise.haledds@yahoo.com)

### KENWOOD/HYDE PARK

**Director:** Kimberley Bolden, 312.372.7874, [kmhbolden@aol.com](mailto:kmhbolden@aol.com)

**President:** Bitu Mehdinejad Fayz, 773.955.5000, [hpperiodontics@sbcglobal.net](mailto:hpperiodontics@sbcglobal.net)

**Correspondent:** Sherece Thompson, 773.238.9777, [sthompsondds@sbcglobal.net](mailto:sthompsondds@sbcglobal.net)

### NORTH SIDE

**Director:** Cissy Furusho, 773.545.0007, [bbyteeth@me.com](mailto:bbyteeth@me.com)

**President:** Richard Leyba, 773.539.0077, [rgleyba@sbcglobal.net](mailto:rgleyba@sbcglobal.net)

**Correspondent:** Ashley Kauffman, 847.677.2404,  
[ashleykauffmandds@gmail.com](mailto:ashleykauffmandds@gmail.com)

### NORTH SUBURBAN

**Director:** David Lewis Jr., 847.729.2233, [moosetoothnd@aol.com](mailto:moosetoothnd@aol.com)

**President:** Theodore Constantine, 847.272.6466, [drconstantine@comcast.net](mailto:drconstantine@comcast.net)

**Correspondent:** Karen Kasinski, 262.488.8191, [karen.kasinski@gmail.com](mailto:karen.kasinski@gmail.com)

### NORTHWEST SIDE

**Director:** Charles DiFranco, 847.318.0066, [cdifranco2@comcast.net](mailto:cdifranco2@comcast.net)

**President:** John Kaminski, 847.824.7722, [info@johnkaminskidds.com](mailto:info@johnkaminskidds.com)

**Correspondent:** Paul DiFranco, 847.318.7711, [pdifra2@gmail.com](mailto:pdifra2@gmail.com)

### NORTHWEST SUBURBAN

**Director:** Scott Smoron, 847.255.2526, [scottsmoron@comcast.net](mailto:scottsmoron@comcast.net)

**President:** Christopher Hall, 847.255.3620, [christopher.john.hall@gmail.com](mailto:christopher.john.hall@gmail.com)

**Correspondent:** Sylvia Deek, 312.612.9881, [drsdeek@gmail.com](mailto:drsdeek@gmail.com)

### SOUTH SUBURBAN

**Director:** Kevin Patterson, 708.849.8627, [kpattersondds@aol.com](mailto:kpattersondds@aol.com)

**President:** Ronald Waryjas, 708.596.2226, [southhollandortho@gmail.com](mailto:southhollandortho@gmail.com)

**Correspondent:** W. Brent Stanford, 708.755.2220, [1wbstanford@comcast.net](mailto:1wbstanford@comcast.net)

### WEST SIDE

**Director:** Michelle Jennings, 708.354.4545, [lagrangeperio@yahoo.com](mailto:lagrangeperio@yahoo.com)

**President:** George Barsa, :773.267.9777, [gebarsa@gmail.com](mailto:gebarsa@gmail.com)

**Correspondents:** Richard Kohn, 708.579.0488, [drrichardkohn@yahoo.com](mailto:drrichardkohn@yahoo.com);  
and Michael Santucci, 815.621.1605, [msantucci@uic.edu](mailto:msantucci@uic.edu)

### WEST SUBURBAN

**Director:** Mark Ploskonka, 773.846.6000, [ploskonka@msn.com](mailto:ploskonka@msn.com)

**President:** Paulina Brzozowski-Sawicki, 630.574-8383,

[paulinabrzozowski@yahoo.com](mailto:paulinabrzozowski@yahoo.com)

**Correspondent:** Matt Drescher, 563.320.0319, [westsubcds@gmail.com](mailto:westsubcds@gmail.com)

## CORRESPONDENCE & CONTRIBUTIONS

Address editorial correspondence to:

Chicago Dental Society

*CDS Review*

401 N. Michigan Ave., Suite 200

Chicago, IL 60611-5585

**Phone:** 312.836.7300

**Fax:** 312.836.7337

**Email:** [review@cds.org](mailto:review@cds.org)

**Dr. Lamacki's email:** [wlamacki@gmail.com](mailto:wlamacki@gmail.com)

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

## MEETING ANNOUNCEMENTS

CDS provides the free publication of meeting announcements for dental study clubs and not-for-profit organizations in the *CDS Review* and on our website, [www.cds.org](http://www.cds.org).

The publication of such notices is at the sole discretion of CDS. Be sure to include the following: subject, date, time, location and speaker's name and degree, as well as the name and phone or email of your contact person. All information must be submitted in writing. CDS reserves the right to edit material for space and style. Email meeting information to [review@cds.org](mailto:review@cds.org).

## ADVERTISING

Email [adinfo.cds@foxrep.com](mailto:adinfo.cds@foxrep.com) or contact one of the following regional offices:

### Fox-Chicago

800.440.0231 or 312.644.3888,

Fax: 312.644.8718

### Fox-New York

212.725.2106, Fax: 212.779.1928

### Fox-Los Angeles

805.522.0501, Fax: 805.522.0504

### Fox-Detroit

248.626.0511, Fax: 248.626.0512

# Show Them We Care.

Our goal is to persuade 3,000 Illinois Dentists to set aside five appointments on Veterans Day to treat Illinois Veterans. This would offer the capacity to serve 15,000 Illinois Veterans and to provide more than \$2.25 million in donated dental care.

**ISDS**  
illinoisdentistssalute.org

# VETERANS DAY

★ ★ ★ ★ ★ ★  
HONORING ALL  
WHO SERVED  
★ ★ ★ ★ ★ ★

**November 11, 2017**

*What can you do now? Save the Date.*

Keep watching the Illinois Dental News, your ISDS emails and our website for information.



## 'We've got teammates...being bullied, beat up'

I can't remember which team the Bears were playing, but I think it was 1985. Kevin Butler came onto the field to attempt a field goal and he missed.

After the miss, he turned to go off the field and one of the opposing players made the mistake of patting him on the head. When the defense came out onto the field, Mike Singletary was seething. Everyone knew there would be payback, but I can't remember who he decked. Jack Lambert of the Pittsburgh Steelers would have reacted the same way. We all know that Brian Urlacher or Loren Toews would take similar offense to any disrespect of a teammate. It's called LEADERSHIP. More specifically, it's Defensive Leadership.

On offense, the quarterback leads the team down the field. It's the kind of leadership that says, "follow me." That's not what I'm talking about. Singletary showed leadership by looking out for every member of the team. It's turning the whole organization around to face a threat, when one member of the team is

attacked, and then leading the charge. It's saying, "If you disrespect my teammate, you disrespect me."

Maybe the Illinois budget crisis isn't affecting your practice in a significant way. Maybe you've got plenty of money, and you are happy collecting the interest that the state is promising. Think of your teammates who aren't so fortunate.

Think of the young dentists who are trying to pay back student loans. Think of the women dentists with young families who are working part time. They are being bullied into loaning the state money whether they can afford to lend it or not. The state owes dentists more than \$190 million. The state government didn't ask if they could borrow that money—they took it. It's time for the leadership in organized dentistry to get tough. It's time for dentists to stand shoulder-to-shoulder.

We've got teammates who are being bullied and beat up; that is not OK.

— Kevin Patterson, DDS  
Riverdale

*"Think of your teammates who aren't so fortunate."*



### Office Anesthesiology & Dental Consultants, PC

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



Zak Messieha, DDS  
Dentist Anesthesiologist

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



2018 MIDWINTER MEETING ONLINE REGISTRATION OPENS NOVEMBER 1, 2017

PRIDE A PASSION

# DENTAL TRIAD

PROFESSIONALISM

153RD MIDWINTER MEETING | CHICAGO | FEBRUARY 22-24, 2018

**SAVE THE DATE**  
**BLOCK OFF YOUR SCHEDULE TODAY!**

Please join us in the world class city of Chicago for the 153rd CDS Midwinter Meeting. Three days of more than 200 educational courses, valuable hands-on learning, Live Patient Demonstrations, staff teambuilding, and over 700 exhibits. FIND MORE INFORMATION AT [WWW.CDS.ORG](http://WWW.CDS.ORG)



**CHICAGO DENTAL SOCIETY**  
THE RESPECTED LEADER IN SCIENTIFIC DENTAL MEETINGS<sup>SM</sup>



Write to Dr. Fijal at [pjflptp@aol.com](mailto:pjflptp@aol.com).

## LEADERSHIP CHALLENGE #4

I'M PRETTY SURE NEARLY EVERYONE HAS HEARD THE SAYING "I'M COMFORTABLE IN MY OWN SKIN." I've never liked that phrase; it depicts to me a picture of someone unwilling to improve, satisfied with the status quo. Should we all just be comfortable with where we are? Or should we strive to be a better version of ourselves? If we instead focus on introspection and positive change, the phrase would look like, "I know who I am and I like who I am becoming."

For many years in the early half of my practice career, I was part of a personal growth group. The group was comprised of Pride Institute clients from all over the country, all at a certain point in their journeys, and personally organized by Jim Pride. It was an invitation-only group, a very safe environment, which met four to six times a year. Each participant came with their own strengths and weaknesses that made for a very diverse yet engaged group. The meetings were led by a facilitator that changed each time, sometimes a psychologist, other times consultants specializing in human behavior or communication skills, and often felt more like group therapy sessions. In between meetings, we were given homework assignments that served as the basis for the next meeting's topic. We all found the meetings extremely valuable, but not devoid of difficult moments because of the questions that were posed and answered that would reveal some of our deepest thoughts and fears. There was a lot of laughter and tears, encouragement and confrontation, safety and love. We learned who we were.

So here's my next Leadership Challenge: find out who you are, the deep down who you really are.

Ask yourself questions like:

What do I want out of life? And what do I need to change to get it?

How has my past shaped who I am today?

What role did my parents/siblings play in my past?

How did I get to feel the way I do?

What scares me?

When am I at my best? What makes me happy?

When am I at my worst? What makes me sad or angry?

Who do I need to forgive and from whom do I need to ask for forgiveness?

The list of questions can go on and on and that's the point. Don't stop asking and answering until you come to a spot that clearly identifies in your mind who you are. And by all means be honest with yourself or you will be doing nothing but wasting time. If you feel you need to be held accountable,

develop your own personal growth group made up of people that you trust and trust you.

Leaders need to know who they are and what they stand for, so that those with potential to lead know if they want to follow you. I have shared my personal philosophy several times through these perspectives, what I have called my H.I.T. Principle. After all my introspection and questioning, all the self analysis, all the personal growth sessions, I decided the only way for me to live my life was with Honesty, Integrity and Trustworthiness, three words that are tattooed on my heart.

At the risk of sounding morose, a question posed to us during one of our sessions, and one I revisit, is "how would you want to be remembered?" The exercise was for us to write our own eulogy. It allowed us to begin recreating ourselves from the end backwards, with hopefully enough time to live out what we wrote.

Take the time to make the honest effort to get to know who you really are. At first you may not like what you see, but know that you, and only you, can create that better version of yourself. ■

*Leaders need to know who they are and what they stand for, so that those with potential to lead know if they want to follow you.*



Founded in 1984, Andrews Construction has established itself as a leader in the field of medical, particularly dental office construction.

Whether remodeling, building out, or building from the ground up, from affordable start-ups to award winning showcase offices, we concentrate all of our efforts into making sure that our customers have a stress-free and pleasant experience. We take pride in giving you the best value, while ensuring that your new office is completed in a professional and timely manner.



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

\* Done by licensed engineers and architects.



# No quick solution to opiate crisis

Awareness, diligence by dental professionals can make an impact

by Joseph DeRosier

*Editor's Note: This is a follow-up to a story that ran in the May/June 2016 CDS Review outlining the opioid abuse issue and its relationship with the dental profession. An archive version of the original story can be found at <http://www.cds.org/news/cds-review-publications/cds-review-archive>.*

The opioid abuse issue is not going away anytime soon.

Although it has been on the radar of health care professionals for some time, the problem is still prevalent and officials are urging prescribers to keep vigilant in the fight against a situation that Mila Tsagalis, director of community initiative for the DuPage County Health Department, says has grown into a “death problem.”

For the past several years, Ms. Tsagalis, a former clinical dental hygienist, has been focusing on the opioid crisis and how the department can be “strategic and responsive” in preventing more deaths.

The department held a daylong program in May with speakers from the state, City of Chicago, DuPage County officials as well as two physicians, including an emergency medicine doctor associated with the National Safety Council (headquartered in Itasca), on how prescribers are addressing the problem.

She said health professionals are aware that the Chicago Dental Society and the American Dental Association have been talking about opioid stewardship and pain management for months and are guiding members on addressing the issue.

“DuPage has a problem,” she said. “Our problem is not different than the problems of other counties and other communities in other states. We talk about it openly and try to create awareness.”

The county’s strategy is two-pronged. First, it enlisted the help of government and law enforcement officials to become involved to build awareness. Then they zeroed in on health care providers making sure they understood the issues while offering support for “what looks like a growing problem.”

She said officials are still looking for answers as to why opioid abuse disorder is growing, but know that the effort to open the conversation with prescribers is still needed.

Prescribers became more comfortable having patients take opioids for pain, she said, which led to more use of opioids. More use of opioids, she added, led to abuse of the drug.

It all adds up to Illinois being in the middle of a crisis. But Illinois is not alone

and health officials here can look to see what has worked in other states that have experienced the problem sooner.

One avenue that is seeing success is having law enforcement trained in the use of naloxone, a drug that can reverse the effects of an opioid overdose, Ms. Tsagalis said.

Another is a drug disposal program that allows patients to dispose of unused medication easily and safely, eliminating access to opioids to those who might abuse them.

Health officials are also revising guidelines on opioid use. Last year the Centers for Disease Control and Prevention issued new guidelines for prescribers.

Ms. Tsagalis said dentists should review those guidelines as well as ones provided by the American Dental Association. Plus, she urges dentists to participate in the Illinois Prescription Monitoring program.

The program is voluntary but has the benefit of allowing dentists to better serve patients, she said. It gives dentists a tool by which they can assess if a patient’s medicine use points to a potential opioid/use disorder.

Dentists are in a good position to help fight the opioid abuse problem because of their unique relationship

*Ms. Tsagalis said dentists should review those guidelines as well as ones provided by the American Dental Association. Plus, she urges dentists to participate in the Illinois Prescription Monitoring program.*



with patients, Ms. Tsagalis said.

“The benefit for dentists is that they tend to know their patients over long periods of time; so most times they feel as though they know them very well,” she said. Another advantage is that it is not unusual for a dentist to treat and therefore know the whole family.

However, on the flipside, knowing them so well might cause some hesitancy for a dentist to bring up sensitive issues. She advised that dentists should screen patients and encourage them to take proactive health measures.

“I think (dentists) have to be careful not to think they know their patients

well enough that they shouldn’t ask (about opioid abuse),” Ms. Tsagalis said.

She said there is still a stigma attached to opioid abuse disorder and talking about it will only help people get past that aspect and get treatment or a referral if needed.

Dr. Elizabeth Salisbury-Afshar, medical director of behavioral health for the City of Chicago, who spoke at the seminar said even if dentists know their patients well there are risks in prescribing opioids.

“I give a lot of talks like the one I gave in DuPage County,” Dr. Salisbury-Afshar said, “And one of the things that I hear a

lot from all prescribers across the board is that ‘I know my patients and I know what they’re going to do or not going to do.’”

But, she said, many people who are misusing opioids are getting the medication from a friend or a family member for free.

“What we know is that there are too many opioids in the community,” she said. And while many of those prescribers are correct that they know their patients well, the potential abuser might not be the person sitting in front of them.

She said the problem is that a prescriber might order a 10-day supply but the patient might only use a small portion of that.

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

Ms. Tsagalis said that scenario is why the department encourages prescribers to educate patients on drug disposal programs and not to share medications.

Brian Bateman, an anesthesiologist and an associate professor at Harvard University Medical School, said prescribers have to keep in mind the potency of opioids when giving them to patients.



He said he agreed with a recent thought that an increase in opioid prescriptions emerged after the New England Journal of Medicine, in 1980, published a letter written by Boston Medical Center researchers asserting that addiction issues were rare in patients who had not exhibited addiction problems in the past.

Dr. Bateman said the research was well cited by health care providers, insurance companies and drug companies as opioid use increased.

“We (prescribers) have to perceive these drugs as dangerous medications,” he said. “There is emerging evidence that opioids can be a trigger to chronic drug use and can lead to dependency and addiction.”

Plus, he added, it is important for health care professionals to set a patient’s expectation when facing acute pain from a surgical procedure and taking an opioid.

“You can’t eliminate the pain all together,” Dr. Bateman said. “You can only make the pain tolerable, but there are always side effects of nausea, constipation and drowsiness.” ■

*Photos: AlexRaths/istockphoto.com  
EHStock/istockphoto.com  
VladimirSorokin/istockphoto.com*

## ONLINE RESOURCES:

Presentation material released during the DuPage County seminar can be found here: [www.dupagehealth.org/oss](http://www.dupagehealth.org/oss)

Centers for Disease Control and Prevention and prevention can be found here: [www.cdc.gov/drugoverdose/prescribing/guideline.html](http://www.cdc.gov/drugoverdose/prescribing/guideline.html)

Tips on prescribing opioids from the National Safety Council can be found here: [www.nsc.org/learn/NSC-Initiatives/Pages/prescription-drug-abuse.aspx](http://www.nsc.org/learn/NSC-Initiatives/Pages/prescription-drug-abuse.aspx)

Illinois Prescription Monitoring Program website can be found here: [www.ilpmp.org](http://www.ilpmp.org)

## FACTS ABOUT THE OPIOID CRISIS

In 2015, more than 15,000 people died from overdoses involving prescription opioids.

### Overdose Deaths

Among those who died from prescription opioid overdose between 1999 and 2014:

- Overdose rates were highest among people aged 25 to 54 years.
- Overdose rates were higher among non-Hispanic whites and American Indian or Alaskan Natives, compared to non-Hispanic blacks and Hispanics.
- Men were more likely to die from overdose, but the mortality gap between men and women is closing.

### Additional Risks

Overdose is not the only risk related to prescription opioids. Misuse, abuse, and opioid use disorder (addiction) are also potential dangers.

- In 2014, almost 2 million Americans abused or were dependent on prescription opioids.
- As many as 1 in 4 people who receive prescription opioids long term for noncancer pain in primary care settings struggles with addiction.
- Every day, over 1,000 people are treated in emergency departments for misusing prescription opioids.

*SOURCE: Center for Disease Control and Prevention*

## Program taps heartfelt impulse to help, serve



by Stephanie Sisk

Tapping that heartfelt impulse to help and serve, spring graduates of Prairie State College's hygiene program have something extra as they head out into the world: newly minted certification as a community dental health coordinator.

Prairie State, based in the south suburb of Chicago Heights, graduated its first class to complete the CDHC training as part of the college's two-year dental hygiene program. The CDHC certification grew out of a curriculum developed by the American Dental Association to improve access for underserved communities and is funded by a grant from the Illinois Department of Public Health.

A hygienist trained in CDHC learns special skills to help low-income and underserved populations find, understand and receive oral health care, either in public clinics or private practices. With CDHC certification, hygienists can provide oral health education and disease prevention as well as help people navigate the public health system to receive needed care from dentists.

At Prairie State, the CDHC program is "encouraging students to be active

with diverse populations," explained Dolores Ickis, who along with Denise Janusz are CDHC program coordinators. The training "assists (students) to become advocates, facilitators for those who are not receiving good oral care," Ms. Ickis said.

Prairie State's hygiene students worked primarily at the school's clinic for their practical training, but this group of students also spent time at the Will County health care facility in Joliet to observe cases involving various populations in need of oral care. The facility, which also operates a mobile van for dental services, opened the eyes of students about community involvement and the barriers some people face in getting care.

CDHC training "expands (hygienists') role, allowing them to be more involved" and innovative in helping patients, Ms. Ickes said. "They become more comfortable stepping up and fulfilling that role."

Feedback from students in the program has been very positive, said Ms. Janusz, professor of dental hygiene at Prairie State. Many students, she said, did more than they were required to do,

and many said "they want to continue working in community health."

Even for those who may choose to work in private practice, she said, hygiene students with CDHC training have the skills to reach out into the community to help underserved people. Hygienists can coordinate with their dentist and office colleagues to reach out and help through volunteer community service projects, for example.

The ADA's curriculum has been used at other community colleges as well, including those in Miami, Albuquerque and Tempe, Ariz., and has graduates working in inner cities, remote rural areas and Native American communities in eight states.

In addition to Prairie State, City Colleges of Chicago, Parkland College in Champaign and Southern Illinois University received the CHDC grant, which is federally funded through the Health Resources and Services Administration.

"We have a heart for helping people," Ms. Ickes said of hygienists, and the CDHC training helps them open more doors to those in need. ■



# CONNECT WITH COLLEAGUES



*Enjoy an evening of cocktails and conversation with your contemporaries.*

## New Dentists Rooftop Reception

*Thursday, Aug. 24, 6 - 9 p.m.*

**401 N. Wabash Ave., 16th Floor**

TRUMP INTERNATIONAL HOTEL & TOWER • 401 N. WABASH AVE. • 16TH FLOOR • CHICAGO

**This event is FREE to CDS members in practice for 10 years or less.**

***RSVP by Aug. 22*** to Joanne Girardi at [jgirardi@cds.org](mailto:jgirardi@cds.org).

**SPONSORS** – APEX Design Build, Bank of the West, CARR Healthcare Realty, Chicagoland Smile Group, Southpoint Insurance Agency, Joseph Rossi & Associates



# Your office environment can keep or chase patients away

Since 1975, Pepsi has been gloating over its win in The Pepsi Challenge. You might remember that the premise of this blind taste test was simple: mall shoppers were offered sips of two colas, served in identical plain white paper cups, and asked which cola they liked better.

But the design of the test was genius. When testers stripped away the design of the can, the logo, the eye-catching store displays, the rock star-studded television commercials and the glossy magazine ads, Americans preferred the taste of Pepsi. We were to conclude that it must be the superior product.

But that white-paper-cup comparison is an impossible situation to recreate for 99.9 percent of products in the marketplace, and it's certainly true for health care delivery. Presentation matters, and the environment in which you deliver care to your patients – the music, décor and general appearance of your office – must not be ignored.

“Most of us don't make a distinction – on an unconscious level – between the package and the product. The product is the package and the product combined,” best-selling author Malcolm Gladwell wrote in his 2005 book *Blink: The Power of Thinking About Thinking*.

As an example, Mr. Gladwell described marketing consultant Louis Cheskin's work to popularize margarine in the 1940s. Consumers had little interest in eating or buying the butter alternative, but no one knew why. Mr. Cheskin hosted luncheons at which margarine was served alongside butter; most notably, both were yellow and cut into small pats. Luncheon guests rated both spreads highly. Mr. Cheskin recommended, therefore, that the margarine sold in stores also be dyed yellow, wrapped in foil, and called Imperial Margarine so that his client could put a fancy crown on the box. Sales improved.

More recently, Mr. Cheskin's marketing firm studied two brands of inexpensive brandy to determine why market share was shifting. A blind taste test offered no clear leader, and a test of name recognition favored the faltering brand. But a test of the packaging revealed the answer. The brandy that was sold in a squat, frosted glass bottle with a foil wrapper and textured label beat out the better known brandy sold in a tall, slender bottle with a simple white label. When the latter package was redesigned to mimic a lux decanter-style bottle (as the former was sold in), sales trends shifted in its favor.

In dentistry, your office environment gives patients a lasting impression of the care that they will receive. Consider these and other details with a critical eye the next time you walk through your office:

In the reception area: Are the carpet and upholstery free of stains and snags? Magazines should be in reasonably good condition and stacked neatly in a basket. Children's books and activities should be similarly contained.

At the front desk: When patients stop to pay for services and make their next appointment, is the desk tidy? Avoid the appearance of overflowing trash cans, scattered file folders and day-old coffee mugs.

*In dentistry, your office environment gives patients a lasting impression of the care that they will receive.*

In the operatory: Are supplies organized and cabinets uncluttered? Patients have nothing to do but look around while you work, so don't let them dwell on water-stained ceiling tiles or wallpaper that's peeling away at the corners.

Likewise, be sure the music being pumped through the office is appropriate for all audiences. I've learned the hard way that satellite radio is not limited to edited versions of popular songs, and live concert recordings are not entirely family-friendly.

Don't let careless housekeeping stain your patients' opinion of the care you provide. ■

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

## Dental Office Designers & Builders



- Architecture\* and Engineering\*
- Interior Design and Decorating
- Turnkey Construction
- Millwork / Custom Cabinetry
- Steris, Labs, Business Offices
- Reception Desk Units
- Painting & Wallpaper
- Floor Treatments
- Licensed Installers of Dental Gas Lines

\*Architecture services provided by Licensed Architects  
\*Engineering services provided by Licensed Engineers

**"Experience Matters"**

**ACOA, Ltd.**  
CONSTRUCTION COMPANY  
DESIGNERS & BUILDERS



See our work at [www.acoadental.com](http://www.acoadental.com)  
Contact us: 847-229-8414



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

Write to Dr. Green at [jgreen@greenlawoffice.net](mailto:jgreen@greenlawoffice.net).

# You, your team need to know legal ramifications of request for records

Photo: Yobro10/istockphoto.com

A patient's request for a copy of his records can have legal ramifications that you and your staff need to know.

When a dental office receives a written request from a patient for a copy of his records, the office has 30 days to comply. Never send original records or X-rays. In addition, while the statute addresses only a written request, it is wise to treat a verbal request the same way. And as tempting as it may be to "punish" a requesting patient who has yet to pay for that crown on Tooth No. 9 by refusing the copy request or by overcharging for the copy, the dentist must comply with Illinois statute 735 ILCS 5/8-2001. The public policy behind the statute is that a person's health (which dental and medical records contain) supersedes any dispute over a bill.

The statute does provide that the requesting patient must pay for a copy of the records and sets forth a "formula" as to what a dental office may charge. In 2017, the Illinois Comptroller set the following fee schedule; the schedule is adjusted annually:

- Pages 1 through 25 @ \$1.02 per page
- Pages 26 through 50 @ \$.68 per page
- Pages in excess of 50 @ \$.34 per page
- Handling charge \$27.33

A dentist may also charge for the reasonable cost of the duplication of record material such as X-ray films or pictures that cannot be routinely copied or duplicated on a standard commercial photocopier machine.

The statute also states:

"Records already maintained in an electronic or digital format should be provided in electronic format when so requested. For electronic records, retrieved from a scanning, digital imaging, electronic information or other digital format in an electronic document, a charge of 50 percent of the per page charge for paper copies shall apply."

Moreover, the law spells out that failure to provide a paper or electronic copy within 30 days of the request may subject the dentist to "expenses and reasonable attorneys' fees incurred in connection with any court ordered enforcement of the provisions" of the statute. In addition, the Illinois Department of Financial and Professional Regulation, if made aware of a dentist's noncompliance with the statute, may also impose its own penalty.

Within the dental community, there are many who are reluctant to charge a patient for a copy of his records, either out of courtesy or to avoid further upsetting an already unhappy patient.

So, when a patient requests a copy and the dentist wants to be reimbursed, the dentist's office should inform the patient in writing as follows:

"Dear Patient:

We will be happy to provide a copy of your records and X-rays.

Illinois statute permits us to charge you \$\_\_\_\_\_. Upon receipt of payment, we will send you your records."

It is important that the dentist and the office staff be aware of Illinois law that governs a patient's request for records. ■

**Editor's note:** 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 24 years. Find more information on Dr. Green at [www.greenlawoffice.net](http://www.greenlawoffice.net).

Photo: Eva-Katalin / istockphoto.com

# Tell us your story

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

## WE WANT TO HEAR FROM CDS MEMBERS

who are actors and artists, daredevils and speed demons,  
songwriters and storytellers,  
**ANYONE WITH AN INTERESTING TALE TO TELL.**

The CDS Review is looking for members to feature in our SNAP SHOTS section.  
Contact Joseph DeRosier at [jderosier@cds.org](mailto:jderosier@cds.org) or call 312.836.7324.



## NATIONAL PRACTICE TRANSITIONS<sup>SM</sup>



### *Practice Appraisals & Sales*

- ◆ Free Practice Appraisal & Legal Drafts
- ◆ Face-To-Face Consultations & Practice Showings



### *Pre-Transition Consulting*

- ◆ Structuring of Sale to Minimize Tax Liability
- ◆ No Up-Front Fees & Only Paid if Successful



### *Associate Placement*

- ◆ 99% Sale Rate & 100% Success Rate
- ◆ Maximize Patient & Staff Retention



### *Practice Protection Plan*

- ◆ Founded & Owned by Two Successful Attorneys
- ◆ Single Representation- Not Dual Rep

Trust your practice with the firm that has an impeccable reputation for service, experience and results. *Call today for a free initial consultation.*

**Monica Henley**  
Regional Representative

LOCAL: 312-549-9720, X234  
TOLL FREE: 877-365-6786, X234

[M.HENLEY@NPTDENTAL.COM](mailto:M.HENLEY@NPTDENTAL.COM)  
[WWW.NPTDENTAL.COM](http://WWW.NPTDENTAL.COM)



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

# Many find volunteering adds to retirement

Recently, I have heard from a number of dentists who are retiring from private practice. There are many reasons for this including more young dentists entering the workforce looking for practices to buy, as well as a recovery in the stock market and 401Ks from the brutal beating that took place in 2008.

The opportunity to step away from the rigors of daily practice management has proven to be too compelling to pass up for a growing number of our colleagues. Retirement means different things for different people. For some, it means more time to play golf and enjoy other leisure activities. For others, it means extended travel to destinations that would have been difficult to visit if you were tied to an office schedule. For others, it means more time to spend with grandchildren and other family members after years devoted to practice. For many, the free time offered by retirement means an opportunity to help others outside of their practice life. Churches and social service agencies have been the beneficiaries of retired dentists who love to work with people, but without the headaches associated with practice ownership.

The Chicago Dental Society Foundation offers several opportunities for retired dentists to stay involved and even to continue practicing dentistry on a part-time basis. Several retirees volunteer at the CDSF Clinic in Wheaton where they provide much-needed dental services for the underserved in our community. These

dentists volunteer on their own terms and can choose the types of procedures that they would like to perform. Some do restorative procedures, as well as extractions on a limited basis, while others prefer to only do exams and treatment plans for new patients.

Regardless of which procedures a volunteer chooses, their involvement in the clinic is vital to the continued growth in the number of patients seen and services offered. The CDSF Clinic recently passed the \$2 million mark in donated services since the inception of the clinic in 2013. Trucia Drummond recently retired and found herself drawn to the clinic to volunteer. "I sold my practice in July 2016 and had not had a handpiece in my hand since September. Marta convinced me to come to the clinic because I am interested in helping women who have been trafficked. It was pretty much like riding a bike. I have volunteered before, but this was the first since retiring. Always a rewarding experience," Dr. Drummond said.

We welcome any and all volunteers and our Office Coordinator, Marta Cortez, would be happy to assist you in setting up a schedule for your service at the clinic.

Another opportunity for volunteerism with the foundation is participation on the Board of Trustees or as a member of the many committees. These types of activities also allow a great deal of flexibility, from the more time consuming Board position to committee members who participate in occasional



conference calls. The insight and experience of retired dentists adds a depth of knowledge to all functions of the foundation that are much appreciated and needed. Jeff Socher, a past president of the Chicago Dental Society, is currently on his second tour of duty with the Foundation and serves as the CDSF treasurer. "Having served on the ISDS Clopper Foundation, I felt that I had the organizational skills to get the CDS Foundation going. It is enjoyable to see the dedication of the CDS Foundation trustees and committee members working to make the Foundation grow. It comes down to how one wishes to serve and that is what has made my life fun," Dr. Socher said.

Please contact the CDSF Executive Director, Kristen Weber, at 312.836.7301, if you would like to pursue volunteer opportunities with the Foundation. ■



**CHICAGO DENTAL SOCIETY**

The respected leader in scientific dental meetings<sup>SM</sup>

# Regional Meeting

## Occlusion & TMD: An Interdisciplinary Approach

**9 a.m. - 2 p.m., Wednesday, Sept. 20**

Drury Lane, 100 Drury Lane, Oakbrook Terrace

**5 CE HOURS** (No partial credit will be issued)

Register online at [on.cds.org/regional](http://on.cds.org/regional)

### ABOUT THE COURSE

The Chicago Dental Society Regional Meeting, Wednesday, Sept. 20, will feature a panel discussion by former Dawson Academy faculty and graduates as well as an expert TMD radiologist about complex cases involving consideration of occlusion, facial pain, TMD and restorative options. Panel members are: Mike Casey, DDS; Jim McKee, DDS; Mark Piper, MD, DMD; and Tom Predey, MD.

### About our speakers

Dr. James Mc Kee: CDS member, private practice in Downers Grove, member of the Piper Education and Research Center Faculty

Dr. Michael Casey: CDS member, orthodontist, private practice in Joliet

Dr. Thomas Predey, MD, radiologist, Chicago and the suburbs, expert in TMJ radiography

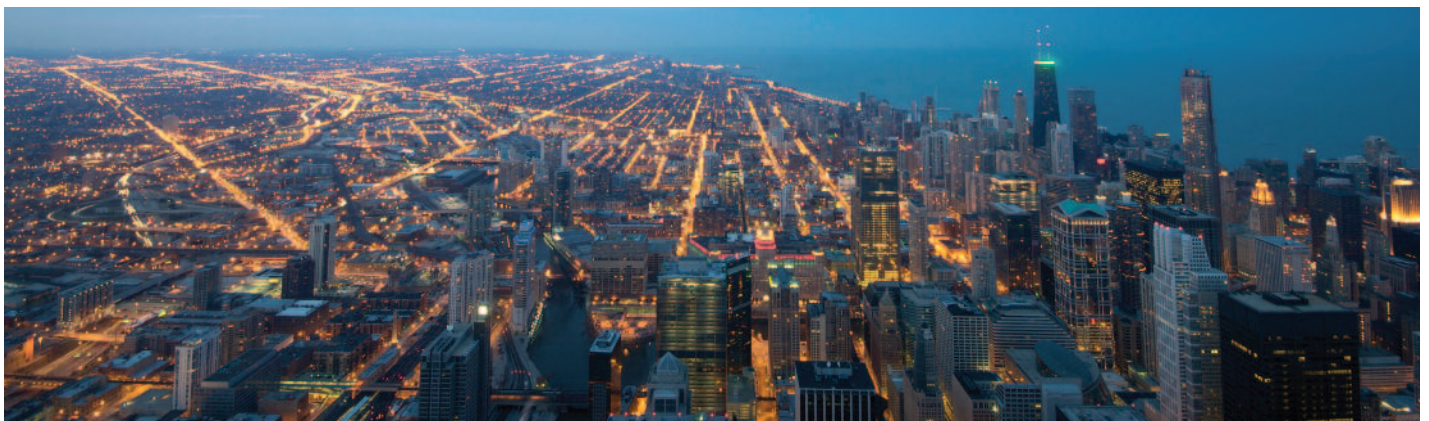
Dr. Mark Piper, DMD: Director of the Piper Education and Research Center, St. Petersburg, FL, specializes in occlusion, TMD, facial pain and advanced restorative dentistry

### About CDS meetings

**Regional Meetings are free to CDS members and their staffs**, as well as dental hygienist members of the Illinois State Dental Society. A fee of \$250 is charged to dentists who are not ADA members. The fee may be applied to membership for the current year.

**Advanced registration is not required to attend.** On-site registration begins at 8 a.m. Registration for Regional Meetings ends 30 minutes after the start of the program.

Each attendee is issued a badge with a barcode that captures the time of entry. Badges are scanned at the end of the program as attendees leave. No partial credit will be issued. CE credit forms will be emailed to registered attendees after each meeting.



**ADA C.E.R.P.**® | Continuing Education Recognition Program

CDS is an ADA CERP Recognized Provider. ADA CERP is a service of the American Dental Association to assist dental professionals in identifying quality providers of continuing dental education. ADA CERP does not approve or endorse individual courses or instructors, nor does it imply acceptance of credit hours by boards of dentistry. Concerns or complaints about a CE provider may be directed to the provider or to ADA CERP at [www.ada.org/cerp](http://www.ada.org/cerp).

# Bipartisan House bill could be beacon on access to care

by Stephanie Sisk

When it came time for Congress to hear testimony on the Action for Dental Health Act of 2017, members heard from a “woman of the people” about how the legislation would make a meaningful difference in the lives of low-income and underserved people in need of dental care.

Cheryl Watson-Lowry, who has practiced for 30 years in her Chicago office, said it was exciting and a privilege to testify May 17 about how the bill would help people across the country access dental care. Speaking before the health subcommittee of the House Committee on Energy and Commerce, Dr. Watson-Lowry was invited to represent the American Dental Association by committee member and Chicago native, Robin Kelly (D-Ill.).

On June 29, the subcommittee unanimously passed the bill. According to an ADA News report, the bill was sent

to the full Energy and Commerce Committee for consideration.

“Dr. Watson-Lowry has a deep and personal understanding of the unmet need for oral and dental health in communities around our nation,” Ms. Kelly said in a statement. “By working together and providing seed funding (through the bill), we are opening the door to new innovations that will help bring dental and oral health care to all American families.”

The bill calls for up to \$18 million per year for grants to fund dental projects that would boost oral health care efforts and disease prevention to low-income and underserved populations. Specifically, Dr. Watson-Lowry highlighted initiatives such as a push for referrals that would move patients out of emergency rooms and into dental clinics for treatment and Community Dental Health Coordinator

training programs that would help strengthen the safety net for underserved populations so they can find and keep dental appointments.

The ER referral push aims to “divert patients (away from ERs) and get them into the dental chair for treatment,” Dr. Watson-Lowry said. There would be significant cost savings, she said, but more importantly patients could find a dental home for an ongoing relationship with a dentist and long-term, successful oral care and treatment.

According to the ADA’s Health Policy Institute, emergency room departments charged between \$867 million and \$2.1 billion for dental issues seen in 2010. The institute estimated that up to 1.65 million of those visits were considered “nonurgent” and could have been diverted to dental clinics, with potential savings to the health care system of up to \$1.7 billion.







Cheryl Watson-Lowry speaks in support of the Action for the Dental Health Act to the subcommittee of the House Committee on Energy and Commerce. Credit: Photo courtesy of the House Committee on Energy and Commerce

Another benefit to getting patients out of ERs and into dental clinics, Dr. Watson-Lowry said, is the chance for dentists to explain how better oral health care – avoiding tooth decay with a better, healthier diet – can have a lasting effect. “Most important to me is the education piece,” she said.

The initiative for Community Dental Health Coordinator training, such as that offered at Prairie State College in Chicago Heights, offers the chance for hygienists to help patients navigate the public health system and clear barriers to oral health care. CDHC training gives hygienists the ability and flexibility to help patients find community-based resources -- even something as simple as a bus schedule to a dental clinic -- so oral care is available and consistent. “They will work with patients so they can get in and receive care,” Dr. Watson-Lowry said.

Another initiative highlighted in the bill focused on the need for cooperation between dentists and other medical professionals to deliver needed oral care to senior citizens, particularly those in nursing homes and other long-term care facilities, Dr. Watson-Lowry said. Because seniors often have special dental needs and/or complicated medical conditions, a good working relationship between dentists and medical staff is key to appropriate care.

There are many volunteer initiatives dentists undertake around the country, providing an estimated \$2.6 billion in free or discounted oral care. The bill seeks to award grants or enter into contracts with “eligible entities” to enhance efforts to deliver oral care to underserved populations. Grants could help pay for portable or mobile dental equipment or for operational costs, for instance.

The bill, which has bipartisan

support, aims to be a beacon to shine light on the issue of access to care, particularly in underserved areas like inner cities, rural areas and Native American reservations. The annual cost of the grants is relatively small compared to the significant cost savings the initiatives could yield. Passage of the bill is considered likely, but the ADA has issued an alert to its members, urging them to contact their local representatives to sign on as a co-sponsor of the bill.

Dr. Watson-Lowry did field a few questions from lawmakers, but noted that grants would be important in allowing communities to develop “local solutions” to their most urgent problems.

“It was a lot of fun and an honor to represent my fellow dentists and put our legislation forward,” Dr. Watson-Lowry said. ■



## CDS members reach out to underserved in Panama

by Joseph DeRosier

Growing up the son of a dentist in the middle class suburbs of Chicago, Brian Burseth's life was not one of privilege per se but certainly one that was comfortable and afforded all of the advantages of living in an industrialized and developed nation. So when Dr. Burseth, who now practices with his dad, Chris, in their Crystal Lake office, went on some church volunteer trips to underdeveloped areas in 2005 it was revealing.

"That trip opened our eyes on how impoverished people live in some areas," Dr. Burseth said.

That experience eventually led to his father starting the philanthropic group Mission Save a Smile in 2007 that focuses on bringing dental health care to a group of Panamanian indigenous people who lack access to health care, not to mention basic living amenities like running water.

Why Panama?

Dr. Burseth's father was taking a continuing education

course in Panama that included tours and cultural events.

During one of the tours, a Panamanian native chief mentioned, not knowing he was speaking to a dentist, that one of the overarching needs for the inhabitants was dental care.

"We were looking for a location to start a project," Dr. Chris Burseth said, and the Panama area fit the bill.

The doctors bring dental care to the densely populated island of Achutupu, located in the Caribbean Sea off Panama's Guna Yala province. The island is home to about 2,000 indigenous Guna Indians.

"They have no other dental care outside of when we come there," the elder Dr. Burseth said.

"There is no real economy on the island," Dr. Brian Burseth said. "There is no running water; they are a hunter/gatherer society that does some barter trading, with coconuts being the biggest export," he explained. The women wear brightly colored molas, a cloth made by reverse applique that is worn as the front and back panels of a blouse. The women also sell the

garment pieces to tourists, he added.

The doctors' first dental mission trip was in 2007; with the help of a tour guide, the doctors brought some basic dental equipment for screenings and fluoride treatments.

"We made our own portable dental equipment, like delivery units, hand pieces and suction devices," Dr. Burseth said.

He added that they also brought their own compressors and generators.

"We were running everything using scuba tanks but that is not very efficient especially with more sophisticated dentistry equipment," he said. They now store the equipment in waterproof containers for use on subsequent visits.

Dr. Burseth explained that the indigenous population has their own governing system with regions being governed by an elected leader, called a "saila." The saila must give the go-ahead for the dental team to perform procedures on children.

"Before we could do any dental work we had to meet with the saila and they said no one without a license would touch any of their children," he said.

Staging a mission event means hours of preparation and considerable effort traveling to the island.

The crew loads up containers with supplies and flies out of O'Hare International Airport to Panama City. From there they take a 12-person plane to an airstrip on the mainland near the island and then have to take a boat to the island.

Each mission effort takes about 10 days, Dr. Burseth said. They set aside about two days for setting up the equipment, five days of work and about a half-day for clean up.

They stay on a nearby island that has small rustic cabanas. And one of the perks of the mission is enjoying fresh seafood.

"We are fed very well when we are there," he said.

The trips to Achutupu are planned for March when the University of Minnesota School of Dentistry has spring break. Dr. Burseth, a Minnesota graduate, said he arranges to have a handful of students accompany the



mission.

In all between 15 and 20 people go on the mission with about five dentists and oral surgeons, and five students and other volunteers. Volunteers pay their own travel costs, although Mission Save a Smile does some fundraising and dental supply companies help out with donations of materials.

"It (arranging for funding) really is like a second full-time job for my parents," Dr. Burseth said.

The group makes another trip this summer, but this time it is to the mainland deep into the Panamanian rainforest jungle treating Embera indigenous people.

"When we go there, we have to take dugout canoes through the jungle for about an hour to get to the village," Dr. Burseth explained.

Temperatures in the rainforest hover in the upper 80s year 'round, he said and the humidity is constant since there is usually a downpour for a couple of hours every day.

The dental work is done under a thatched hut and the crew brings a few translators to help communicate with the Embera. They also bring distillers to sterilize water used in the dental work. The dental team draws water from the river with filtered hand pumps and uses

a SteriPEN, commonly deployed by backpackers and campers, to purify drinking water.

There is no fluoride in the drinking water either on Achutupu or in the jungle nor is there much oral hygiene, so the crew takes in toothbrushes and toothpaste for the kids. They also treat the children with a fluoride varnish as part of the care.

"The people are very friendly and appreciative of our work," Dr. Burseth said. "At first they were apprehensive because they don't get a lot of outsiders coming to the island."

Although the children only speak the Achutupu language, most of the adults also speak Spanish. Dr. Burseth said his mother, Patty, speaks Spanish and is able to communicate with the adults, breaking the ice and establishing a rapport with the island's inhabitants.

Chris Burseth said he is glad his son has accomplished much and loves the continuing connection.

"It's great having him work beside me here in the office as well as doing our volunteer work," the proud father said. ■

Mr. DeRosier is the CDS staff writer.  
Photos by Randy Belice.



# Cubs Event Recap

## MEMBERS CHEER CUBS TO A WIN AT SUMMER EVENT

by Rachel Schafer

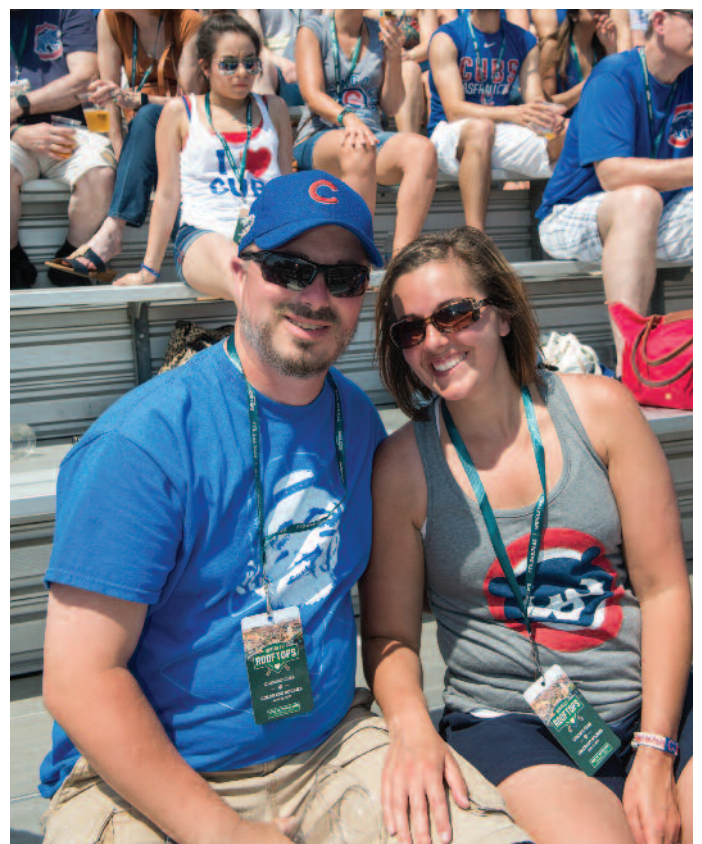
Nearly 200 attendees endured a 90-plus degree day to cheer on the Chicago Cubs from the Wrigley Rooftops as they played the Colorado Rockies during the Chicago Dental Society summer event, Sunday, June 11.

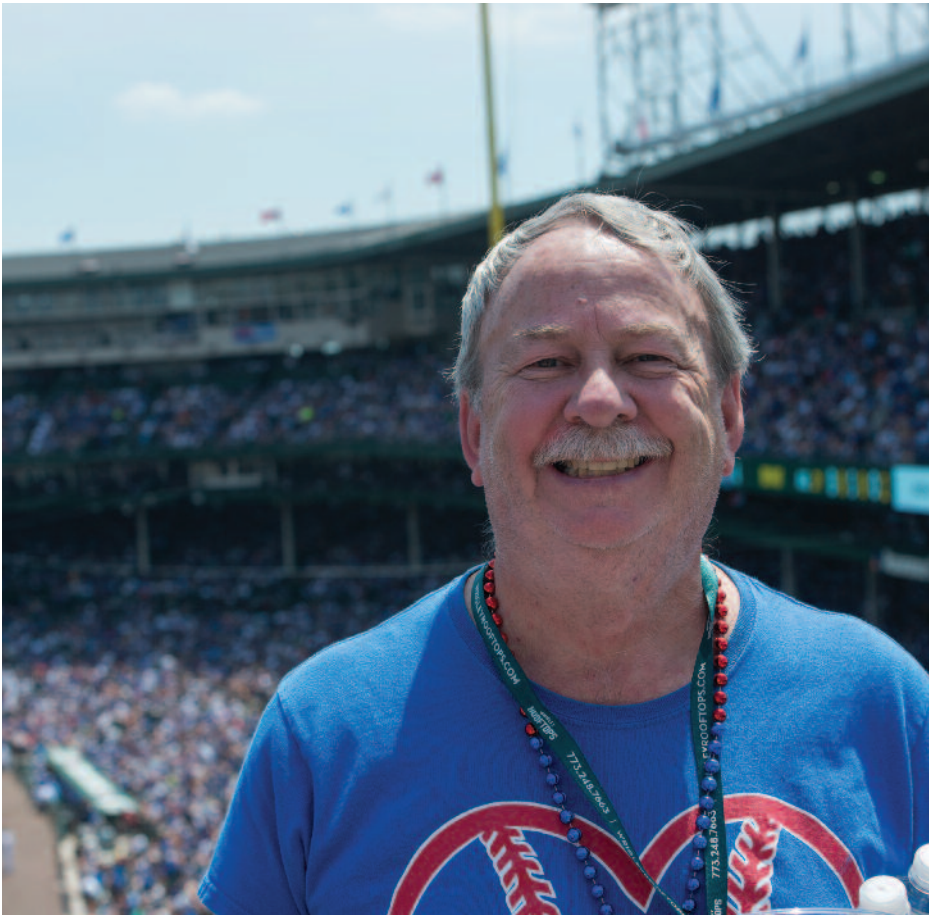
While sitting on bleachers on top of the roof, CDS members and their guests enjoyed such baseball game snack staples like nachos, hot dogs and much-needed ice cream bars. Attendees of all ages mingled with one another and cheered as they watched the Cubs hit a homerun three different times thanks to Addison Russell, Kyle Schwarber and Miguel Montero.

The Cubs ended up beating the Rockies 7-5 and breaking the Rockies' seven-game winning streak and sending CDS members home happy.

Find more photos of this event at [on.cds.org/photos](http://on.cds.org/photos).

View videos of the event including one in 360° at [on.cds.org/specialevents](http://on.cds.org/specialevents). ■











CHICAGO DENTAL SOCIETY

# CE Guide 2017-2018

Regional Meetings | CDS Webinar | Branch Meetings and Social Events

## Regional Meetings and Webinar

Unless otherwise noted, Regional Meetings are 9 a.m.-2:30 p.m. at Drury Lane, 100 Drury Lane, Oakbrook Terrace.

Regional Meetings are free to CDS members and their auxiliaries, as well as dental hygienist members of the Illinois State Dental Society. A fee of \$250 is charged to dentists who are not ADA members. The fee may be applied to membership for the current year.

Advance registration is not required to attend. Registration for Regional Meetings ends 30 minutes after the start of the program. Attendees are issued badges with barcodes that capture the time of entry. Badges are scanned at the end of the program as attendees leave.

No partial credit will be issued. CE credit forms will be emailed to registered attendees after each meeting.

### Wednesday, September 20

*A Panel Discussion on Complex Cases involving Occlusion, Facial Pain, TMD and Restorative Considerations*

Mark Piper, DDS; James McKee, DDS; Michael Casey, DDS; Thomas Predey, MD

### Wednesday, November 1

*Presenting the Complex Case for Acceptance*

James McKee, DDS

#### Webinar

Date and speaker TBA

Webinars are free to CDS members.

**ADA CERP®** | Continuing Education Recognition Program

The Chicago Dental Society is an ADA CERP Recognized Provider.

ADA CERP is a service of the American Dental Association to assist dental professionals in identifying quality providers of continuing dental education. ADA CERP does not approve or endorse individual courses or instructors, nor does it imply acceptance of credit hours by boards of dentistry. Concerns or complaints about a CE provider may be directed to the provider or to ADA CERP at [www.ada.org/cerp](http://www.ada.org/cerp).

CDS designates 5 CE credit hours for Regional Meetings.

CDS designates 1 CE credit hour for its Webinar.



## Englewood

Unless otherwise noted, meetings are at:  
Louie's Chophouse  
4642 W. 103rd St., Oak Lawn  
Cocktails: 6 p.m.  
Dinner and Program: 7 p.m.

For information, contact Andrew Moormann, 630.850.7799 or [andrew.moormann@yahoo.com](mailto:andrew.moormann@yahoo.com).

### Tuesday, November 14

---

*Practice Transitions*  
Robert Uhland, DDS

### Monday, January 8, 2018

---

Program and speaker TBA

### Tuesday, March 13, 2018

---

Program and speaker TBA

### Tuesday, April 10, 2018

---

Program and speaker TBA

## Kenwood/Hyde Park

Unless otherwise noted, meetings are at:  
Hyatt Place Chicago – South/University  
Medical Center  
5225 S. Harper Ave., Chicago  
Cocktails: 6:30 p.m.  
Dinner and Program: 7 p.m.

For information, contact Bitafayz, 773.955.5000 or [bitafayz@sbcglobal.net](mailto:bitafayz@sbcglobal.net).

### Tuesday, October 3

---

*Oral Health & the UIC College of Dentistry: Today and in the Future?*  
Dean Clark M. Stanford, DDS

### Tuesday, November 7

---

*Dental Management of Snoring and Obstructive Sleep Apnea*  
Ales Obrez, DMD

### Tuesday, December 5

---

*Dealing with Patient, Doctor, and Team Stress in the Dental Practice - A Minimally Invasive Approach*  
Louis Kaufman, DDS

### Tuesday, March 6, 2018

---

*CPR*  
Speaker TBA

### Tuesday, April 3, 2018

---

*Implant Treatment: Planning for the Edentulous Arch*  
Aniruddh Narvekar, BDS

### Tuesday, May 1, 2018

---

*Installation of Officers*  
Location and time TBA

## North Side

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

For information, contact Mital Spatz, 773.908.0482 or [mitalspatz@yahoo.com](mailto:mitalspatz@yahoo.com).

### Tuesday, September 19

---

*Plastic and Reconstructive Periodontal Surgery to Enhance Restorative Outcomes*  
Marmar Modarressi, DDS

Erie Café  
536 W. Erie St., Chicago

### Thursday, October 5

---

*Practice Ownership 101: Everything You Need to Know Before Buying or Starting a Practice*  
Eight experts will be present for a "Round-Robin" style discussion.

Location: Distilled Chicago, 1480 West Webster Ave. Chicago.  
Program: 6 p.m.

### Tuesday, November 21

---

*TMJ: 5 Steps to Treating Patients*  
Harvey Jay Mahler, DDS

McCormick and Schmick's  
4999 Old Orchard Shopping Center,  
Skokie

### Tuesday, January 9, 2018

---

*Creative Implant Solutions for the Challenging Patient*  
Clark Stanford, DDS

Erie Café  
536 W. Erie St., Chicago

### Tuesday, March 13, 2018

---

*What Young Dentists Want to Know/Leadership*  
Bill Simon, DMD

McCormick and Schmick's  
4999 Old Orchard Shopping Center,  
Skokie

## North Suburban

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

For information, contact Mark Jacob,  
847.564.2180 or  
[markjacob1@comcast.net](mailto:markjacob1@comcast.net).

### Tuesday, October 10

---

#### *Building a Profitable Practice*

Vanessa Buchheit, Henry Schein 360  
Consulting

### Tuesday, November 7

---

#### *Contemporary Implant Dentistry - Optimizing the Workflow & Aesthetics, Breaking the Old Rules*

Konstantin Gromov, DDS

### Tuesday, December 5

---

#### *Holiday Party/Pre-Midwinter Vendors Showcase Extravaganza, Including Digital Impressions Scanning Hands-On Demonstration*

Dinner & Program: 7 p.m.

### Tuesday, January 23, 2018

---

#### *Why Endodontically Treated Teeth Fail*

Scott Bentkover, DDS

### Tuesday, March 13, 2018

---

#### *Complete and Thrive in the Age of Corporate Dentistry*

Douglas Slighting, Dental Branding

### Saturday, April 28, 2018

---

#### *Installation of Officers*

Location TBA

### Wednesday, June 6, 2018

---

#### *Suburban Scramble 2018: Annual Branch Golf Outing*

Stonewall Orchard Golf Club  
Time TBA

## Northwest Side

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

For information, contact Joe Sodini,  
847.676.9292 or [jsodini@sbcglobal.net](mailto:jsodini@sbcglobal.net).

### Tuesday, October 10

---

#### *10 Powerful Management Secrets of the Million Dollar Practice*

Robert M. Pick, DDS

### Tuesday, November 7

---

#### *Inflammation: A Challenging Friend & Foe of Oral Health*

Clark Stanford, DDS

### Tuesday, December 5

---

#### *Holiday Party*

Café LaCave  
2777 Manheim Rd., Des Plaines

### Tuesday, March 6, 2018

---

#### *Narrow Diameter Implants with Emphasis on Treatment of the Adolescent Patient*

Tricia Crosby, DDS

### Tuesday, April 3, 2018

---

#### *The Emergency Implant: Protocol from Extraction to Completion*

Peter Troyan, DMD

## Northwest Suburban

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

For information, contact Chris Hall,  
847.255.3020 or [nwsubrsvp@gmail.com](mailto:nwsubrsvp@gmail.com).

### Tuesday, October 3

---

#### *Diagnosis and Treatment Planning for Traumatized Teeth*

Rick Munaretto, DDS

### Tuesday, November 7

---

#### *Digital DNA: IT Security for the Dental Practice*

Bryan Currier

### Tuesday, January 9, 2018

---

#### *Obstructive Sleep Apnea from a Sleep Physician's Perspective*

Margaret Park, MD

### Tuesday, March 13, 2018

---

#### *Practice Values and Transition Strategies in Today's Market*

Peter Ackerman

### April 2018

---

#### *Installation of Officers*

Date and location TBA

### Wednesday, June 6, 2018

---

#### *Suburban Scramble 2018: Annual Branch Golf Outing*

Stonewall Orchard Golf Club  
Time TBA

## South Suburban

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

For information, contact Ron Waryjas,  
630.841.1362 or  
[southsuburbancds@gmail.com](mailto:southsuburbancds@gmail.com).

### Tuesday, October 10

---

*Legislative Awareness Night – Illinois Present and Future*  
Dave Marsh and Loren Feldner, DDS

### Tuesday, November 14

---

*Evidence-based Orthodontic Therapies*  
Steven D. Marshall, DDS

### Tuesday, January 9, 2018

---

*Third Molar Triage*  
Bart Nierzwicki, DDS  
Location TBA

### Tuesday, March 13, 2018

---

*Improving Your Endodontic Therapies*  
Steve Weeks, DDS

### Tuesday, April 10, 2018

---

*Modern Periodontics/Atraumatic Therapies*  
Bernard Murray, DDS

## West Side

Unless otherwise noted, meetings are at:  
Barclay's American Grille  
at The Carleton of Oak Park  
1120 Pleasant St., Oak Park  
Cocktails: 6:15 p.m.  
Dinner and Program: 7 p.m.

For information, contact Richard Kohn,  
630.920.3418 or  
[drrichardkohn@yahoo.com](mailto:drrichardkohn@yahoo.com).

### Tuesday, September 12

---

*What's New in Restorative Dentistry*  
Robert Lowe, DDS

### Tuesday, October 10

---

*Peri-Implant Disease - Diagnosis, Prevention and Treatment*  
Dominik Dubravec, DDS

### Tuesday, November 14

---

*Dental Management of Snoring and Obstructive Sleep Apnea*  
Ales Obrez, DMD

### Tuesday, December 12

---

*Utilizing CBCT in Clinical Practice*  
Joseph Baptist, DDS

### Tuesday, January 9, 2018

---

*Taking a Bite Out of Dental Malpractice*  
John Green, DDS

### Tuesday, March 13, 2018

---

*Current Concepts in Orthodontics*  
William Beam, DDS; Richard Battistoni, DDS; John Polivka, DDS

### Tuesday, April 10, 2018

---

*Organizational Meeting*  
Speaker TBA

### May 2018

---

*Installation of Officers*  
Date and location TBA

## West Suburban

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

For information, contact Paulina Brzozowski-Sawicki, 847.910.5018 or  
[paulinabrzozowski@yahoo.com](mailto:paulinabrzozowski@yahoo.com).

### Wednesday, October 10

---

*Tissue Engineering and Regenerative Endodontics*  
Michael Chutich, DDS

### Wednesday, November 14

---

*Living a Full Life Well*  
Lori Martin

### Wednesday, January 9, 2018

---

*Anticoagulant Therapy*  
Mariusz Wrzosek, DMD

### Wednesday, March 13, 2018

---

*Clinic Night*  
Table clinics TBA  
Cocktails, dinner and program: 6 p.m.

### Wednesday, April 10, 2018

---

*Peri Implantitis*  
Andrew Browar, DDS



# Chicago Dental Broker

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

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

BUYERS:  
interest rates are increasing.

**BUY NOW AND SAVE!**

## NORTH SHORE

- Lovely cosmetics practice doing \$300K on just 1.5 days/week!! **PENDING**

## NORTHWEST SUBURBAN

- Beautiful 3 op practice, great location. Grossing \$350K+. Room to grow!
- Oral Surgery – includes real estate. Well-established, help with transition.
- 3 op, doing \$280K with 3 dys/wk and 3 months off a year. Room to grow! Must sell!!!
- Great 2 op starter. Low overhead, grossing \$250K+. Strip center!!

## WEST SUBURBAN

- 4 ops and half revenue from hygiene! Gross over \$550K and 1,500 active pats!
- 6 ops next to huge medical facility. Built in patients! Doing \$500K but could be more!!
- Great office! \$400K+ with lower overhead. Well est., will help w transition

## NORTH SUBURBAN

- 4-op starter with lots of room to grow. Strip Center. **SOLD**

## SOUTHWEST SUBURBAN

- 3 op cash cow. Doing \$550K and netting half! Call now!

## CHICAGO & MISC.

- Chicago Southside- 3 ops, well-est. Just getting details.
- Rockford Giant--Net of over 1M!! C & B focused. One of a Kind!! Call for details.
- Far West Starter- includes real estate! 3 ops could be 4. FFS/PPO blend.
- South Side – Cash!!! Grossing over 800K and netting \$400K. **PENDING**
- Lincoln Park – Cosmetics practice, great location. **PENDING**
- Orland Park – Great 4 op practice. Grossing over 500K+. **SOLD**

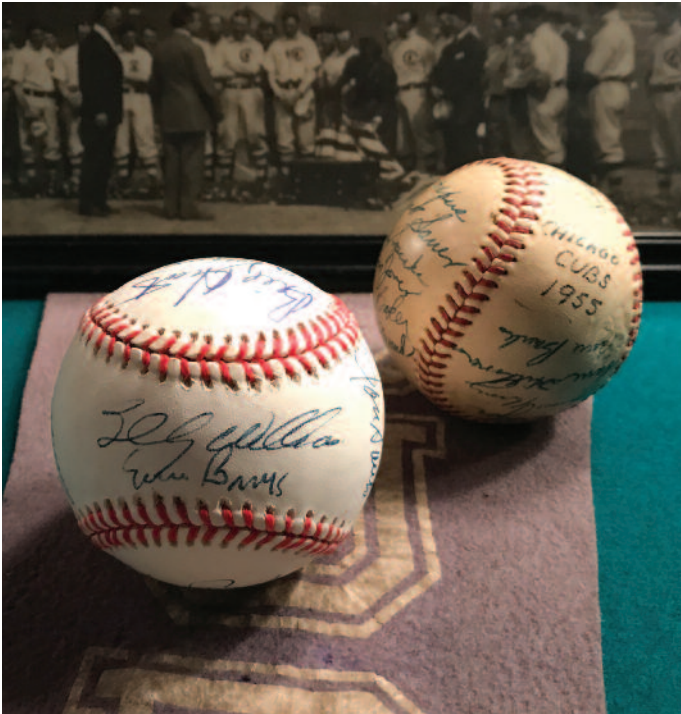
Many more coming and private sales – call and ask me about them.

**Call Dr. Rob Uhland at (847) 814-4149 for listing details or a Complimentary Consultation for sellers!**

CDB is locally owned and operated by a dentist and CDS member! Ask about our Featured Listings.



CDS welcomes you **new members**



**Shabeeb, Dana Susan**

Midwestern University, 2016  
210 N. Bolingbrook Dr, Bolingbrook  
Englewood Branch

**Sorenson, Sharon**

New York University, 1999  
3855 West North Ave, Chicago  
North Side Branch

**Varga, Kristina**

University of Illinois, 2016  
201 E. Strong St., Wheeling  
Northwest Suburban Branch

**Deceased members**

**Merlo, James**

Loyola University, 1956  
1312 Hirsch Ave, Calumet City  
South Suburban Branch  
Died May 6.

**Munoz, Frank L.**

Northwestern University, 1986  
3514 N. Lincoln Ave, Chicago  
North Side Branch  
Died February 9.

**Pawlowski, Bernard M.**

Chicago College of  
Dental Surgery, 1950  
7201 N. Lincoln Ave, Lincolnwood  
Northwest Side Branch  
Died December 20, 2016.

**Thometz, Charles F.**

Loyola University, 1958  
N2339 W. Main Rd, Lake Geneva, WI  
West Side Branch  
Died June 8.

**Tylman, Stanley G.**

University of Texas, 1945  
902 W. Mountain Stone Dr.,  
Green Valley, AZ  
West Suburban Branch  
Died November 22, 2016.

**AFTCO**

TRANSITION CONSULTANTS  
Since 1968

*We are pleased to announce ...*

**Zainab T. Wilson, D.D.S.**

has acquired the practice of

**Samir Balaney, D.D.S.**

Oak Park, Illinois

*We are pleased to have represented  
both parties in this transition.*

Call today for a  
**FREE PRACTICE APPRAISAL**  
(\$5,000 value)



1-800-232-3826

*Practice Sales & Purchases Over \$3.2 Billion*

[www.AFTCO.net](http://www.AFTCO.net)

# classifieds

Place your ad online at CDS.org

## DEADLINES

September/October .....August 10, 2017  
November .....September 21, 2017  
December .....November 9, 2017  
January/February .....December 14, 2017  
March/April .....February 15, 2018  
May/June .....April 11, 2018

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

## PAYMENT

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

## RATES

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

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

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

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

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

## RESTRICTIONS

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

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

## FOR RENT

**SKOKIE OFFICE:** Two plumbed operatories available. Our newly remodeled, stand alone dental building/office with parking has two plumbed operatories available for rent. Lots of different office use arrangements possible. Please contact Deborah at 847.679.0110 for details.

**OFFICE SPACE IN LIBERTYVILLE, IL:** Office space, five operatories lease; busy street, great visibility, parking lot, spacious, bright, opportunity to expend, some equipment, furniture available for sale. Call 847.533.5405.

**DENTAL OFFICE SPACE AVAILABLE:** Southside (Chatham) former pediatric dental office. Can be converted to general dental office, plumbed for five ops, on site and street parking. 773.734.1500.

**OFFICE FOR RENT, SAINT CHARLES:** Fully equipped dental office in Saint Charles, IL. Excellent street visibility on Randall Road. 1,207 square-feet. Twenty-year lease expires August, 1, 2017. Join other tenants include: Fed Ex, Fast frame, Oreck, Rosati's pizza and others. [cjwonais@yahoo.com](mailto:cjwonais@yahoo.com).

**DENTAL OFFICE SPACE IN NAPERVILLE (WESTERN SUBURBS):** Charming and desirable downtown Naperville dental building. Four ops. Great amenities including on-site parking with 14 spaces, access to public parking and much more. Please email [greatplacenaperville@gmail.com](mailto:greatplacenaperville@gmail.com).

**LINCOLN PARK DENTAL OFFICE FOR RENT:** Diversey/Racine storefront. 1,000 square-foot dental office. Three treatment rooms, lab, sterilization, reception, office. \$2,900/month. Generous upfront rent abatement. Contact [richardgrant716@aol.com](mailto:richardgrant716@aol.com).

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

## SPACE SHARING

**SPACE SHARING IN SKOKIE:** Up to three operatories, part-time. Beautiful office, exceptional building; newer equipment. Great location: expressway, shopping. Ample parking. Adding location/scaling back? Your patients deserve an upgrade! [smds@comcast.net](mailto:smds@comcast.net).

**SPACE SHARING/CHICAGO LOOP (MICHIGAN AVENUE) /GENERAL DENTIST/SPECIALIST:** Our nine operator, multi-specialty and general dental group practice, located in Chicago's Loop, seeks general dentist/specialist to join and merge their practice with our group or stay independent and space share. Retirees outside their covenant not to compete boundary are welcome as well. Cross referrals within our practice is available and standard. One of our senior dentists has retired and we now have chair-time and space to accommodate another dentist. Our practice was started in 1911 and is well-established. State-of-the-art equipment. Computers and monitors throughout the office. Please call 312.882.4337.

#### SPACE SHARING CHICAGO LOOP:

Beautiful four operator office available two to three days a week, possibly more. Ideal for a specialist or general practice dentist. For information please call 312.346.0710.

SPACE SHARING: Space sharing opportunity in attractive office on Michigan Avenue. Across the street from The Millennium Park, with beautiful views. Good terms. Operatories are fully equipped, and nice sized. Feel free to call me at 312.332.4003, or email me at [dcbmd1@aol.com](mailto:dcbmd1@aol.com). This is the place to be.

## LOOKING TO PURCHASE

#### SEEKING GREAT OFFICES TO PURCHASE:

Webster Dental Care, a group owned and operated by dentists, is seeking new offices in Chicago and the north to western suburbs. We look for offices doing at least \$1 million in yearly collections or smaller offices within a mile of our existing facilities to merge with. Sellers can continue working for us long term if they choose. We also buy associated real estate. Contact Dr. Steve Rempas: [webdental@aol.com](mailto:webdental@aol.com).

## FOR SALE BY OWNER

BERWYN DENTAL OFFICE FOR SALE: Street level /high-traffic area. Established 36 years. Five operatories. Annual collections \$545,000. PPO and fee-for-service. Never advertised, great opportunity to expand patient base. 630.247.6986 [mktdds@aol.com](mailto:mktdds@aol.com).

DOLTON PRACTICE FOR SALE: Due to owner relocation. Inside professional building with high bank traffic, low rent. Mix PPO/PA (60/40). Remodeled in 2011. Five ops. Forest chairs with massagers. Paperless and digital X-rays. Collections in 2015: \$630,000. Asking price: \$460,000. [practiceforsaleillinois@gmail.com](mailto:practiceforsaleillinois@gmail.com).

EQUIPMENT FOR SALE: Selling Midmark compressor; autoclave; dental chair, operator and assistant chairs; Pelton & Crane center island cabinet, rear cabinet with water filtration system and rear delivery unit; overhead light touch-free feature; Kavo high and low speed handpicks; Hu-Friedy instruments, cassettes; Sonicfill handpicks; Microetcher, etc. Email [cdal2371@gmail.com](mailto:cdal2371@gmail.com).

#### CHICAGO DENTAL PRACTICE FOR SALE:

Amazing practice in the hottest neighborhood in the nation in 2016 (Zillow). Grossing over \$1 million. PPO and fee-for-service patient base. Fully digital. New 2016 A-Dec chairs and digital sensors. Owner moving out of state. Serious buyers only. [smithemily823@gmail.com](mailto:smithemily823@gmail.com).

WAUKEGAN OFFICE FOR SALE: Waukegan. Recent upgrade, four operatories, Eaglesoft, computerized, digital X-ray and Pano 2.5 days, cost lower than a new build-out. Contact [jooplant@gmail.com](mailto:jooplant@gmail.com).

#### FIVE-STORY BUILDING IN LINCOLN PARK:

Penthouse, ground floor duplex for office. Five-story building, 3-story penthouse, ground level duplex, 6,000 square feet, two roof top decks, four seasons room, south facing deck, 1,500 square feet with skyline view, updated with new appliances, granite, etc., gated with keyed gate at 1412 W. Diversey near Southport. Free parking on Diversey like having your own parking lot. Detached two-car garage. Building is 18 years old, masonry. Owner will hold mortgage with half down. Great location for live/work. 773.441.3057.

DENTAL EQUIPMENT AND LOCATION 'MOVE-IN READY': Start your own practice. Located in Chicago 60634: Dental equipment, modern location, two progeny X-ray units, two operatories, lab with plumbing for conversion to operator, two fully equipped dental units, pump compressor, sterilizer, instruments, computers, furniture. Great opportunity for starters. Expansion possible. Negotiable. Contact [chicagodental99@gmail.com](mailto:chicagodental99@gmail.com).

PRACTICE FOR SALE: Superb practice for sale in northwest suburbs. Five operatories. Collections of \$1.2 million over last 12 months consistent with last 15-plus years. Owner retiring. 100 percent fee-for-service. Refers out most perio, ortho and oral surgery. Pankey/Spear-type practice. Stand alone building for sale or long-term lease. [mchctydental@gmail.com](mailto:mchctydental@gmail.com).

NORTH SHORE GENERAL DENTAL PRACTICE in premium location. Long-established fee-for-service practice. Average net for 2010 - 2016: \$502,000 per year. Contact by email at [nshoreds@gmail.com](mailto:nshoreds@gmail.com).

PRACTICE FOR SALE: Northwest area, general dentistry. Good starter office, two treatment rooms, very low price. Also for sale, used chairs lights, X-rays, compressor, vacuum. Contact [prospect01dental@aol.com](mailto:prospect01dental@aol.com) or 847.296.2927.

## FOR SALE BY BROKER

#### FIVE-STORY BUILDING, SOUTHPORT/DIVERSEY:

Ideal for live-in dentist. Office/duplex and penthouse, with two decks. Panoramic skyline view. 1412 W. Diversey. Newer building- 6,000 square feet. Easy parking, no meters. Like having your own parking lot. Your patient can have their teeth cleaned in the office while having their car washed at Tuffy. LP High School District. Neighbors need a dentist. Call/text seller/broker 773.441.3057 with your email for pictures.

HENRY SCHEIN PROFESSIONAL PRACTICE TRANSITIONS: Contact Al Brown, 630.781.2176, [al.brown@henryschein.com](mailto:al.brown@henryschein.com).

CHICAGO: Established two-op practice on high-traffic major street. Excellent starter or second office with good net income. #IL113

SOUTH SUBURBS OF CHICAGO: Doctor retiring from established three to five-op \$450,000 practice with stand-alone building on corner lot. Rent from three tenants would pay for mortgage. Doctor taking off 90 working days a year, no evenings. #IL116

CHICAGO (BEVERLY): Doctor retiring from established four-op practice on very busy Western Avenue with building in desired Beverly neighborhood. Doctor producing \$560,000+ annually on 30 hours in typical week. #IL117

SOUTHWEST SUBURBS OF CHICAGO: Established 4-operator \$800,000-plus per year collection practice with solid hygiene program. In high-traffic office building with other medical tenants. #IL114

CHICAGO NORTHWEST: Three ops. Practice with great visibility on corner of very busy four lane main Street across from a McDonalds. Immediate need to sell. Favorable acquisition price. Good growth potential. #IL123

CHICAGO NORTHWEST: Well-established, well-kept four-operator practice for sale with building on very busy main street. Excellent growth opportunity due to current doctor working only three-and-a-half days per week producing low \$500,000. #IL122

**NORTHWEST SUBURBAN DENTAL PRACTICE FOR SALE:** Dental practice in Glenview for sale. Fully equipped, two operatories, digital X-rays, and much more. Sale by agent Bob Burger, 312.215.7096.

**ADS MIDWEST:**

Endorsed by Illinois and Missouri State Dental Societies. Contact Peter J. Ackerman, CPA, CVA, at 312.240.9595 [peter@adsmidwest.com](mailto:peter@adsmidwest.com) or [adsmidwest.com](http://adsmidwest.com)

**SELLERS NEEDED.** Never has the market been stronger never have values been higher! Call for a free consultation if you are considering a transition or sale!

**ORTHO:** Western Suburbs, \$600,000. Two locations.

**SKOKIE:** Four ops in a professional building. \$400,000+ collections.

**ORLAND PARK:** Two ops with room to expand, \$335,000, building available.

**SOUTH/SOUTHWEST SUBURB:** Four ops with room to grow, \$660,000 collection. Digital with CAD/CAM recent renovation. Free-standing building with great visibility.

**One HOUR SOUTH OF CHICAGO:** \$1 million collections, FFS, low overhead, low stress, high-tech, high profit.

**FAR SOUTHWEST SUBURBS:** \$350,000 +, two ops with room, \$200,000+ net on three days.

**FAR SOUTHWEST SUBURBS:** \$450,000+, four ops, free-standing building.

**WESTERN SUBURBS:** \$850,000. PPO/FFS. Six ops highly desirable location, all specialties referred out.

**WESTERN SUBURBS:** Beautiful build-out and newer equipment. \$200,000+ collections. Purchase at a fraction of startup cost with a patient base.

**NORTHWEST SUBURBS:** \$950,000+ Four ops, cone beam, great potential.

**NORTHWEST SUBURBS:** \$1.6 million. Pending!

**FAR NORTHWEST SUBURBS:** \$900,000. Free standing building, low overhead, high net, very strong hygiene.

**JOLIET - BUILDING AND PRACTICE SALE:** Well-established with four operatories. Located in Cathedral area, near Interstate 80 and Joliet Mall. Attached apartment rental for additional income. Contact Jim Plescia at [plescia@e-ppc.com](mailto:plescia@e-ppc.com).

**DOWNTOWN LAGRANGE:** Established dental office building with three treatment rooms, handicap accessible restrooms. Current owner retiring after 30-plus years in this location. Asking \$220,000. Please call Joel Klecka, Coldwell Banker Commercial, 630.466.8369

**ENDODONTIC PRACTICE FOR SALE:** Well-established practice for over 33 years. Located in the Northwest suburbs. Great referral base. Contact Jim Plescia, [jplescia@e-ppc.com](mailto:jplescia@e-ppc.com), 630.890.6074. Professional Practice Transitions, [www.e-ppc.com](http://www.e-ppc.com).

**PRACTICE FOR SALE:** Dentist retiring — South suburb of Chicago. Mainly fee-for-service/INS. Three treatment rooms with two equipped. Contact Jim Plescia, [jplescia@e-ppc.com](mailto:jplescia@e-ppc.com), 630.890.6074 – Professional Practice Transitions.

**ESTABLISHED CHICAGO AVENUE PRACTICE FOR SALE:** Located in a busy medical center. Three treatment rooms. Room to expand. Eaglesoft, Schick digital. Contact Jim Plescia, [jplescia@e-ppc.com](mailto:jplescia@e-ppc.com), 630.890.6074. Professional Practice Transitions.

**DENTAL OFFICE FOR SALE:** Dental practice on the northwest side of Chicago for sale. Fully equipped, three operatories, digital X-rays, and much more. Sale by agent Ilona. Call 773.716.4700 or [ilonak@core.com](mailto:ilonak@core.com).

**JOLIET DENTAL OFFICE FOR SALE:** Fully equipped furnished office with four operatories. Great start up or second location with low overhead. Contact: Jim Plescia [jplescia@e-ppc.com](mailto:jplescia@e-ppc.com), 630.890-6074. Professional Practice Transitions.

**CHICAGO DENTAL BROKER:**

The only locally owned dental brokerage that is operated by a dentist and CDS member. Dr. Robert A. Uhland, [chicagodentalbroker@gmail.com](mailto:chicagodentalbroker@gmail.com), 847.814.4149, [www.chicagodentalbroker.net](http://www.chicagodentalbroker.net).

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

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

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

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

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

**NORTHWEST SUBURBAN:** New listing, exquisite three-op beauty. Doing \$280,000 on very reduced schedule. Must see! Orthodontic Practice: Call me for details!

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

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

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

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

**WEST SUBURBAN:** Two-op starter. Make offer!

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

**WEST SUBURBAN:** New, four-op beauty! Truly one-of-a-kind! More than half of revenue comes from hygiene. Make \$\$ and take it easy!

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

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

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



WEST MICHIGAN LIVING: West Michigan Living (3MDKC) – Live in Grand Rapids, practice in a small town near by. General practice with \$500,000 annual revenues. A wonderful family based practice with three equipped operatories. Nice growth potential with most specialty work referred out. Great starter practice or satellite office. For details contact Phil Stark, Peak Transitions, [peaktransitions.com](http://peaktransitions.com), 888.477.7325.

---

PRACTICE AND REAL ESTATE FOR SALE: Near North and Harlem. Office condo, 1,200 square feet, two operatories, room for more. Digital, computers in operatories. Collections \$100,000. Contact Dr. Tom McDermott at 708.715.5880 or [tmcdermott@paragon.us.com](mailto:tmcdermott@paragon.us.com).

---

PROGRESSIVE MANAGEMENT: Michael Erin and Bruce Lowy 847.677.6000, [info@pm-chicago.com](mailto:info@pm-chicago.com)

ARLINGTON HEIGHTS: \$1.9 million – Sold!

CHICAGO: \$750,000 – Sold!

PARK RIDGE: \$562,000 – Sold!

WONDER LAKE: \$550,000 – Sold!

LANSING: Sold!

CHICAGO LOOP: Pending Offer.

NORTHWEST SUBURBS: Pending Offer.

NORTHERN INDIANA: Pending Offer.

NAPERVILLE: Pending Offer.

WHEELING: Pending Offer.

Progressive Management (“PM”) is a consulting services company specializing in marketing, comprehensive practice management, valuation, and brokerage services. PM has been serving the Chicagoland dental profession since 1976. Please visit <http://pm-chicago.com> to learn more.

---

PRACTICE FOR SALE: Dentist retiring. Well-established South Suburban practice. Mainly fee-for-service/insurance. Three functional treatment rooms with two equipped. Contact Jim Plescia, [jplescia@e-ppc.com](mailto:jplescia@e-ppc.com), 630.890.6074, Professional Practice Transitions.

---

#### CHICAGO PRACTICE SALES:

773.502.6000 or [www.chicagopracticesale.com](http://www.chicagopracticesale.com). Found a practice to buy through a broker or for sale by owner? Need help evaluating the opportunity? Lean more at [www.dentalduediligence.com](http://www.dentalduediligence.com). Is your non-dental spouse interested in learning about dental office management? Classes begin Sept. 6! Call Sharon at 312.600.5003 to learn more.

#### ILLINOIS PRACTICES FOR SALE:

CAROL STREAM: New! Three newer ops in a strip center. Visible with signage. Turnkey and ready to grow! Digital and paperless!

CHICAGO: Beautiful! Five ops fully equipped in a beautiful newer buildout. Collections \$1.3 million.

CHICAGO: BRIGHTON PARK: Under contract! Gross sales \$1 million.

CHICAGO MIDWAY: New! Own your own building! Four ops at street level. Busy area! Building available for purchase. 100% FFS! Part-time schedule. Collections: \$230,000. Great starter or second office!

CHICAGO: Awesome! Seven ops fully equipped. Collections: \$1.65 million.

CHICAGO: New! Five-op buildout, brand new. Beautiful and modern. Great location!

DEERFIELD: Desirable North Shore! Four fully equipped ops. Well-established, 100% FFS office. Collections: \$360,000.

DES PLAINES – Newly upgraded! Five ops in an upscale professional building. Great highway and bus access. 100% FFS. Digital. \$360,000 collections.

ELGIN: Fabulous building! Six-op build with four ops equipped. Busy, high visibility strip mall location. Digital Pan/Ceph. Paperless. Bilingual staff. Collections: \$480,000. Looks brand new!

HIGHLAND PARK – New! Three ops at street level. Some newer equipment and a panorex! Price reduced!

NAPERVILLE – Under contract! Four ops in desirable Naperville! Collections: \$400,000.

NAPERVILLE: Ready to go! Two ops expandable to four. High visibility strip center. All equipment included with a film Pan/Ceph. No patients.

SOUTH ELGIN: Part-time schedule, full-time gross! Four ops fully equipped with A-dec and two more plumbed. Collections: \$600,000. Looks brand new!

WESTMONT: Close to everything and a parking lot!

Two ops in a strip center. Near shopping. Digital. Ample close parking. Well-established practice. Collections \$410,000.

WHEELING – Beautiful! Four ops, expandable. Collections: \$1 million. Stand-alone building available for purchase.

#### WISCONSIN PRACTICE FOR SALE:

MILWAUKEE: Awesome and immaculate! Nine+ ops located on a busy, visible corner with signage. Building available for purchase. Collections: \$810k. FFS and PPO. Digital pan. Stable staff.

---

## POSITIONS WANTED

PERIODONTIST/IMPLANTOLOGIST: Board certified periodontist with eight-plus years experience is available to provide all aspects of periodontics, Implant dentistry, and All-On-4 treatment concept in your practice. Contact me at [chicagoperiodoc@gmail.com](mailto:chicagoperiodoc@gmail.com).

---

PERIODONTIST AVAILABLE: Enthusiastic periodontist (board certified) available to provide the highest quality of care to your patients in your office and greatly increase your bottom line. Dr. Rory J. Pranger 312.375.7043. [rorypranger@charter.net](mailto:rorypranger@charter.net).

---

## OPPORTUNITIES

**TRAVELING GENERAL DENTIST:** Will travel between Sonrisa Family Dental's nine locations. Dentist must have open availability Monday-Saturday. \$500 daily per diem. Full-time hours and benefits available. [theron.jewell@sfdchicago.com](mailto:theron.jewell@sfdchicago.com).

**HINSDALE AND NAPERVILLE:** Family practice looking for specialist and general associates. Excellent opportunity for growth and autonomy. Living Well Dental Group is a boutique-style practice offering the best in dental care in a friendly family focused environment. Does this sound like a dream opportunity? It is. Serious inquiries only, Cerec experience a huge plus. Send CV and résumé to [resumelivingwell@gmail.com](mailto:resumelivingwell@gmail.com).

**LOOKING FOR GENERAL DENTIST:** Busy office with periodontist specialist looking for experienced dentist. Compensation 35 percent of collection. PPO and fee-for-service. Buffalo Grove area. Send résumé to [dentalexerts7@yahoo.com](mailto:dentalexerts7@yahoo.com).

**GENERAL DENTIST NEEDED:** For state-of-the-art digital growing practice, in Saint Charles/South Elgin area (IL) with a possible future partnership opportunity. Great deal for an experienced dentist to take ownership and lead the way. Current need is for Mondays, Wednesdays and Fridays with one Saturday a month. Please email your résumé with contact information to [thefamilydentalgroup@gmail.com](mailto:thefamilydentalgroup@gmail.com) for immediate consideration.

**DENTAL ASSOCIATE NEEDED:** Dental associate part-time needed two days in busy southwest suburban practice. Must be proficient in molar endodontics. Please send résumé to [idsot15@gmail.com](mailto:idsot15@gmail.com).

**PART-TIME DENTIST, CHICAGO:** Non-profit seeks dentist with Saturday availability, one to three days per week, for preventative/restorative for children on state-of-the-art mobile clinic. Great hours. Please send résumé to Ian Stark, [istark@mobilecarefoundation.org](mailto:istark@mobilecarefoundation.org).

**DENTIST WANTED:** Part-time/full-time general dentist wanted. Southern Chicago suburb. Flexible schedule. Digital office. New graduates welcome. Treating kids to seniors. Email [nadiad25@yahoo.com](mailto:nadiad25@yahoo.com).

### SOLO FULL-TIME ASSOCIATE OPPORTUNITY:

Deer Creek Dental Associates is seeking a highly motivated and personable full-time associate dentist to practice in a newly updated private practice in Crete, IL. This practice is poised for substantial growth and its associate will be practicing solo with the support of a successful senior dentist and management coach. Our ideal candidate will have a strong work ethic and a natural ability to connect with patients. We prefer a candidate with strong endodontic and surgical skills but can provide training and mentorship for the right person. Willingness to learn and grow as a dentist and a leader/communicator is essential. Healthcare benefits, guaranteed salary plus bonuses, clinical autonomy and professional mentorship are all offered to the right candidate. Please contact Peter March at [empjm@me.com](mailto:empjm@me.com) or 708.642.1440 to discuss the opportunity further.

### FULL-TIME ASSOCIATE DENTIST NEEDED:

Looking for additional associate to join a well-established, modern, technologically advanced general dental office with highly trained and experienced support team in East Dundee. Excellent earning and growth potential. Experience/GPR a plus. [bpneu89@gmail.com](mailto:bpneu89@gmail.com).

**UNIQUE OPPORTUNITY** for pediatric dentist or general practitioner proficient in pediatric care. Immediate opening in southwest suburbs. Premium location, flexible hours part-time/full-time. Work independently with full support. Competitive compensation, will entertain buy-in. [ftdentaljob@yahoo.com](mailto:ftdentaljob@yahoo.com).

**DENTIST:** North side Chicago group has position available for quality-oriented, personable individual who enjoys pediatric dentistry. Busy group practice doing community dentistry. Four days a week, six figure salary. Please contact us at [ddpdental1064@gmail.com](mailto:ddpdental1064@gmail.com).

**ORAL SURGEON:** Established Chicago dental office seeks personable oral surgeon to work in our group a minimum of three days per week. Busy practice doing predominately exodontia, impactions, hard and soft tissue procedures. Well-trained staff. \$200,000 guarantee and bonus incentive. Please contact us at [ddpdental1064@gmail.com](mailto:ddpdental1064@gmail.com).

**IMPLANTOLOGIST/SPECIALIST:** Busy implant office in Downtown Chicago is looking for an experienced implantologist/specialist to perform implant surgeries-extractions, alveoloplasty, all on the 4, 5, 6 with sedation. Sedation permit a plus. If interested email CV for consideration. [drdds2016@gmail.com](mailto:drdds2016@gmail.com).

**PART-TIME DENTIST- VERNON HILLS EXCELLENT OPPORTUNITY:** Chicagoland Smile Group is a growing PPO/fee-for-service only dental care organization. We are actively recruiting for a part-time position at our Vernon Hills practice. We offer a full suite of dental care services which include general dentistry, numerous dental specialties, administrative and clinical support, and modern digital offices. We offer comprehensive benefits such as PPO health insurance, 401(k), continuing education (CE), as well as a service excellence bonus program. Please email your cover letter and CV to [careers@csesmiles.com](mailto:careers@csesmiles.com).

### GENERAL DENTIST:

Associate needed for modern family practice located in Homewood. Looking to fill part-time hours, leading to full time. Reliable associate can earn up to 40 percent of collection. Space sharing is an option for practitioners with your own patients. [dentalconcepts@um.att.com](mailto:dentalconcepts@um.att.com).

### ASSOCIATE DENTIST:

Dentist needed Tuesdays and Thursdays with opportunity to add more days for high tech fee-for-service/PPO privately owned office in Channahon (50 miles south of Chicago). Owner dentist willing to mentor and staff is trained to optimize production. Guaranteed salary or percentage of collections. 401(k) and medical insurance offered. Email CV to [completecomfortdental@gmail.com](mailto:completecomfortdental@gmail.com).

**PART-TIME DENTIST - LAKE ZURICH - EXCELLENT OPPORTUNITY:** Chicagoland Smile Group is a growing PPO/fee-for-service only dental care organization. We are actively recruiting for part-time position at our Lake Zurich practice. We offer a full suite of dental care services which include general dentistry, numerous dental specialties, administrative and clinical support, and modern digital offices. We offer comprehensive benefits such as PPO health insurance, 401(k), continuing education (CE), as well as a service excellence bonus program. Please email your cover letter and CV to [careers@csgsmiles.com](mailto:careers@csgsmiles.com).

**GENERAL DENTIST NEEDED:** Office in Rolling Meadows looking for Mondays and Wednesdays. Digital office with CT scan looking for an associate to help us build our patient base and possibly grow with us. Please email [newhire1329@gmail.com](mailto:newhire1329@gmail.com).

**ORAL SURGEON (MULTIPLE LOCATIONS):** Excellent opportunity. Growing Chicago-based PPO/fee-for-service dental group seeking an oral surgeon to join us on a part-time basis (6-10 days a month to start). Offices located in north, south, and west suburbs. Administrative and dental support as well as modern digital offices. Competitive compensation and comprehensive benefits package (health care insurance and 401(k) as well as CE opportunities available. H-1 Visa sponsorship available. Please email your cover letter and CV to [careers@csgsmiles.com](mailto:careers@csgsmiles.com).

**IV SEDATION TRAINED DENTIST:** North side Chicago group has position available for quality-oriented, personable individual who enjoys pediatric dentistry. Four days per week. Please contact us at [ddpdental1064@gmail.com](mailto:ddpdental1064@gmail.com).

**FULL-TIME OR PART-TIME DENTIST WANTED** for amazing office. Shining Smiles seeks a full-time or part-time dentist for our Franklin Park and Bolingbrook locations. We have a modern office with great income potential and an awesome work environment. Check out our website ([www.shiningsmiles.com](http://www.shiningsmiles.com)) and come work with the best. Send your résumé to [milad312@gmail.com](mailto:milad312@gmail.com).

**GENERAL DENTIST NEEDED:** Office located in Palatine, looking for Mondays, Wednesdays and Saturdays. Digital office with CT scan, with established patient base. Please email résumé to [ddsnewsburbs@gmail.com](mailto:ddsnewsburbs@gmail.com).

**WE ARE THE PRACTICE YOU'VE BEEN LOOKING FOR:** We are the practice you've been looking for. We are a group of highly skilled dental professionals looking to expand our team. We are a well-established, fee-for-service, state-of-the-art dental practice in the south suburbs of Chicago. We are expanding to meet the needs of our patients and community by doubling our size with a brand new facility. We are seeking exceptional general dentists, oral surgeons and pediatric dentists who are interested in joining a team that is a proven winner. Please reply along with your résumé to [ddsjob456@gmail.com](mailto:ddsjob456@gmail.com).

**DENTIST NEEDED NORTH SIDE OF CHICAGO:** Full-time associate dentist needed. Fully digital modern office. Great environment, neighborhood and patients. Guaranteed salary, 30 percent of adjusted production. [medgjob@gmail.com](mailto:medgjob@gmail.com).

**IMMEDIATE PEDIATRIC:** Our multi-specialty office is seeking a team-oriented and optimistic pediatric dentist. Our office is equipped with the latest technology and recently expanded another side creating additional rooms. [dentaloffice7011@yahoo.com](mailto:dentaloffice7011@yahoo.com).

**GENERAL DENTIST:** Our multi-specialty office is seeking a team-oriented and hardworking general dentist. Our office is equipped with the latest technology and recently expanded by building another side. [dentaloffice7011@yahoo.com](mailto:dentaloffice7011@yahoo.com).

**LINDENHURST - PART-TIME ASSOCIATE:** Growing office seeking dynamic and spirited general dentist for Wednesdays, Fridays, and two Saturdays a month. PPO and fee-for-service only office. Friendly and efficient staff. New dental graduates welcomed. Excellent compensation. Email CV to [bgniadek20@aol.com](mailto:bgniadek20@aol.com). Opportunity for ownership.

**SUMMER OPENINGS:** Webster Dental has the following openings starting this summer; general dentist: Wednesday - Saturday, northwest suburb; pedodontist: various locations, full- or part-time; endodontist: Skokie, part-time; oral surgeon: Portage Park and Skokie, part-time. We offer great minimums and incentives to our providers. Find out why the Chicago Tribune has named us a Top Workplace for six years in a row. Email Dr. Steve Rempas, [webdental@aol.com](mailto:webdental@aol.com).

**FULL-/PART-TIME DENTISTS IN CPS SCHOOLS:** Full-, part-time dentist needed in Chicago Public Schools schools to fulfill contract. Responsible for exams, charting, monitoring sealant placement. Must be able to travel within city. Please contact Dr. Gary Wegmann at [garywegmann@gmail.com](mailto:garywegmann@gmail.com).

**DENTIST:** Established Chicago community based group practice on Near Northside has position available for enthusiastic, personable individual who enjoys oral surgery. Excellent compensation. Multi-doctor office and large friendly staff. Please contact us at [ddpdental1064@gmail.com](mailto:ddpdental1064@gmail.com).

**WANTED, FULL-TIME OR PART-TIME DENTIST:** Busy Chicago office looking four motivated part-time/full-time dentists. Should be comfortable with molar extractions, endodontics and some pedodontics. Base salary or percentage offered. Send résumé to [2004dds60639@gmail.com](mailto:2004dds60639@gmail.com).

**\$25,000 BONUS FOR FULL-TIME ASSOCIATE:** Huge PPO practice 45 minutes south of Chicago needing a full-time associate with the goal to eventually take over. Great guaranteed salary with potential for much more as well as a \$25,000 bonus. Also included are incentive bonuses, medical insurance, life insurance, long-term disability coverage, 401(k) plan and paid continuing education credits. Please email your résumé to [dental129@gmail.com](mailto:dental129@gmail.com).

**GENERAL DENTIST, FULL-TIME/PART-TIME:** Growing dental practice seeking part-time/full-time, for our office in Southwest suburbs. We accept fee-for-service/PPO/Medicaid patients. Please email to [2005dds@gmail.com](mailto:2005dds@gmail.com).

**ASSOCIATE POSITION:** Busy family-oriented dental office seeking an associate to join our team. Must be comfortable treating children of all ages and perform adult molar root canals as well as extractions. Must have one year of clinical experience. Please submit résumé for review. [4608de@gmail.com](mailto:4608de@gmail.com).

**ASSOCIATE DENTIST:** Are you tired of your current office environment? Or, are you looking to challenge and improve upon your current level of dental practice? Our boutique environment and supportive team allows you to do just that. Join our small group practice and collaborate with like-minded professionals who put patients first. We are looking for a skilled and passionate associate dentist to split time between our Lincoln Park and Loop locations. We want to give you the opportunity to be the best dentist you can be. You will have the clinical support needed in our clean and organized offices. Please apply if you have three years or more of experience and truly care about the profession.  
[deenalpsmiles@gmail.com](mailto:deenalpsmiles@gmail.com).

**NORTHWEST SUBURBS:** General dentist needed for state-of-the-art multi-specialty practice. Part-time or full-time, benefits, guaranteed compensation plus collections. We teach Cerec Crowns. Send résumé to [recruiting@uniteddentalpartners.com](mailto:recruiting@uniteddentalpartners.com).

**PART-TIME DENTIST:** Dentist needed Tuesdays and Thursdays for high-tech, fee for-service/PPO privately owned office in Channahon (50 miles south of Chicago). Owner dentist willing to mentor and staff is trained to optimize production. Willing to add more days. Guaranteed salary or percentage of collections. Medical insurance and 401(k) offered. Email CV to [completecomfortdental@gmail.com](mailto:completecomfortdental@gmail.com).

**ORTHODONTISTS AND PEDODONTIST NEEDED:** Orthodontist openings: La Grange Park, Portage Park, Edison Park. Pedodontist openings: La Grange Park, Hoffman Estates, Edison Park. Come see why the Chicago Tribune has named Webster Dental Care a Top Workplace six years in a row. Submit résumés to Dr. Steve Rempas, [webdental@aol.com](mailto:webdental@aol.com).

**FULL-TIME DENTIST NEEDED FOR BUSY CHICAGO OFFICE:** Busy office opened in 2008, just moved to new location with additional operatories and pano/ceph. Currently doing all dentistry including rotary endodontics, comprehensive orthodontics, implants, wisdom teeth. Full-time doctors earning between \$200,000 to \$300,000 annually seeing approximately 15 patients per day. Mostly PPO/PVT, no HMO. Email résumé to [precision4317@gmail.com](mailto:precision4317@gmail.com).  
[www.precisiondentalchicago.com](http://www.precisiondentalchicago.com).

**UNIQUE OPPORTUNITY** for pediatric dentist or general practitioner proficient in pediatric care. Immediate opening in southwest suburbs. Premium location, flexible hours part-time/full-time. Work independently with full support. Competitive compensation, will entertain buy-in. [ftdentaljob@yahoo.com](mailto:ftdentaljob@yahoo.com).

**ASSOCIATE DENTIST WANTED:** General practice dental office actively seeking part-time/full-time, motivated, quality-oriented associate dentist with outstanding work ethic to join our well-established South Barrington practice. Experience preferred. Call Beth 847.382.0700.

**GENERAL DENTIST SOUTHWEST SUBURBS:** Seeking associate general dentist for long-term opportunity at a state-of-the-art facility in Naperville/Bolingbrook. Full-time position with a great team. PPO/fee-for-service patients. Ideal opportunity for dentist who is passionate, caring and with strong clinical and communication skills. Please send résumé to [dentalpointe@gmail.com](mailto:dentalpointe@gmail.com).

**PEDIATRIC DENTIST:** Seeking pediatric dentist for Chicago and northwest suburbs. Excellent support staff, systems, full benefits, and competitive compensation package. Eight pediatric dentists and growing. Please send CV to [recruiting@uniteddentalpartners.com](mailto:recruiting@uniteddentalpartners.com).

**DENTIST:** Looking for a temporary coverage between June 26-July 8 that can lead to a full-time position. Office located in Calumet city. Digital, new chairs, Eaglesoft. [besmadi@yahoo.com](mailto:besmadi@yahoo.com), 708.963.7778.

**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 graduates welcome. No HMOs.  
[dimitri\\_h@hotmail.com](mailto:dimitri_h@hotmail.com).

**DENTAL ASSISTANT NEEDED FOR IMMEDIATE EMPLOYMENT:** Specialty dental office in Western suburb seeking dental assistant for immediate employment. Candidate must be willing to do both chair side and front office duties. Training will be provided. Must also be available for early and late weekday hours and some occasional weekends. Please email [endopractitioner@yahoo.com](mailto:endopractitioner@yahoo.com).

**GENERAL DENTIST:** State-of-the art, multi-specialty group practice located on the north side of Chicago seeking an experienced general dentist that can join our team. We are searching for a part-time dentist that is able to work three days a week. (Wednesday, Fridays and Saturdays.) Please send your CV to [jsmile2018@gmail.com](mailto:jsmile2018@gmail.com)

**PARTNERSHIP/BUY-OUT OPPORTUNITY:** Do you have three to five years experience? Do you have experience in extractions, bone grafting, and molar endo? Do you have CE from Kois, Spear, or the Pankey Institute? Or do you have military dental experience? Are you anxious to move to a 100 percent fee-for-service , comprehensive care practice? Are you looking for ownership opportunity? Are you looking to be in the northwestern suburbs? If so please send your résumé to [klfdds@gmail.com](mailto:klfdds@gmail.com).

**GENERAL DENTIST - PART-TIME:** Near west suburbs. Seeking immediate hire for a general dentist (part-time, two days a week). Fantastic opportunity for a new graduate. Email [123909@sbcglobal.net](mailto:123909@sbcglobal.net).

**NEW PEDIATRIC PRACTICE LOOKING FOR OFFICE MANAGER ASSISTANTS:** South Naperville pediatric office seeking compassionate and energetic office manager/assistants. Excellent communication skills with children/parents a must. Competitive pay based on experience. Email [kidsdentalhire@gmail.com](mailto:kidsdentalhire@gmail.com). Thanks.

GENERAL DENTIST NEEDED in McHenry, Grayslake and Schaumburg. We are a growing multi-location dental offices that are looking for a general dentist. Please send CV or résumé for consideration. [lakemoordental@gmail.com](mailto:lakemoordental@gmail.com).

ORTHODONTIST: Looking for an orthodontist in Chicago/Irving Park. Five to six days per month with an average of about 30-40 patients per day. Great income potential and room for growth. Please contact us at 773.754.3900 or email at [sreddy@3020dental.com](mailto:sreddy@3020dental.com).

KIDS DENTIST - GENERAL DENTIST OR PEDIATRIC DENTIST: Downtown Dental located in the Loop in Chicago seeks dentist to see kids. We are a very busy PPO/fee-for-service office with five full-time general dentists and six full-time hygienists. We currently do not see any kids and have lots of current patients that want to bring their kids to our office. Please send letter of interest/résumé to [info@downtown-dental.com](mailto:info@downtown-dental.com). No phone calls please.

FULL-TIME ASSOCIATE NEEDED: Are you looking for an office where you can use all of your skills in a caring and upbeat environment? We are a fast-paced, rapidly expanding office looking for an associate to join our dental team. New graduates welcome. H1-B Visa and Green Card sponsorship available. Email us at [info@artisticfamilydental.com](mailto:info@artisticfamilydental.com) today.

GENERAL DENTIST, FULL-TIME/PART-TIME: Busy dental practice actively seeking part-time/full-time, for our office in DuPage County and Waukegan. We accept Medicaid and All Kids along with PPO. Good compensation. Please email to [tsdental2014@gmail.com](mailto:tsdental2014@gmail.com).

GENERAL DENTIST ASSOCIATE POSITION: Busy two-location Chicago family practice seeking a motivated associate to work independently in both locations. Fee-for-service/PPO/Medicaid patients. Minimum one two years experience. Please email CV to [clarkdentalcare@gmail.com](mailto:clarkdentalcare@gmail.com).

ASSOCIATE RESTORATIVE DENTIST NEEDED: Looking for a restorative dentist for a part-time associate position to join our multi-specialty practice. AEGD or GPR desired. Future partnership possibility for the right candidate. [searchdds@yahoo.com](mailto:searchdds@yahoo.com).

ASSOCIATE DENTIST WANTED, GROWING OFFICE IN SUBURBS (INDIANA): Growing, profitable and established dental office in Northwest Indiana needs an associate. Dentist owner has a great staff, great reputation, new office building and an overload of patients. Dentist does operative/C&B, oral surgery, implants, removables and some pedo. Office has a good hygiene recall base associate dentist is expected to do whatever he/she wants: Want to do endo? Go ahead. Ortho? No problem. Want to work in a corporate environment with quotas? Don't apply. Want to work Saturdays? Don't apply. Want to help me grow this office and do good dental work? Then send me your résumé to [indianadentist@yahoo.com](mailto:indianadentist@yahoo.com)

PEDIATRIC DENTIST NEEDED: Pediatric dentist needed. Start out as a part-time associate. Potential of being full-time with our multiple locations in Chicago. Email us at [hedstrom78@yahoo.com](mailto:hedstrom78@yahoo.com). Thank you.

GENERAL DENTIST NEEDED IN WHEELING: Wonderful clinic in Wheeling looking for a compassionate dentist for a part-time (Friday 10 a.m. to 7 p.m., Saturday 9 a.m. to 3 p.m.) position. We have a phenomenal staff support and excellent multicultural patient base. We are a fee-for-service, PPO and Medicaid practice. Doctor must be enrolled or credentialed with PPO and Medicaid dental plans. Comfortable with kids. Excellent chair side manner and be willing to focus on patient education. Pay on collections and CE annual allowance. Email résumé to [onedentalcareer@yahoo.com](mailto:onedentalcareer@yahoo.com).

FULL-/PART-TIME GENERAL DENTIST: Associate needed to work in a busy practice in Joliet. Unlimited earning potential. Highly motivated dentist should apply. Fee-for-service, PPO, Medicaid. [contactusatdental2017@gmail.com](mailto:contactusatdental2017@gmail.com).

KENOSHA DENTIST OPPORTUNITY: Brand new practice in Kenosha, WI. Seeking a motivated and personable general dentist, recent graduate. Percentage of collections, daily guarantee, and bonus. Part-time leading to full-time. Please contact [hr@mykenoshadentist.com](mailto:hr@mykenoshadentist.com).

PEDODONTIST WANTED: Multiple location group practice looking for an pedodontist. Large internal referral base with locations in north and south Chicago. Submit CV to [fadiaqel4@gmail.com](mailto:fadiaqel4@gmail.com).

ASSOCIATE DENTIST: Located in Belvidere (east of Rockford). Four dental operatories. General dentistry including implant dentistry. Accepting insurance and All Kids. Dental Associate private office room. Good potential to earn \$100,000 on two-and-a-half to three days per week. Send résumé [belvideredental@gmail.com](mailto:belvideredental@gmail.com).

PART-TIME OR FULL-TIME DENTISTS NEEDED: Part-time or full-time dentists needed for a Chicago dental office. Convenient location in the city. Base salary or percentage of productivity. Please email résumé to [fadiaqel4@gmail.com](mailto:fadiaqel4@gmail.com).

GENERAL DENTIST FULL-TIME/PART-TIME: Great compensation and sign-on bonus. Busy dental practice actively seeking part-time/full-time, motivated, quality-oriented associate dentist with outstanding work ethic to join our well-established office in Northlake/Bensenville area. Availability on Tuesday, Wednesday and Saturday is a must. Experience preferred but not required. Email [dentalpractice17@gmail.com](mailto:dentalpractice17@gmail.com).

ORTHODONTIST: Looking for an experienced part-time orthodontist in the Western suburbs of Chicago near Oak Brook. Six days per month with about 35-45 patients per day, Only PPO and fee-for-service. Great income potential and room for growth. Please contact us at [dental2848@gmail.com](mailto:dental2848@gmail.com).

ENDODONTIST NEEDED: Busy, high-tech, PPO/fee-for-service, multi-location general practice office seeks endodontist a few days per week. Compensation, 50 percent of collections. Please [contactchicagodentalgroup1@gmail.com](mailto:contactchicagodentalgroup1@gmail.com).

INDIANA ASSOCIATE DENTIST: 20/20 Dental, a private, dentist-owned, and fast growing management company has associate dentist positions open for you. We believe in a team approach to dentistry by mentoring all associate dentists. Our philosophy allows you to focus on patient care without the hassle of managing the business. Not only can we offer a competitive salary, bonuses, CE reimbursement, but an environment to practice with integrity. We have offices centrally located in the Indianapolis and South Bend areas. Check us out at [2020dentalmanagement.com](http://2020dentalmanagement.com) and send your CV to [twentytwodental@icloud.com](mailto:twentytwodental@icloud.com).

BILLING SPECIALIST NEEDED: Multiple location group practice looking for billing specialist with locations in north and south Chicago. Salary based on experience. Email résumé to [fadiaqel4@gmail.com](mailto:fadiaqel4@gmail.com).

SCHOOL DENTIST NEEDED FOR SCHOOL BASED SEALANT PROGRAM, EXAMS ONLY: School-based dental sealant program — dentist needed, exams only. Three to four days per week from September to May, school hours only. Champaign, Danville and Bloomington area. Maximum 7- to 8-hour day with traveling included. Minimum \$600 per day. Potentially more per day depending on production. No nights or weekends. Please fax résumé to 708.226.0248.

SPANISH SPEAKING DENTIST FOR PART-TIME NEEDED: Portage Park area, state-of-the-art office is looking for highly motivated dentist to serve our patients. Send résumé to [portageparkdental@gmail.com](mailto:portageparkdental@gmail.com) or fax 773.736.0716.

GENERAL DENTIST - DOWNTOWN CHICAGO: Our nine operator, multi-specialty and general dental group practice, located in downtown Chicago's Loop, is seeking a general dentist to associate with our practice. The day needed is Saturday. Please call 312.882.4337.

SEEKING PART-TIME DENTIST: Seeking part-time dentist to join our well-established practice in the Oak Lawn area. Days to include Monday, Wednesday and Saturday or Wednesday, Thursday and Saturday with the opportunity for additional days. Great patients and a friendly, highly trained staff. Looking for a motivated individual with good patient and clinical skills. Please fax résumé to 708.423.0719 or email to [asbin@aol.com](mailto:asbin@aol.com).

ENDODONTIST WANTED: Multiple location group practice looking for an endodontist. Large internal referral base with locations in north and south Chicago. Submit CV to [fadiaqel4@gmail.com](mailto:fadiaqel4@gmail.com).

GENERAL DENTIST NEEDED IN WESTERN SUBURB: General dentist needed for state-of-the-art digital office in Bloomingdale, South Elgin, IL area (western suburbs). High production guaranteed at this family focused practice with efficient and friendly staff, great work atmosphere and camaraderie. Please email your résumé with contact information to [thefamilydentalgroup@gmail.com](mailto:thefamilydentalgroup@gmail.com) for immediate consideration.

FULL-TIME ASSOCIATE NEEDED: Huge PPO practice 45 minutes south of downtown needs a full-time associate with the goal to eventually take over. Guaranteed salary of \$110,000 with potential for much more, as well as a \$10,000 bonus. Also included are incentive bonuses, medical insurance, life insurance, long-term disability coverage, 401(k) plan and paid continuing education credits. Please email your résumé to [dental129@gmail.com](mailto:dental129@gmail.com).

PART-TIME ORAL SURGEON NEEDED: Very busy, quality driven practice in Park Ridge looking for experienced maxillofacial surgeon/implantologist, to perform implant surgeries, extractions, aveloplasties, etc., with or without IV sedation. Looking for one to two days per month (may be half-days). Please send résumé to Renee at [prda@sbcglobal.net](mailto:prda@sbcglobal.net).

ASSOCIATE GENERAL DENTIST NEEDED: Family-owned, digital, fast-growing, PPO/fee-for-service practice in northwest suburbs (Batavia) seeking quality-oriented, part-time dentist for Wednesdays, Thursdays, Fridays and one Saturday a month. Email résumé to [bataviadentists@gmail.com](mailto:bataviadentists@gmail.com).

IMMEDIATE OPPORTUNITY FOR A PEDIATRIC DENTIST: Our brand new large practice has immediate opportunities for pediatric dentists with certification in pediatric dentistry and those that are board certified pediatric dentists. New graduates are welcome. Our beautiful practice is located in Elgin, which has a booming growth of patients. We are flexible with hours and provide a competitive compensation. Please send your CV to [info@kidsfirstpd.com](mailto:info@kidsfirstpd.com).

FULL-TIME DENTIST: Well established high-tech office in far west suburbs of Chicago looking for a motivated, friendly and caring professional. Please send résumé to [dental1946@gmail.com](mailto:dental1946@gmail.com).

GENERAL DENTIST: The Dental Clinic of Marshfield currently has an opportunity for a general dentist to join our multi-specialty practice. This is an excellent opportunity to build your practice with the support of colleagues, staff, and our excellent reputation for high-quality care. We offer associates, after three years of employment, the potential for a buy-in as an equal partner to the corporation. In addition to a competitive salary, we provide a generous benefits package. For further information contact Dental Clinic of Marshfield, 306 W. McMillan Road, P.O. Box 929, Marshfield, WI 54449, Attention: Mr. Neil Armitage or call 715.387.1702 or email [neil.armitage@dentalclinicofmarshfield.com](mailto:neil.armitage@dentalclinicofmarshfield.com).

GENERAL DENTIST NEEDED: State-of-the-art office with CT scan looking for an associate for four days, must include Saturdays and Mondays, other two days are flexible. Trained staff, existing patient base, please email résumé to [ddsnewsburbs@gmail.com](mailto:ddsnewsburbs@gmail.com).

PART-TIME ASSOCIATE: Very productive office in Elgin is looking for someone to replace our current associate on Fridays and Saturdays. These are already established days with good production. Please email résumé [newhire1329@gmail.com](mailto:newhire1329@gmail.com).

ORTHODONTIST NEEDED five days per month in north suburban dental group practice. Orthodontist retiring after 30-plus years. Modern office with digital X-rays, iTero scanner and great staff. Prefer experienced board certified/board eligible orthodontist. Please email résumé to [braceman2020@gmail.com](mailto:braceman2020@gmail.com).

ASSOCIATE DENTIST NEEDED: Dental office on northwest side of Chicago is seeking a part-time associate general dentist for Tuesdays, Thursdays and Saturdays. Spanish language is a plus. For more information please contact *belmont-austindent@sbcglobal.net*. Include your résumé.

DENTAL LAB TECH WANTED: Busy full arch implant office in Downtown Chicago has an immediate opening for a lab technician to perform are day conversions for full arch implant surgeries. Must be well-versed with all aspects of removable prosthodontics. Email CV for consideration. *drdds2016@email.com*.

ASSOCIATE DENTIST: Chicago office is looking for an associate dentist to join a growing practice. Ideal candidate must be motivated. Great opportunity for someone who wants to work with great staff and is looking for possible partnership. *team@floschicago.com*.

PART-TIME GENERAL DENTIST: Part-time general dentist for fee-for-service office in downtown Oak Park, state-of-the-art facility with digital X-rays and CBCT. Great place to work. Days include Wednesday, Thursday, Friday and every other Saturday. Email résumé to *jperna@sbcglobal.net*.

ORTHODONTIST AND ORAL SURGEON NEEDED: Modern dental office in Oswego needs orthodontist and oral surgeon for our busy practice. We refer at least five to seven cases to orthodontist per month and At least 10 patients for surgical exactions. Tremendous opportunity for mutual benefit. Please contact us at *usdds@msn.com*.

FULL-TIME DENTIST WANTED – CHICAGOLAND offices: Gain tons of experience while treating a mixture of cash/PPO/Medicaid patients (no HMO). We see everyone from seniors who need surgical extractions to kids who need comprehensive care and everyone in between. Hit the ground running without waiting to build your own clientele. We help train new dentists. Malpractice insurance paid. Recent graduates welcomed. Please email résumé to *manager@allstardentalclinic.com*.

ENDODONTIST – CHICAGO: Family Dental Care, [www.familydentalcare.com](http://www.familydentalcare.com). Seeking endodontist or endodontist resident full- or part-time. Very high income potential. Currently five locations and growing, 95 percent fee-for-service. No Public Aid. Call 773.978.7801 (ask for Laura) or email *personnel@familydentalcare.com*.

DENTAL DREAMS is actively seeking motivated, quality-oriented associate dentists for our offices in Chicago 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: [www.dentaldreams.com](http://www.dentaldreams.com).

FLEXIBLE LOCUM TENENS OPPORTUNITY: Midwest Dental is seeking experienced dentists to fill daily/weekly/monthly locum tenens needs to cover leaves and extended vacations. Perfect for dentists wanting to pick up extra hours. We offer competitive pay and give you complete freedom to work as many locum sessions as you'd like. May involve travel with overnight stays. Typically includes 32-36 hours per week when needed. Opportunities are available at practices across the country. Contact Carly Ruffledt at 715.225.9126 or *cruftledt@midwest-dental.com*.

GENERAL DENTIST: Experienced general dentist needed for Saturdays. Must be proficient in molar endo and surgical extractions. Beautiful and modern office in Oak Brook with a great staff. No DMO, no Public Aid. Please fax résumé to 630.573.1300.

GREAT DENTISTS WANTED: Signing bonus. Midwest Dental is seeking a great dentist to lead our Midwest Dental practice. This position offers excellent compensation and benefits, a great work-life balance and unlimited opportunity for professional development. Our support team handles the administrative details, allowing you to lead your team while focusing on dentistry. If you possess a passion for providing quality care and are looking for a rewarding career opportunity, please contact Nicole Long at 262.505.3838 or *nlong@midwest-dental.com*.

DENTIST NEEDED: Looking for a motivated, quality-oriented general dentist for a multi-specialty office in the western suburbs. Good compensation, and great potential to grow. Email your résumé to *dentaljobssds@gmail.com*.

ORTHODONTIC ASSISTANT NEEDED to expand services. Start small, but can grow. Please send résumé to *chicagodentalbroker@gmail.com*.

MIDWEST DENTAL ASSOCIATES is looking for motivated and creative dentists to join our team in providing care to a variety of patients. General dentist position available in both Aurora and Chicago, and new locations to come. We are also looking for an orthodontic and endodontic specialist for a part-time position. You will be working with paperless charting and digital radiographs along with a variety of other dental technologies. New dental graduates are welcomed. Please fax résumé to 630.499.9494 or email to *mwd2008@gmail.com*. Call us at 630.499.9400.

GENERAL DENTIST: Great opportunity. Far western suburbs, Busy general dental practice looking for a full-time associate. Modern office in downtown neighborhood. Great staff, loyal patient base. We are looking for the right person who is hard working, patient orientated and willing to become a member of the community. Flexible start date. New graduates welcome/encourage to apply. Future ownership possibilities. Please email résumé to *sjbdds@earthlink.net*.

**ASSOCIATE OPPORTUNITIES THROUGHOUT Chicagoland:** Tru Family Dental is seeking associates/lead associates for Chicagoland practices. Candidates will embody integrity, professionalism and desire to produce quality patient care. Looking for experienced, highly motivated doctors to lead successful practices. Candidates must have exceptional clinical skills, personable chair side manner and team skills. Competitive collection percentage, malpractice and CE included in compensation. Please submit résumé to [bhalcott@trufamilydental.com](mailto:bhalcott@trufamilydental.com) or call 815.579.2020.

**OUTSTANDING ASSOCIATE DENTIST \$150,000** guaranteed base: Near south suburb. We're a top-quality, fee-for-service practice, seeking an outstanding associate to join us on our path to excellence and prosperity. We're confident that you will be impressed with our lucrative and progressive compensation arrangements. As you do well, we do well. Minimum guaranteed base-pay of \$150,000. Reply to [727dental@gmail.com](mailto:727dental@gmail.com).

**ASSOCIATE DENTIST:** Hiring new graduates or experienced dentists for multiple locations in north suburbs with state-of-the-art facility and great supporting staff. Excellent compensation with daily minimum and comfortable working environment. Please email [dentalteam17@gmail.com](mailto:dentalteam17@gmail.com).

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

**WEST SUBURBS DENTIST:** No management headaches. Focus on what you do best. Make a difference, earn a great living, enjoy the lifestyle you've always wanted. Send résumé and cover letter to [cmesmile50@gmail.com](mailto:cmesmile50@gmail.com).

**ORAL AND MAXILLOFACIAL SURGEON NEEDED:** Suburban multi-specialty group practice has immediate opening for oral and maxillofacial surgeon to cover a few days per month and growing. A full range of oral surgery procedures required. Equipment and supplies provided. Please send résumé in confidence to [dentistresumes3@gmail.com](mailto:dentistresumes3@gmail.com).

**PEDIATRIC DENTIST** or general practitioner with experience treating young children. Part-time (Monday, Friday, possible Saturday) position available in a well-established office in Bolingbrook. Excellently trained support staff. Send résumé to [dimas@mysonrisadental.com](mailto:dimas@mysonrisadental.com).

**INDEPENDENT AND MOTIVATED:** Associate general dentist desired for busy office in Waukegan - close to Gurnee. We refer very little out and provide comprehensive treatment including implants, orthodontics, endodontics, surgical extractions, etc. - all performed by general dentists. Four days needed. Our office is newer but busy, fully digital and paperless with well-trained and efficient staff. We accept all PPO insurances and Public Aid. No HMOs accepted. Compensation based on production with guaranteed minimum. Please have some private practice experience. Thanks. Please email résumé or CV [midwestfamilydental@yahoo.com](mailto:midwestfamilydental@yahoo.com).

**GENERAL DENTIST NEEDED:** Established practice in the northwest suburbs and Lake County seeking a general dentist full-time/part-time. Experience in practice is preferred, but new graduates welcome. Interested individuals please email [tsdental2014@gmail.com](mailto:tsdental2014@gmail.com).

**ORAL SURGEON:** Well-established, fee-for service office located in northwest suburbs of Chicago (Palatine) is looking to add a board certified oral surgeon to our office. Office equipped with intravenous sedation monitoring system. Well-trained staff. Immediate availability to start. Please email résumé to [info@plumgrovedental.com](mailto:info@plumgrovedental.com).

**ORTHODONTIST:** Established, private orthodontic practice needs an associate two to three days per week for fee-for-service, multi-specialty group practice located in northern Illinois. Great opportunity to work autonomously in a group practice setting. Send résumé to [illinoisorthodontist@yahoo.com](mailto:illinoisorthodontist@yahoo.com).

**PART-TIME GENERAL DENTIST ASSOCIATE:** Southwest suburban Mokena general dentist office seeking part-time associate. Looking for a long-term associate to work one to two days per week to start, with opportunity for more days if desired. Days/hours are flexible but likely will include one evening per week and no Saturdays. Please email CV to [mokenadentaljob@gmail.com](mailto:mokenadentaljob@gmail.com) and we can discuss details further.

**ENDODONTIST - PART-TIME:** Exciting opportunity. Growing, Chicago-based PPO/fee-for-service dental group seeking an endodontist with one-plus years experience to join us on a part-time basis. Offices currently located in north, south, northwest and west suburbs. In-house dental specialists, administrative and clinical support and modern, digital offices. Competitive compensation and comprehensive benefits package (health care insurance and 401(k)) as well CE opportunities. H-1 Visa sponsorship available. Please email your cover letter and CV to [careers@csgrsmiles.com](mailto:careers@csgrsmiles.com).

## SERVICES

**LAW OFFICES OF DONALD A. LEVY, LTD.**  
Representing dentists for over 20 years. Contracts, corporations, partnerships, tax returns and tax matters, estate planning, wills and trusts, real estate, business litigation. 847.568.1300.

**PROFESSIONAL PRACTICE CONSULTANTS, INC.** Buying or selling a practice? Practice appraisals, associateships. New office start-up consultation. Accounting, tax planning. Contact Jim Plescia: Cell: 630.890.6074, [jplescia@ppc.com](http://jplescia@ppc.com), [www.e-ppc.com](http://www.e-ppc.com)

**CHICAGOLAND'S EXPERT IN THE DENTAL REAL ESTATE MARKET** Joseph Rossi & Associates, Inc. can advise you whether you are looking to lease, purchase, renew, build or relocate. [www.jrossiandassociates.com](http://www.jrossiandassociates.com). Email [pete@jrossiandassociates.com](mailto:pete@jrossiandassociates.com).



**PROGRESSIVE MANAGEMENT:**

Michael Erin and Bruce Lowy  
847.677.6000, [info@pm-chicago.com](mailto:info@pm-chicago.com)  
Progressive Management (PM) is a consulting services company specializing in marketing, comprehensive practice management, valuation and brokerage services. PM has been serving the Chicagoland dental profession since 1976. Please visit [pm-chicago.com](http://pm-chicago.com) to learn more.

**IT SUPPORT FOR YOUR DENTAL OFFICE:** On

site and remote, cloud backup, network wiring, remote access, server maintenance, virus removal. Dentrix, Dexas, ACTEON SoPro, Sirona Schick(CDR), EZdental.  
[www.northshorepcservice.com](http://www.northshorepcservice.com) or 773.319.5620.

**CALL PPC TRANSITIONS TO SELL YOUR PRACTICE:** Selling or buying a practice?

Practice appraisals, associateships. Office startup consultation. Contact Jim Plescia, [jplescia@e-ppc.com](mailto:jplescia@e-ppc.com). 630.890.6074.  
[www.e-ppc.com](http://www.e-ppc.com). Professional Practice Transitions.

**RICHARD A. CRANE**

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

30+ years representing dentists in: Purchase and sale of practices; Purchase, sale and lease of dental offices and buildings; Formation of S-corporations and limited liability companies; Employment and independent contractor contracts; Purchase, sale and lease of real estate; Financing for practice purchase, leasehold improvements, purchase of real estate; Consulting on restrictive covenant, patient, employee and other matters.

[rccrane@r-cranelaw.com](mailto:rccrane@r-cranelaw.com)  
[www.r-cranelaw.com](http://www.r-cranelaw.com) • 847.279.8521



**DENTAL AUXILIARY PLACEMENT SERVICE, INC.**

Trusted by our clients since 1989.

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

Permanent Placement – Temporary Personnel

**847.696.1988**  
**[www.daps-inc.com](http://www.daps-inc.com)**

**DENTISTS' ATTORNEY**

**STEVEN H. JESSER**

Affordable dentists' legal services, including practice purchases and sales, other contracting, collections, licensing and disciplinary problems. Representing practitioners since 1980.

**800.424.0060 » Mobile: 847.212.5620**  
**[shj@sjesser.com](mailto:shj@sjesser.com) » [www.sjesser.com](http://www.sjesser.com)**  
2700 Patriot Blvd., Suite 250, Glenview, IL 6026-8021

**Found a dental practice you want to buy?  
Get A**

**360 Dental Practice Analysis  
From The  
Due Diligence  
Experts**

- |                      |                               |
|----------------------|-------------------------------|
| Financial Analysis   | Dental Report Interpretation  |
| Marketing Analysis   | Accounts Receivable Review    |
| Demographic Analysis | Staffing & Systems Analysis   |
| Recall Analysis      | Dental Chart Audit Assistance |
| Lease Review         | Transition Planning           |

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

**Visit Our New Website at  
[www.DentalDueDiligence.com](http://www.DentalDueDiligence.com)**



Dental Start - Ups  
Post-Transition Consulting  
Buyer Due Diligence  
Practice Management  
Dental Marketing & Staffing  
For General Dentists and Dental Specialists

Learn About Our Programs  
[www.CuttingEdgePractice.com](http://www.CuttingEdgePractice.com)

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

See Our Dental Design Portfolio at  
[www.MidwestDentalSolutions.com](http://www.MidwestDentalSolutions.com)



**BUILD YOUR OWN  
AUDIO LIBRARY**

Purchase Recordings From The 152nd Midwinter Meeting

**CDS PROUDLY OFFERS THE BEST IN CONTINUING EDUCATION**

Featuring > 50 CE hours of programs on topics including:

- Communications • Pharmacology • Cancer Detection
- Esthetics • Implants • Orthodontics • Pediatric Dentistry
- Periodontics • Sleep Apnea

**[on.cds.org/recordings](http://on.cds.org/recordings)**



## FINAL IMPRESSIONS by Walter Lamacki, DDS

Write to Dr. Lamacki at [wlamacki@gmail.com](mailto:wlamacki@gmail.com).

# Labor's Love Lost

**C**ANDIDATES FOR OFFICE IN ORGANIZED DENTISTRY ARE EXPECTED TO MAKE PRESENTATIONS to an electing body of their peers outlining their credentials and most importantly their goals for the year(s) of their term with the association or society they hope to represent. Some candidates have difficulty articulating their vision for the future.

Although, I'm not a candidate, for now at least, I would have no problem voicing my perspective on three goals; all the goals require a vibrant and engaged membership.

First, I would work hard to increase membership. Obviously, a large membership translates into a financially sound society, the backbone of all that we do for the public and the profession. ADA and CDS are solid financially, (CDS has not raised dues in 30 years and actually lowered them twice in that time period by a total of 35 dollars), but with many other constituents and components, not so much. As a tripartite organization, we depend on the viability of all our pieces to be strong and relevant lest members will not join or renew their membership.

Secondly, I would work hard to enhance organized dentistry's lobbying of lawmakers, a tool that can't be overestimated. U.S. Rep. Paul Gosar (R-AZ 4th Dist.) a dentist, successfully sponsored legislation in the U.S. House of Representatives to repeal the McCarran-Ferguson Act. The act, enacted in 1945, shields insurance companies from most anti-trust laws allowing them to (unfairly) compare and set fees for dental procedures with other companies. The repeal of the law was bulletproof for 72 years until a concerted lobbying and legislative effort by a congressman/dentist, and a strong, united association and political action committee brought it down. The vote in congress was a staggering and unprecedented 416 to 7 for repeal.

Thirdly, I would work hard to embrace diversity in the profession. An inclusive society is not only enriching to all, but

it validates our values first given voice 240 years ago. Yes, I know that that sentiment has become a cliché, but it still rings true. Study today's dental class pictures and you will see that the profession's face is changing.

It's easy to cite problems, but difficult to offer solutions. Increasing membership and retaining members is hard work. It is most often achieved in a one-on-one situation.

Engaging dental students by current members is one tried and true strategy. CDS continues to reach out to dental students and new dentists in a multitude of ways: My favorite is the CDS mentorship program launched in 2002, pairing established dentists with students, a win-win situation as some of these relationships evolve into associate/partnerships. There are many other CDS-sponsored educational and social events designed for students and new dentists, always attended by CDS leadership. This year's Mentorship Luncheon attracted 387 member dentists and 108 dental students desiring a mentoring member.

The hardest nut to crack is the recruitment of dentists who have let their membership in organized dentistry lapse or who haven't ever been a member. Membership records show that the longer they are not members, the harder it becomes to bring them back into the fold.

Reciting a litany of benefits to the recalcitrant falls on deaf ears. An innovated new program, Member Bring a Non-Member to the Midwinter Meeting, had a promising kick-off at the 2017 meeting as 295 nonmembers took CDS's offer as hosted by a CDS member dentist. It can be a matrix for meaningful growth for CDS.

To me, the program is a version of mentoring that exposes the non-member to the greatest reasons to be a member; interaction with colleagues, forming lifelong friendships and sharing experiences with one's peers.

Organized dentistry continues to have so much to offer for such a relatively little financial investment. Your investment of time and effort to build a stronger membership is required. Join me. ■

*Photo: AndreyGorulko/istockphoto.com*



The Chicago Dental Society Officers and Directors cordially invite you and your guest to attend the 2018

# Installation of CDS Officers

SUNDAY, NOVEMBER 12, 2017

*Palmer House Hilton Hotel*

17 E. Monroe St., Chicago

Welcome Reception: 6:15 p.m. • Installation: 7 p.m. • Gala Dessert Reception: 8 p.m.

---

## Election of CDS Officers

The election will be held Nov. 8 during the Regional Meeting at the Drury Lane in Oakbrook Terrace.



## Nominees

Louis Imburgia, DDS: President  
Cheryl Watson-Lowry, DDS: President-elect  
Terri Tiersky, DDS, JD: Secretary  
Dean Nicholas, DDS: Vice President  
Thomas Schneider Jr., DDS: Treasurer

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

# Chicago Dental Broker



Chicago's fastest growing dental brokerage!

- Sales
- Mergers
- Partnerships
- Practice Trusts
- Negotiations

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

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