

cds review

JANUARY/FEBRUARY 2018 WWW.CDS.ORG



MEET 2018 CDS PRESIDENT **Louis Imburgia**

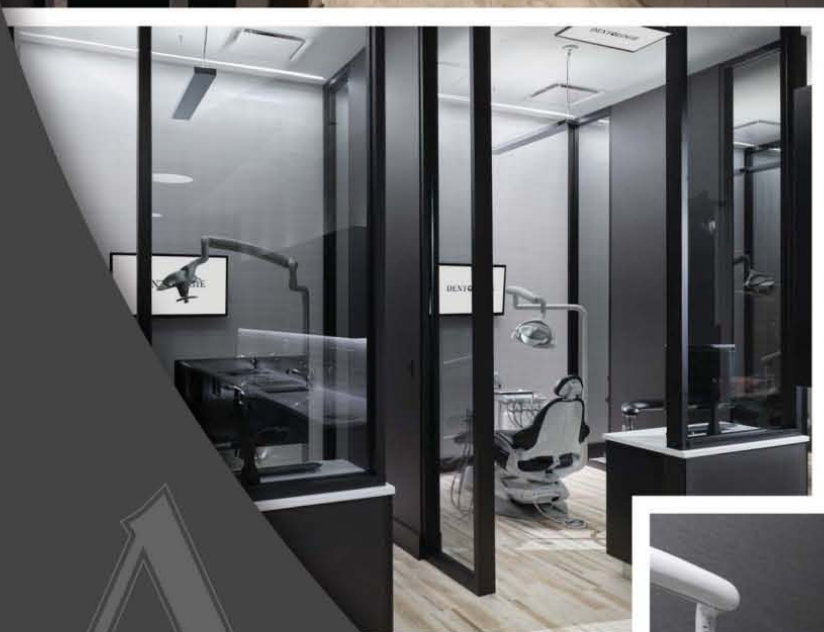
153rd Midwinter Meeting Preview
Branch News
Mentors Show Young People They
Are Not Alone

IN CELEBRATION OF KEEPING CHICAGO SMILING FOR OVER 150 YEARS **CHICAGO DENTAL SOCIETY**

Andrews Construction, Inc.

Specializing in dental office design, layout and construction

General & Carpentry Contractors
 Phone (847) 658-6222
www.DentalBuilder.com



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.

April's Regional Meeting features W.O.W. lecture

Registration for the first CDS Regional Meeting of 2018 will start at 9 a.m. March 5 at on.CDS.org/regional.

The meeting will take place from 9 a.m. to 2:30 p.m. Wednesday, April 11, at Drury Lane, 100 Drury Lane, Oakbrook Terrace. Attendees can earn 5 hours of continuing education credit.

Author and dental practice consultant Judy Kay Mausolf will present the program. She is well known for her coaching of dentists and their teams on how to become better leaders, communicators and teammates, which leads to delivering service with more focus and passion resulting in cultivation of a happier, healthier and higher performing culture.

Her topic is Delivering W.O.W. Service. Attendees can learn the principles for strengthening communication skills, practice brand and service standards. You can learn to

illuminate the patient, decision-making processes to create lasting impressions and exceptional experiences. The program is designed to inspire the entire team to deliver W.O.W. service with more passion and focus. The intended audience is the entire dental team.

The learning objectives include:

- Understand W.O.W. patient philosophy;
- Illuminate a W.O.W. decision-making process;
- Learn techniques to make W.O.W. impressions;
- Recognize essentials of W.O.W. branding;
- Understand W.O.W. service standards concepts.

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.

Advance 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.

Go CUBS GO!

Join the fun at a very special CDS event

Here's an opportunity for you to root for a Cubs victory over the Minnesota Twins on Sunday, July 1. Join your CDS colleagues and friends from the Wrigley Rooftop at 1038 W. Waveland Ave.

Sales will begin online at 9 a.m. Thursday, March 1. Reservations for the game are first-come, first-served.

CDS members will be allowed to reserve two passes at \$103 each, which includes food and beverages.

Once reservation sales end, CDS will contact those who reserved passes via email to request names of those attending. If you purchase a pass or passes but do not provide the names of those attending, they will not be allowed to enter the facilities. Passes are non-transferable.

A photo ID is required for entry. Those who leave early will not be allowed to re-enter the Wrigley Rooftop under any circumstances.

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

We advise members to take public transportation and allow for plenty of time to travel. Depending on inventory as of April 1, the limit on sales may be raised to four. Please check the CDS store April 1 to find out if the reservation limit has been raised.

Sales will end at midnight Monday, June 4.





You are not a statistic.

 tdic

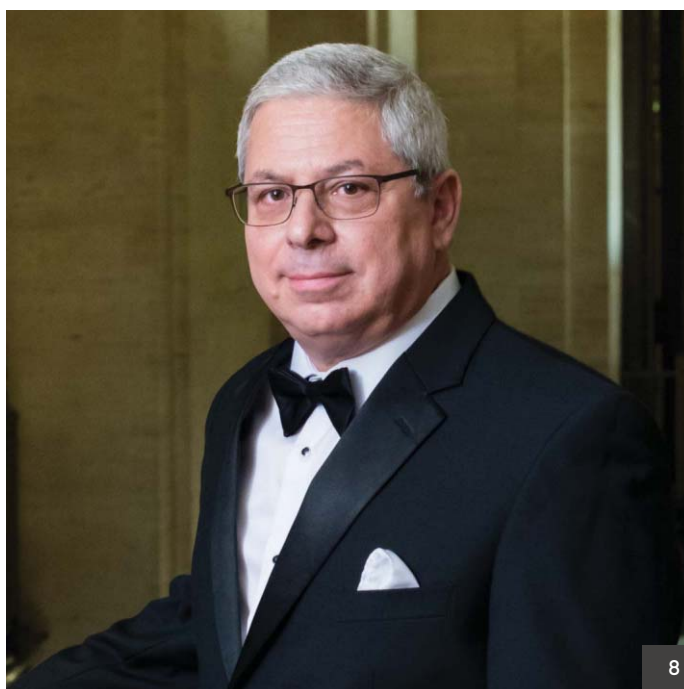
You are also not a sales goal or a benchmark or a market segment.
You are a dentist. And we are The Dentists Insurance Company, TDIC.
More than 30 years ago, the small group of CDA dentists who started this
company made three promises: to only protect dentists, to protect them better
than any other insurance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

Endorsed by the
Illinois State
Dental Society

Protecting dentists. It's all we do.®

800.733.0633 | tdicinsurance.com

inside



8



34



28

FEATURES

- Q&A: Our conversation with Louis Imburgia** ...8
- Installation Address**14
- Harmony of pride, passion, professionalism to mark CDS in 2018**18
Managing Editor Will Conkis reports on the Installation of Officers.
- 153rd Midwinter Meeting promises to be memorable**24
Staff Writer Joseph DeRosier highlights some coming attractions.

COLUMNS

- President's Perspective**.....6
Louis Imburgia, DDS: 153rd Midwinter Meeting just around the corner
- Practice Smarts**28
Joanna Brown: Mentors show young people they are not alone
- It's the Law**30
John M. Green, DDS, JD: What are the dento-legal issues when prescribing opioids?
- From the Ground Up**.....32
Pat Hann, DDS: CDSF encourages you to visit its Midwinter Meeting booth
- Final Impressions**64
Walter Lamacki, DDS: Jack Be Nimble? Jack better be more than nimble

DEPARTMENTS

- Directory.....4
- Snap Shots.....34
- Meeting Place.....36
- Branch News.....46
- New Members50
- Classified Advertising.....52
- 2017 Index of Articles and Authors**62



Cover Design: Chris Reckling

COPYRIGHT 2018 by the Chicago Dental Society.
CDS Review (USPS 573-520) January/February 2018, Vol. 111, No. 1.
 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 Conkis
Publications Coordinator/Graphic Designer Tom Long
Manager of Communications Rachel Schafer
Staff Writer Joseph DeRosier

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).

ADVERTISING INDEX

- Accident Fund Insurance Co. of America.....37
- ACOA, Ltd.29
- Affordable Dentures.....5
- AFTCO37
- American College of Prosthodontists.....48
- Andrews Construction.....IFC
- Apex Design Build33
- Chicago Dental Broker.....OBC, 39
- Chicagoland Smile Group.....33
- The Dentists Insurance Co.....2
- Digital Doc LLC.....17
- First Midwest Bank.....23
- Glidewell Laboratories.....9
- Law Office of Todd Erdman, P.C.....53
- National Practice Transitions, LLC.....50

- Office Anesthesiology and Dental Consultants, PC.....61
- PNC Bank13
- Professional Practice Consultants.....IBC
- R&D Services60
- Shofu Dental Corp.....11
- Siegel Construction31
- Solvay Dental 36041
- Treloar & Heisel Inc.....45
- Wintrust.....35

ADDRESS CHANGES

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

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

Associate Executive Director

Barry Ranallo, 312.836.7314, branallo@cds.org

Exhibitor Services Director

Lisa Girardi, 312.836.7327, lgirardi@cds.org

Member Services Director

Joanne Girardi, 312.836.7320, jgirardi@cds.org

Publications Director

William Conkis, 312.836.7325, wconkis@cds.org

Scientific Programs Director

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

Communications Manager

Rachel Schafer, 312.836.7330, rschafer@cds.org

Financial and Information Services Manager

Mohammed Adil, 312.836.7316, mkadil@cds.org

Mediation and Peer Review Manager

Helen Rabitoy, 312.836.7331, hrabitoy@cds.org

AFFILIATED ORGANIZATIONS

AMERICAN DENTAL ASSOCIATION

312.440.2500 or 800.621.8099; www.ada.org

CHICAGO DENTAL SOCIETY FOUNDATION

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

ILLINOIS STATE DENTAL SOCIETY

217.525.1406 or 800.475.4737
www.isds.org

CDS OFFICERS

President: Louis Imburgia, 847.698.0888, drimburgia@aatt.net
President-elect: Cheryl Watson-Lowry, 773.768.3100, cdwatsonlowry@aol.com
Secretary: Terri Tiersky, 773.286.3750, ttiersky@comcast.net
Vice President: Dean Nicholas, 630.678.9090, drdinodds@aol.com
Treasurer: Thomas Schneider Jr., 773.794.1332, ipperio@aol.com

BRANCH OFFICERS

ENGLEWOOD

Director: Peggy Richardson, 708.532.6868, richardsondds@gmail.com
President: Andrew Moormann, 630.850.7799, andrew.moormann@yahoo.com
Correspondent: Denise Hale, 708.599.7090, denise.haledds@yahoo.com

KENWOOD/HYDE PARK

Director: Yetta McCullom, 773.488.3738, kyccn@aol.com
President: Bitu Mehdinejad Fayz, 773.955.5000, hpperiodontics@sbcglobal.net
Correspondent: Sherece Thompson, 773.238.9777, sthompsondds@sbcglobal.net

NORTH SIDE

Director: Cissy Furusho, 773.545.0007, bbyteeth@me.com
President: Richard Leyba, 773.539.0077, rgleyba@sbcglobal.net
Correspondent: Bill Simon, 773.663.3800, drwsimon@citysmilesonline.com

NORTH SUBURBAN

Director: David Lewis Jr., 847.729.2233, moosetoothnd@aol.com
President: Theodore Constantine, 847.272.6466, drconstantine@comcast.net
Correspondent: David Goldberg, 218.209.8027, davidbengoldberg@gmail.com

NORTHWEST SIDE

Director: Charles DiFranco, 847.318.0066, cdf franco2@comcast.net
President: John Kaminski, 847.824.7722, info@johnkaminskidds.com
Correspondent: Stephanie Liss, 773.383.6977, stephaniepliss@gmail.com

NORTHWEST SUBURBAN

Director: Scott Smoron, 847.255.2526, scottsmoron@comcast.net
President: Christopher Hall, 847.255.3620, christopher.john.hall@gmail.com
Correspondent: Sylvia Deek, 312.612.9881, drsdeek@gmail.com

SOUTH SUBURBAN

Director: Ronald Waryjas, 708.596.2226, southhollandortho@gmail.com
Acting-President: Richard Bona Jr., 708.895.6189, drrickbona@yahoo.com
Correspondent: William Earley, 708.752.1679, wtearley@aatt.net

WEST SIDE

Director: Brian Caraba, 773.237.8855, briancaraba@aol.com
President: George Barsa, 773.267.9777, gebarsa@gmail.com
Correspondents: Richard Kohn, 708.579.0488, dr richardkohn@yahoo.com; and Michael Santucci, 815.621.1605, msantucc@uiuc.edu

WEST SUBURBAN

Director: Mark Ploskonka, 773.846.6000, ploskonka@msn.com
President: Paulina Brzozowski-Sawicki, 630.574-8383, paulinabrzozowski@yahoo.com
Correspondent: Michael McCormick, 630.544.0628, michael-r-mccormick@uiowa.edu

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
Dr. Lamacki's email: 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.

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.

ADVERTISING

Email 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



BECOME A PRACTICE OWNER AND DO MORE OF WHAT YOU LOVE.

If you have a passion for implantology, why not own it? As an Affordable Dentures & Implants affiliated practice owner, you have complete ownership and control over your practice. Plus, we handle your business operations, so you can focus on doing the procedures you love most.

To find openings nationwide, visit info.affordabledentures.com/careers or call 888-837-3033. Talk to us in person at Chicago Mid-Winter Meeting booth #1929.

OPPORTUNITIES ARE AVAILABLE FOR:

- Practice Owners
- Dentists
- Associate Dentists
- Locum Tenens Dentists



PRESIDENT’S PERSPECTIVE by Louis Imburgia, DDS

Write to Dr. Imburgia at drimburgia@att.com.

153rd Midwinter Meeting just around the corner

THE 153RD MIDWINTER MEETING IS JUST AROUND THE CORNER AND I STRONGLY ENCOURAGE YOU TO ATTEND. There are so many exciting continuing education opportunities available to take advantage of. We have brought in many first-time speakers to the meeting and blended them with the tried and true. Over just three days you will have the opportunity to participate in a professional meeting that has so much to offer.

The theme for the 2018 Midwinter Meeting is: *A Dental Triad: Pride, Passion and Professionalism*.

This theme was chosen because it is a reflection of the members, volunteers and staff of CDS. Those involved with the Chicago Dental Society work together for one common goal: to make dentistry better by improving patient treatment through education.

When you attend the meeting you will have the opportunity to observe cutting-edge procedures and bring newly gained knowledge back to the office. Many courses for the whole Doctor/Assistant/Team are being offered. There are so many great courses in our program it is hard to come up with highlights!

In the classroom you can learn about advances in treatment, technique and product. On the exhibit floor you can actually hold a product and work with it. You can interact with your fellow colleagues to discuss patient treatment. The Midwinter Meeting was again rated one of the top 200 trade shows in North America. We are very proud of that. The Midwinter Meeting is not all continuing education and aisles of exhibits. We have a number of special events available.

The Opening Session

After the classes and exhibits on Thursday come to a close, relax and unwind with the humor of Pat McGann. Mr. McGann is a native Chicagoan, standup comedian, and television and national radio host.

“When you attend the meeting you will have the opportunity to observe cutting edge procedures and bring newly gained knowledge back to the office.”

Friday at Noon

Join us for Cooking with Sister Alicia. Sister Alicia is the winner of Food Channel’s show “Chopped” and is a mainstay at Our Lady of the Angels Mission. This mission feeds the very poor on the west side of Chicago and asks no questions. Join lovely Chicagoan Sister Alicia as she makes you smile while preparing the dishes we will have for lunch. Food services at McCormick place will be using the same recipes that Sister is using to prepare the meals you’ll be enjoying.

Friday Night Event

Who doesn’t like Motown? This year at Park West join CDS in welcoming our tribute to Motown with the Shadows of the 60’s. You’ll be dancing while standing in the Shadows of Fun that night!

Saturday Dinner Dance

Finally, I ask that you join and honor us with your presence on Saturday night at the President’s Dinner Dance. Celebrate with your colleagues at the Hyatt Regency Hotel and dance to the music of the High Society Orchestra.

The 2018 Midwinter Meeting will be great, but will be made better with you there. My wife Rosemary and I, as well as the entire CDS family, hope that you will be able to attend the 153rd Midwinter Meeting — *A Dental Triad: Pride, Passion and Professionalism*. ■



glidewell.io™

IN-OFFICE SOLUTION

You're in Control,
We're Here to Help



The **glidewell.io™** In-Office Solution is the simplest way to prescribe and deliver dental restorations, powered by the world's most innovative dental laboratory. This digital ecosystem empowers clinicians with an intuitive interface from which you can create in-office restorations, collaborate with Glidewell Laboratories and find on-demand support.

The glidewell.io Suite of Technologies



iTero Element® **Intraoral Scanner**

The iTero Element® Intraoral Scanner from Align Technology, Inc., delivers a quick, intuitive scanning experience that generates high-precision results.



fastdesign.io™ **Software**

The **fastdesign.io™** Software enables you to design restorations, prescribe cases through Glidewell Laboratories, and find on-demand support from a single interface.



fastmill.io™ **In-Office Unit**

Create in-office restorations from BruxZir® NOW zirconia, Obsidian® lithium silicate, CAMouflage® NOW Nanohybrid Composite and BioTemps® NOW PMMA.



finalstage.io™ **Ceramic Oven**

An optional component of the **glidewell.io** Solution, the **finalstage.io™** Ceramic Oven gives you the power to crystallize and characterize lithium silicate ceramic restorations.

iTero Element is a registered trademark of Align Technology, Inc.

GD-1364-122017

LEARN MORE: www.glidewell.io | 888-974-5368



Q & A

Our conversation with »»»

LOUIS IMBURGIA

2018 Chicago Dental Society President

CDS REVIEW EDITOR WALTER LAMACKI SPOKE WITH
2018 CDS PRESIDENT LOUIS IMBURGIA. THEY DISCUSSED
DR. IMBURGIA'S 153RD MIDWINTER MEETING THEME OF
A DENTAL TRIAD: PRIDE, PASSION AND PROFESSIONALISM

More dentists today are choosing not to be owners of a dental practice and work in a corporate setting. Do you see this as a continuing trend; will dentist/employees impact organized dentistry negatively?

Recent graduates of dental schools have a mountain of debt that they must manage. These young dentists need to work. Working in a corporate setting gives our younger colleagues the opportunity to learn their craft and earn an income. CDS appreciates how corporate dentistry has helped our entry level members. It is my hope that the young people who work in these settings after spending a short time as employees,

will eventually settle into a satisfying career and run their own practice.

How will corporate dentistry impact organized dentistry? Chicago Dental Society is an association of dentists for all dentists. We speak for all members – not just those who work in one particular type of setting or another. It remains to be seen what impact corporate dentistry will have on organized dentistry if any. It is my hope that once our younger colleagues become a part of organized dentistry they will quickly understand the many benefits of belonging and will continue membership throughout their career.



Do you think the training of more EFDAs and CDHCs will be seen by state legislatures as a viable and more economical solution to the dental access problem in their states?

Yes, I do. This issue really is an access to care issue and these auxiliaries can positively impact underserved areas. EFDAs (Expanded Function Dental Assistant) and CDHCs (Community Dental Health Coordinator), who are not to be confused with mid-level providers, really help to alleviate the work load of dentists especially those who maintain a predominately public aid practice. EFDAs and CDHCs are trained to work in underserved areas that need dental treatment the most. These highly trained dental auxiliaries serve to bring the folks who are in need of dental care into the system. Their presence allows dentists to delegate thereby offsetting very low reimbursement rates. When dentists are able to delegate, they and their staff will be better equipped to service needy patients. Trained dental professionals will be around to render treatment to the underserved for another day. These are the truths that we need to deliver to our state lawmakers.

We all know that the ability to raise the Medicaid reimbursement rates is a tough hill to climb. I'm sure if legislators had a "bottomless wallet" raising those rates would not be a problem. The fact is, raising reimbursement rates for dental treatment is not a priority in Springfield. If we are able to explain the benefits of training EFDAs and CDHCs to legislators, they would look favorably on putting monies toward training folks to work in these needy areas. It really is a win-win scenario.

What was the genesis of your theme? *A Dental Triad: Pride, Passion and Professionalism?*

This theme was chosen because it is a reflection of the dedicated members, volunteers, and staff of the Chicago Dental Society. A triad is defined as a group of three closely related things. In music, a triad is three notes played together in harmony for a much richer sound. A triad works like a team for one common good. In the Chicago Dental Society, the members work together with one common goal in mind - to improve patient treatment through continuing education. Those professionals who are members of the Chicago Dental Society are proud to attend the Midwinter Meeting and are passionate about quality continuing education.

CDS will again welcome the WDA at the MWM. Will you and the board seek more opportunities to encourage other contiguous state dental societies to attend the meeting?

Actually, the Wisconsin Dental Association recognized the strength of the Midwinter Meeting and approached us. They wanted to strengthen the relationship that the two organizations have enjoyed for years. Many members of the WDA were already associate members of CDS and have been attending the Midwinter Meeting for quite some time. The Wisconsin Dental Association's participation in the Chicago Midwinter Meeting is one of the reasons why Chicago Dental Society is the leader in scientific education. CDS knows this and is proud to officially welcome WDA members. The WDA and CDS collaboration is a good fit and has been a pleasant, effortless and rewarding collaboration. Based on all the positive comments we've received, the Chicago Dental Society would be more than happy to explore opportunities with others. ■

Louis Imburgia PRESIDENT

Education: Dr. Imburgia earned his dental degree from the Loyola University School of Dentistry in 1984.

Family: Dr. Imburgia and his wife, Rosemary, have three children; Michelle (married to Scott Camp), Anthony and Sean.

When I want to kick back and relax, this is the album I listen to: It's always changing. Right now I've rediscovered Pink Floyd's "Dark Side of the Moon."

The way to vacation: follow a rigid travel schedule or just go with the flow and follow your whims?

A rigid schedule is my whim.

Advice I received in dental school that turned out to be actually useful: Some people will love you as a dentist and some people won't. Don't worry about it...do the best you can and the rest will fall into place.

The best birthday gift I ever received as a kid (or adult): Cubs tickets.

Visit us at Booth #2807

New Products, Demonstrations and Great Deals!



Frank J. Milnar, DDS

Live Dentistry: PINK
Friday, February 23
9am – 12pm



Howard S. Glazer, DDS

Lecture: GIOMER
Friday, February 23
8am – 3:30pm

EyeSpecial C-III



SMART DIGITAL CAMERA,
DESIGNED EXCLUSIVELY FOR DENTISTRY

Standard	Low glare	Surgery	Whitening	Mirror	Isolate shade	Face	Tele macro

- 8 Dental shooting modes – Easier, faster and more reproducible images
- Auto focus, zoom and isolate
- 3.5 inch LED/LCD touchscreen – Works with exam gloves

BurButler

ABRASIVE KITS



We're the Abrasive People!

SHOFU BLOCK & DISK

H/C

CAD/CAM CERAMIC-BASED RESTORATIVE



SHRINKAGE

Shrinkage **0.8%**

Low volumetric shrinkage (0.8%) and shrinkage stress (2.72 MPa)




Beautiful® II LS

PINK POSSIBILITIES





Photo courtesy of Frank J. Milnar, DDS, AAACD

Beautiful® II PINK



Scan here for more information on all Shofu Products.

Visit www.shofu.com or call 800.827.4638

Shofu Dental Corporation • San Marcos, CA



NEW DENTIST RECEPTION CHAT, CHOW & MORE



New dentists (those who have been a dentist for 10 years or less) are invited to enjoy conversation with your contemporaries while enjoying cocktails and chow during the Midwinter Meeting at the annual New Dentist Reception.

FRIDAY, FEB. 23

- 5 – 6:30 p.m.
- Level 2, 270 restaurant, McCormick Place West
- \$15 per ticket on line prior to February, \$25 online in February or on site
- Tickets required for entry
- Event number: SE5

Purchase tickets online at www.cds.org until Feb. 16. Tickets may also be available on site Thursday morning at McCormick Place at the Special Events ticket counter in the Registration Area, Level 3, Concourse, subject to availability.



A SMALL CHANGE CAN MAKE A BIG IMPACT



WORK WITH A DEDICATED HEALTHCARE BANKER WHO UNDERSTANDS YOUR BUSINESS.

As a dentist and business owner, you know it's often the little things that make the biggest difference. That's why you're always looking for ways to improve your practice. PNC's dedicated Healthcare Business Bankers can offer you guidance and cash flow tools to help you make your business better. Whether you're managing payables and receivables, purchasing new equipment or expanding your services, talking to a banker who knows your practice is another small change that can make a big impact.

CALL A HEALTHCARE BUSINESS BANKER AT 877-566-1355 • PNC.COM/HCPROFESSIONALS

Banking and Lending products and services, bank deposit products and treasury management services, including, but not limited to, services for healthcare providers and payers, are provided by PNC Bank, National Association, a wholly owned subsidiary of PNC and Member FDIC. Lending and leasing products and services, including card services and merchant services, as well as certain other banking products and services, requires credit approval. All loans and lines of credit are subject to credit approval and require automatic payment deduction from a PNC Bank business checking account. Origination and annual fees may apply. ©2017 The PNC Financial Services Group, Inc. All rights reserved. PNC Bank, National Association. Member FDIC

Installation Address

Welcome to the 153rd installation of the Chicago Dental Society. I only have a few words to say so knowing me this may take a little while. So, sit back and relax and I'll try and do the same.

Let me start by thanking all of you for being here tonight. It is indeed humbling and an honor to be installed as CDS president. It is amazing to see all of you here tonight to help celebrate.

Thank you Dr. Barbara Mousel for being the installing officer. In 1980 when we first started school at Loyola who would have thought we'd be together on this stage at this time for this event. The honor of being installed as CDS president is made even more special when it's done by an esteemed colleague and classmate.

I would like to congratulate our outgoing president Phil Fijal and his wife, Jan, for a great year. Your theme this year was *Leadership: Cornerstone for Success*. 2017 was truly a success under your leadership. Thank you for all you've done for organized dentistry.

I would be remiss if I didn't recognize all of the folks that I've served with not only at CDS but at the ISDS and the ADA in years past. I have seen many smart and unselfish people in action. Through decisions made at those meetings our profession is stronger. Through the examples of those I served with I am a better person. This current board will be no exception. CDS is lucky to have the likes of Cheryl Watson-Lowry, Terri Tiersky, Dean Nicholas, and now my fellow Northwest Sider Tom Schneider as officers. Those folks, along with our hardworking and dedicated Board of Directors, are many of the reasons why CDS is great. In 2018 I know we will work well together to continue strong traditions.

The theme for 2018 is *A Dental Triad: Pride, Passion and Professionalism*. A triad is defined as a group of three closely related things. In music a triad is three notes played together in harmony. When played separately the notes sound one way. But when played together they complement each other for a much richer sound. A triad works like a team for one common good. In the Chicago Dental Society, the members work together with one common goal in mind—to improve patient treatment through continuing education. The Midwinter Meeting is the leader in scientific education. It is truly a masterful orchestration and a study in coordination.

No one individual can do much without the support of many. In attendance tonight there are some individuals who have lent much support to me and really demonstrate what Pride, Passion, and Professionalism mean. I would like to introduce some of these folks to you starting with the staff from my office, Karen, Jackie, Chris, and

Urszula. I am very lucky to be able to spend my working hours with these wonderful and dedicated people. Thank you for all you do and get ready for more last-minute rescheduling in 2018. Also, with us tonight are 2018 General Chair Mike Biasiello and his wife, Gail, along with 2018 Program Chair Don Kipper and his wife, Marge. You folks have been so unselfish with your suggestions and have given so much to make 2018 all it can be. You personify Pride, Passion, and Professionalism. Thank you. Unable to be here tonight are my mother and father. My father passed away in 2004 and my mother is having some medical issues so she can't be here tonight. But I know that my mom and dad are both here tonight in spirit and I owe a lot to them.



**By Louis Imburgia, DDS
2018 Chicago Dental Society President**

With me tonight are my children.... First off, my oldest...Michelle and her husband, Scott. They are two hard working attorneys and are expecting their first child in March so we are all very happy and excited. My son Anthony has just returned home to work in Chicago after working in Kansas City for a year so we are very happy about that too. My son Sean and his girlfriend Emmie are in the first year of law school and doing great. I am so proud of all of you and love you all very much.

Also in attendance tonight are my sister Rose and her friend Dave Paolucci, my sister-in-law Ellen Fisher and her son James, my sister-in-law Theresa McGowan and her husband, Brian, along one of their daughters Megan and her friend Alex. Thank you all for your love and support and for sharing this exciting evening with me.

I have saved the best introduction for last. My wife, Rosemary, has been with me through it all. I would have never been able to take time from the office to volunteer at CDS for all these years without her help. Her advice and support over the years has been invaluable. She is my best friend, my confidant and the love of my life.

I became active in organized dentistry immediately upon graduation from school. Over the years I've held many volunteer positions. I learned a lot along the way because I had mentors. Actually, I had a lot of mentors, way too many mentors to mention. Some mentors are here tonight and sadly some are no longer with us. All of my mentors, in their own way, are responsible for me being up here tonight.

Early in my career, I became an associate of Walter Karr, Santina Litturi, and Vince Gianfortune. Now you may not know these folks, but this triad of mentors made me understand the benefits of organized dentistry. They began to mentor me right out of school. I am here to tell you that Mentorship will lead to Membership. Mentoring a younger colleague will help our profession grow and keep it strong. One of the many things that my mentors did, and something that we all should do

with younger colleagues, is they encouraged me to become active. They talked to me and they listened to me. They knew what I was going through. They took me under their wing and through their examples I became active. When you are with a young dentist, listen to them. Let them share their concerns and try to allay their fears. You will understand them.... you were there. As a young dentist I met Dave Kumamoto, and Denny Manning who helped me time and time again. Over the years, I established relationships with many colleagues who helped guide me and to this day will give me advice. Groups like the Arcolians, IDO and the Northwest Side Branch taught me the benefits of membership and the rewards of fellowship. It is so nice to go to a dental meeting and see many familiar and friendly faces while learning at the same time.

It's easy to take it for granted since we are so used to it, but we are extremely fortunate in Chicago to have the Chicago Dental Society. Chicago Dental Society is the largest component dental society in the American Dental Association. It is larger than most state associations. And... I'll say it again... it really is the respected leader in scientific meetings. The reasons why CDS is the respected leader starts with the staff of CDS. These folks work tirelessly day and night to make our society great. Everything that CDS has done has been executed by them. Not enough can be said about these dedicated individuals. Thank you for all you do.

Along with the CDS staff, the leaders who stood on this stage in years past had the dreams, the vision and the passion, which helped to make the Midwinter Meeting, and indirectly our profession strong. Branch officers also make CDS the respected leader. Branch officers directly connect with members and have their fingers on the pulse of membership. You branch leaders of today are the directors and officers of tomorrow.

The many members who volunteer and attend the Midwinter Meeting are the rest of the reasons why Chicago

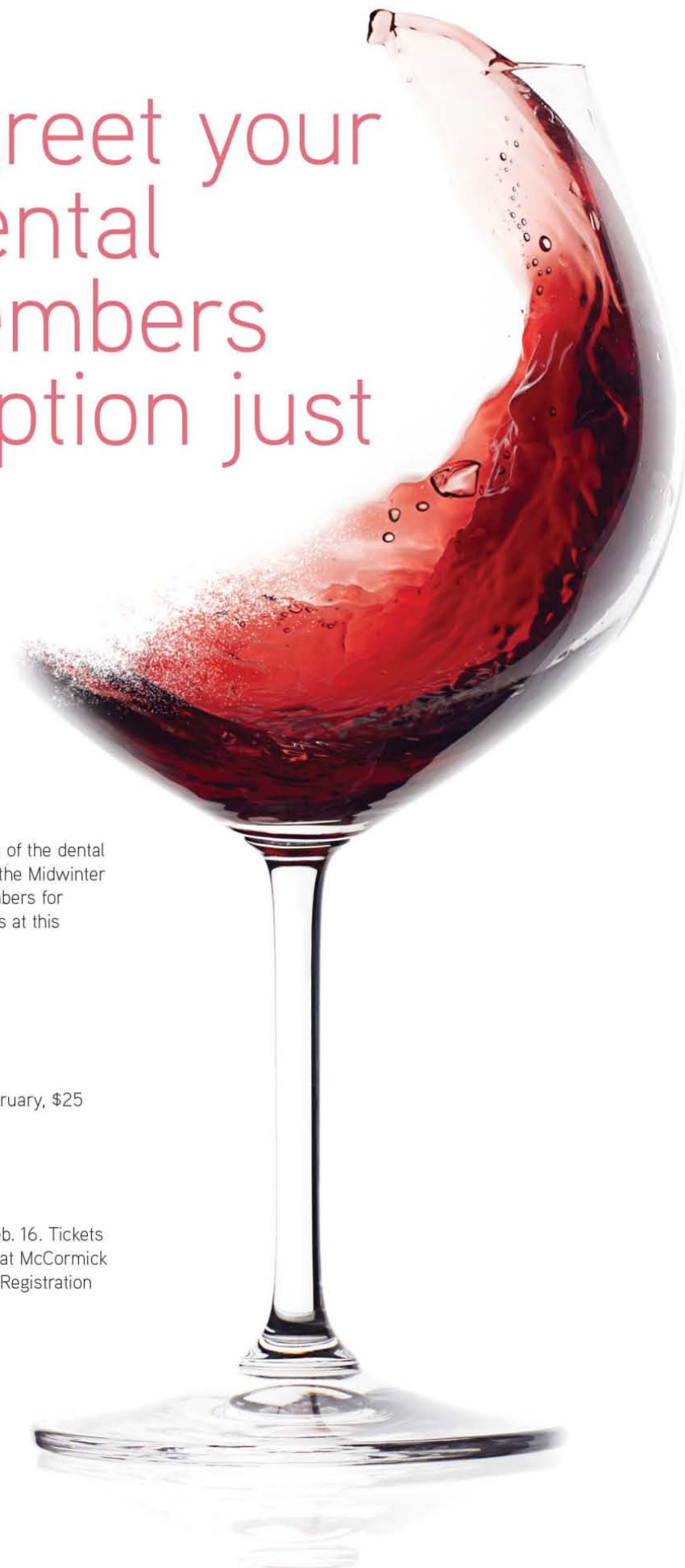
Dental Society is the respected leader. Those who volunteer are the support team that is necessary for success. Those who volunteer are the true strength of the organization. The Pride you demonstrate and the Passion you exhibit make you true Professionals. Chicago Dental Society is the respected leader in scientific meetings because of you. I am proud to stand with you as a member of the Chicago Dental Society.

One of the differences between being a professional and being in an occupation is that a professional is a voluntary member of a professional organization. Those in an occupation don't do this. A professional is guided by a code of ethics. Those in an occupation don't have a code of ethics. By being a member of organized dentistry you are saying that you are proud professional. You understand the difference between having a profession and working in an occupation.

The work of organized dentistry will never end. We need to lead the charge to make the profession even better. We need to continue to bring new ideas and to keep doing the good work that those before us started. Keep our profession professional. Mentor our younger members. Keep up with continuing education. Let the Dental Triad ring out - Pride, Passion, Professionalism.

With that I would like to thank everyone for coming tonight. ■

Meet & greet your fellow Dental Team members at a reception just for you



Hygienists, dental assistants and other members of the dental team are invited to attend a special reception at the Midwinter Meeting just for you. Join your fellow team members for socializing, munchies, refreshments and cocktails at this Midwinter Meeting special reception.

FRIDAY, FEB. 23

- CC10 Hyatt McCormick Place
- 5 – 6:30 p.m.
- Tickets: \$15 per purchased online prior to February, \$25 purchased online in February or on site
- Tickets are required for entry
- Event number: SE6

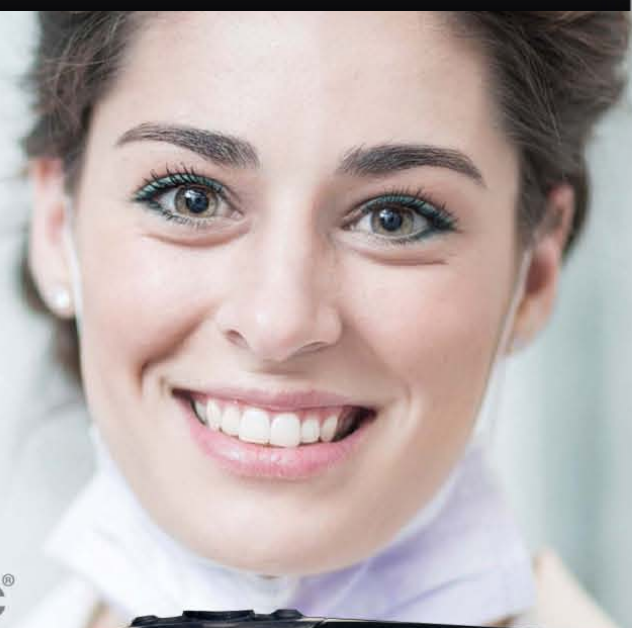
Purchase tickets online at www.cds.org until Feb. 16. Tickets may also be available on site Thursday morning at McCormick Place at the Special Events ticket counter in the Registration Area, Level 3, Concourse, subject to availability.

Join us at CDS - Booth 1419

SEE More.
DO More.

WITH

 **Digital DOC**[®]



The IRIS **HD** High-Definition brings the smallest details into full-screen high-resolution focus. With dual capture buttons and one-touch focus, control is always within reach.

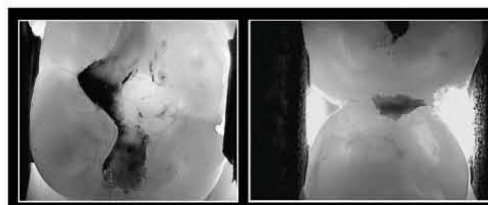
Xray2go

FAST • EFFICIENT • SAFE



Improve Workflow and Patient Experience with this Hand-held X-ray.

LUM
Sub-Enamel Illumination



ENHANCED CARIES DETECTION

The LUM expands the detection capabilities of America's leading camera IRIS with well-proven sub-enamel illumination diagnostic methods.



 **Digital DOC**[®]

1-800-518-1102 • www.digi-doc.com

© 2017, Digital Doc LLC, 4789 Golden Foothill Parkway, El Dorado Hills, CA 95762. The Digital Doc logo, IRIS logo, Xray2Go and LUM are trademarks of Digital Doc LLC. All rights reserved.

Installation of CDS Officers

HARMONY OF PRIDE, PASSION, PROFESSIONALISM TO MARK CDS IN 2018

By Will Conkis

More than 400 members were in attendance when Louis Imburgia was sworn-in as the 153rd president of the Chicago Dental Society Nov. 12 at the installation ceremonies at the Palmer House Hilton.

Other officers for 2018 are: Cheryl Watson-Lowry, president-elect; Terri Tiersky, secretary; Dean Nicholas, vice president; and Thomas Schneider Jr., treasurer.

Also installed were the new members of the Board of Directors. They are: Yetta McCullom, Kenwood/Hyde Park Branch; Ronald Waryjas, South Suburban Branch and Brian Caraba, West Side Branch. The directors serve for three years.

In his acceptance speech, Dr. Imburgia highlighted the 2018 Midwinter Meeting theme, *A Dental Triad: Pride, Passion and Professionalism*.

“The theme for 2018 is *A Dental Triad: Pride, Passion and Professionalism*. A triad is defined as a group of three closely related things. In music a triad is three notes played together in harmony. When played separately the notes sound one way. But when played together they complement each other for a much richer sound. A triad works like a team for one common good. In the Chicago Dental Society, the members work together with one common goal in mind-to improve patient treatment through continuing education. The Midwinter Meeting is the leader in scientific education. It is truly a masterful orchestration and a study in coordination.

No one individual can do much without the support of many.”
{For the full text of Dr. Imburgia’s speech, please turn to page 14}



Dr. Phillip Fijal and Dr. Louis Imburgia

Retiring members of the Board of Directors were honored. They are:

- Kimberley Bolden
Kenwood-Hyde Park Branch
- Kevin Patterson
South Suburban Branch
- Michelle Jennings
West Side Branch

Retiring branch presidents were recognized. They are:

- Ammar Adam
Englewood Branch
- Darryl Pendleton
Kenwood-Hyde Park Branch
- Joshua Ries
North Side Branch



Photos by: Tricia Koning

(Upper left) Members, who graduated from dental school in 1967 and have been members of organized dentistry since graduation were honored at installation ceremonies Nov. 12 at the Palmer House Hilton.

(Upper right) 2017 President Phillip Fijal (left) and 2019 President-Elect Cheryl Watson-Lowry (right) thank retiring 2017 branch presidents for their service to CDS.

(Bottom left) 2018 incoming directors of the CDS Board of Directors (from left) Brian Caraba, West Side Branch, Ronald Waryjas, South Suburban Branch, and Yetta McCullom, Kenwood/Hyde Park Branch, were installed.

(Bottom right) Retiring directors of the CDS Board of Directors (from left) Kimberley Bolden, Kenwood/Hyde Park Branch, Kevin Patterson, South Suburban Branch, and Michelle Jennings, West Side Branch, are recognized for their service to CDS.



To see more photos, visit on.cds.org/photos.

- Yendis Gibson
North Suburban Branch
- Gordon Ziols
Northwest Side Branch
- Joseph Baldassano
Northwest Suburban Branch
- Edward Ruiz
South Suburban Branch
- Larry Williams, Jr.
West Side Branch
- Alyssa Brown
West Suburban Branch

- Vincent Chiara
- Nicholas Chipain
- Jovan Cupic
- Stuart Dunn
- Herbert Friedman
- Ronald Galiene
- John Grabow
- Elisha Greenfield
- Ronald Hartzler
- Gerald Heiman
- Robert Hodur
- Gene Keessen
- Jay Kolb
- Richard Krause
- Kenneth Krebs
- Joseph Ladone
- Thomas Lakars
- Daniel Lassman
- Edward LeMire
- Philip Levoy
- Rodolfo Ludena
- Meera Mahajan
- Ronald Milnarik

- Glenn Mitchell
- Joseph Morrissey
- Robert Mueller
- John O'Malley
- Frederick Orendach
- Kenneth Peterson
- Ronald Powell
- Mark Robinson
- Robert Rokos
- Nils Sandstrom
- James Swanson
- Fredric Tatel
- Ernest Tolli
- Michael Vold
- Warren Wakerlin
- Edward Walsh
- Paul Willis
- Charles Wiltz
- Gerald Wine

Retiring Academic Chapter Directors Margaret Gashloff University of Illinois Chicago College of Dentistry, and Caitlin Wehrle, Midwestern University College of Dental Medicine, were also honored.

The ceremonies featured the honoring of jubilarians, members who graduated from dental school in 1967 and have been members of organized dentistry since graduating dental school.

The jubilarians that were honored are:

- David Binotti
- Robert Bradley
- Rudolph Burger-Zellinger

Barbara Mousel, President of Illinois State Dental Society, served as installing officer. Phillip Fijal, 2017 president, made farewell remarks. ■

2018 | CDS Officers

Cheryl Watson-Lowry PRESIDENT-ELECT

Education: Dr. Watson-Lowry earned her dental degree from the University of Illinois Chicago College of Dentistry in 1987.

Family: Dr. Watson-Lowry and her husband, Bill Lowry Sr., Esq., have two sons, Bill Lowry Jr., and Evan Lowry, and a daughter, Clarke Lowry.

When I want to kick back and relax, this is the album I listen to: Any album by Earth, Wind & Fire from the 1970s.

The way to vacation: follow a rigid travel schedule or just go with the flow and follow your whims? When traveling in Europe, I like to follow a schedule so that I can make the most of my time. When going on a relaxing vacation by the beach, I like to decide my trip day-by-day.

Advice I received in dental school that turned out to be actually useful: The advice to join the Chicago Dental Society was great but other than that... when Dr. Alleruzzo told me that what often appears to be toothbrush abrasion is actually abfraction and sometimes sensitivity to hot and cold means the patient is bruxing. Both have come in handy as more and more of my patients seem to be grinding their teeth.

The best birthday gift I ever received as a kid (or adult): The best birthday gift I ever received as an adult was four days late, when I had our first child after a very difficult pregnancy.



Terri Tiersky SECRETARY

Education: Dr. Tiersky earned her dental degree from the Loyola University School of Dentistry in 1986 and later earned a law degree from The John Marshall Law School in 1991.

Family: Dr. Tiersky and her husband, Roland Davidson, have one daughter, Devin Davidson (17).

When I want to kick back and relax, this is the album I listen to: "Soul Survivor", or any other album by Bobby Caldwell.

The way to vacation: follow a rigid travel schedule or just go with the flow and follow your whims? When we vacation, we follow a rigid travel schedule. I start planning months ahead! I am pretty sure I was a travel agent in a prior life.

Advice I received in dental school that turned out to be actually useful: I think that the best advice given to me in dental school was always put your patients' needs first, and never stop learning.

The best birthday gift I ever received as a kid (or adult): I am grateful for the many gifts that have been given to me over the years. At this point in my life, being around to celebrate another birthday is the best gift of all!



Dean Nicholas VICE PRESIDENT

Education: Dr. Nicholas earned his dental degree from the Loyola University School of Dentistry in 1986.

Family: Dr. Nicholas and his wife, Celeste, share their lives with two dogs (also known as two furry sons) Mickey and Buddy.

When I want to kick back and relax, this is the album I listen to: Herb Albert and the Tijuana Brass and Lou Monte's "Pepino, the Italian Mouse."

The way to vacation: follow a rigid travel schedule or just go with the flow and follow your whims? Since we are always on a schedule, Celeste and I like to go with the flow anywhere that is hot, has golf and has a pool. We like no pressure relaxation!

Advice I received in dental school that turned out to be actually useful: Be kind, communicate and treat your patients like family...these words were from Dr. Al Kleszynski and still hold true today.

The best birthday gift I ever received as a kid (or adult): As a child, my best birthday gift was in 1968 when my aunt gave me a gold Schwinn Stingray bike with a leopard skin seat. I rode it everyday to baseball. As an adult, the best birthday gift I ever received was a new bike from Celeste so I didn't have to ride the Stingray in my 30s!



Thomas Schneider, Jr. SECRETARY

Education: Dr. Schneider earned his dental degree in 1986 from the University of Illinois Chicago College of Dentistry, and a Certificate of Specialty in Periodontics from the Loyola University School of Dentistry in 1988.

Family: Dr. Schneider has been married to his wife Sarah for 31 years and they have two children, Peter, who is 25, and Margaret, who is 22.

When I want to kick back and relax, this is the album I listen to: Anything from Jimmy Buffet, I can close my eyes and be by the water. No other more relaxing place for me.

The way to vacation: follow a rigid travel schedule or just go with the flow and follow your whims? I can live with a schedule as long as there are some go with the flow days mixed in.

Advice I received in dental school that turned out to be actually useful: No one is perfect the first time, every time...always check your work.

The best birthday gift I ever received as a kid (or adult): It was a bright yellow, 10-speed bike. I can still remember the feeling of the speed and freedom it allowed me.



2018–20 | Branch Directors



Brian Caraba
WEST SIDE BRANCH

Education: Dr. Caraba earned his dental degree at the University of Illinois Chicago College of Dentistry in 1995.

Family: Dr. Caraba and his wife, Lisa, share their home with two dogs, Coal and Luna; as well as four cats, Kato, Jobu, Twinkie and Smudge.

When I want to kick back and relax, this is the album I listen to: Pink Floyd, "The Wall."

The way to vacation: follow a rigid travel schedule or just go with the flow and follow your whims?

Vacations are to decompress, relax, sightsee and eat. I prefer to go with the flow, but schedules are a necessity. Being a Midwesterner, mountains and water are a plus.

Advice I received in dental school that turned out to be actually useful: No matter how educated, talented or rich you believe you are, how you treat others ultimately tells all.

The best birthday gift I ever received as a kid (or adult): The gift of life. Every day is a blessing.



Yetta McCullom
KENWOOD/HYDE PARK BRANCH

Education: Dr. McCullom received her dental degree from Howard University College of Dentistry in 1985, and a degree in Periodontology from Northwestern University Dental School in 1990.

Family: Dr. McCullom is married to Dr. Cornell McCullom III. They have two daughters, Kristyn McCullom and Noelle McCullom; and a son, Cornell McCullom IV.

When I want to kick back and relax, this is the album I listen to: When I want to kick back and relax I listen to the Pandora station for Sade.

The way to vacation: follow a rigid travel schedule or just go with the flow and follow your whims? The way to vacation is to stay as far away from a kitchen as possible and as close to a spa/beach and bar as you can.

Advice I received in dental school that turned out to be actually useful: The advice I received in dental school that turned out to be actually useful — marry Cornell.

The best birthday gift I ever received as a kid (or adult): Jewelry, of course! Did you have to ask?



Ronald Waryjas
SOUTH SUBURBAN BRANCH

Education: Dr. Waryjas received his dental degree, as well as his Master of Science degree in Orthodontics, from the University of Illinois Chicago College of Dentistry in 1977.

Family: Dr. Waryjas' spouse, Maryann, is the Senior Vice President and Chief Legal Officer of Herc Rentals located in Bonita Springs, FL. They have two married children, Julie (Thomas Noonan) and Bryan (Jennifer), as well as three grandchildren.

When I want to kick back and relax, this is the album I listen to: Relaxing music to me is a mix of Gershwin, Chicago (the group) and Barenaked Ladies (rock group).

The way to vacation: follow a rigid travel schedule or just go with the flow and follow your whims? When we vacation, we take a guidebook, a map, a GPS, an open mind and explore. This has worked well from the Middle East, to the Far East and in between.

Advice I received in dental school that turned out to be actually useful: Care for your patients as you would your loved ones. You are in a "people" profession, not a "tooth" profession.

The best birthday gift I ever received as a kid (or adult): Birthday gifts grow in number as we get older. My best personal gift was when Maryann flew the whole family, and my close friend, to Disney World for a surprise party/vacation.

LOCAL EXPERTISE TO GET YOUR PRACTICE GOING.

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

- Start-up Financing
- Practice Expansion or New Construction
- Practice Acquisitions
- Working Capital Lines of Credit
- Equipment Financing & Leasing
- Practice Debt Refinancing
- Personal Mortgage Loans
- Wealth Management

**Give Your Practice Momentum.
Team up with First Midwest Bank.**

Michael J. Helsdingen
Senior Vice President, Group Head
708.576.7108

Mark P. Oganovich
Senior Vice President
708.518.0366

Mohammed Abunada
Vice President
708.606.0180



**First
Midwest
Bank**

BANK WITH MOMENTUM

FirstMidwest.com

Member FDIC



Meeting Preview



PRIDE A PASSION
DENTAL TRIAD
PROFESSIONALISM

153rd Midwinter Meeting promises to be memorable

by Joseph DeRosier

For the 153rd time, the Chicago Dental Society will play host to thousands of dental professionals as it holds the Midwinter Meeting, one of North America's largest exhibitions of dental products and one of the top conventions in America.

From Thursday, Feb. 22, through Saturday, Feb. 24, McCormick Place West in Chicago will be the center of the dental world as attendees take more than 220 continuing education courses, and stroll down the aisles of the Exhibit Hall with more than 600 vendors displaying the latest in dental technology.

Participants will be treated to top-notch amenities and ambiance that only a world-class city like Chicago can offer.

This year's Midwinter Meeting theme, selected by CDS President Louis Imburgia, is *A Dental Triad: Pride, Passion and Professionalism*.

Dr. Imburgia has worked with a trio of dental professionals, General Chair Mike Biasiello, Program Chair Don Kipper and Director of Scientific Programs Ted Borris, to bring together a superb three-day meeting.

"We have worked closely together to bring many new speakers and blend them with the tried and true," Dr. Imburgia said. "A triad is a group of closely related components that work together for the common good. Those involved with the Chicago Dental Society work together for one common goal: to fulfill our commitment to continuing education, which helps make dentistry better for our patients."

Registration for the three-day event is underway at www.cds.org and continues online through Friday, Feb. 16. When you register before Jan. 31, your early registration package is mailed to you and includes a badge, badge holder, course tickets and /or special event tickets and lanyard tie.

3=1 FREE

A way to save big is to take advantage of our 3=1 FREE deal. The program was overwhelmingly positive in 2017 and is offered again this year. For every three paying registrations, you can register a fourth paying registration for free, making the Midwinter Meeting even more affordable. The value of the lowest cost registration fee will be automatically credited at the time of registration.

And even though the course prices have always been affordable, continuing this year course prices are rolled back to make them even more accessible. The earlier you register, the more affordable it is to attend.

CONTINUING EDUCATION

A special emphasis in CE has been placed on serving the dental team, said Dr. Borris.

On Thursday, a special Dental Assisting Track of courses, C101A- F is offered. The track offers six different courses with an opportunity to participate in eight hours of exceptional CE in an exciting all-day program, all at a special discount price.

On Friday, Ultimate Dentist-Assistant Team: Creating Exceptional Practice Synergy, course F200M, held from 9 a.m. to noon, will focus on developing the roles of the dentist and assistant and creating a chairside model for success. The course is a prerequisite for course P239, held from 1:30 to 4:30 p.m., which is for a two-person (doctor/assistant) team. The afternoon session will offer a special hands-on experience and is aimed at perfecting each team member's role in the restorative process for both Class II composites and single tooth crowns.

On Saturday, there is a three-person panel offering an Organization for Safety, Asepsis and Prevention (OSAP) Mini Infection Control Boot Camp, course P301, recommended for assistants and hygienists. This all-day course, runs from 8 a.m. to 3:30 p.m. and is designed to support each office's infection control coordinator and provides 6 CE hours.

Also on Saturday, Preparation Course for Dental Assisting National Board CDA Examination, course C343 offers a comprehensive review session that serves as an adjunct to preparation for the dental assistant taking the national assistant board examination. It includes hints on improving test scoring and a review of the application process.

Saturday morning, Wow Factor: Tips and Tricks Every Auxiliary Must Know, course F317, aims to improve the patient experience, increase workplace satisfaction and boost office productivity. Participants can discover clinical shortcuts that do not compromise quality and learn techniques to reduce supply costs.

148

SPEAKERS

MORE THAN

220

COURSES

MORE THAN

50%

FREE

MORE THAN

600

EXHIBITING COMPANIES

Midwinter Meeting offers more than CE

The Midwinter Meeting is not all business; it also offers plenty of opportunities for socializing and networking. “The social aspect of the meeting is one of the keys to the success of this meeting and really what makes Midwinter great,” Dr. Imburgia said. “There is an intangible benefit of actually attending the meeting,

something you can't get with online CE. You must be there to experience it.”

He said that the meeting also is a great way to “reconnect with old friends, classmates and folks we've met at past meetings. It is also a great way to make new connections.”

Alluding to the social side of the meeting, Dr. Imburgia added that he has not missed a Midwinter Meeting since graduating from dental school.

Tickets for special events are available for purchase online at www.cds.org until Feb. 16. They can also be purchased Thursday, Feb. 22, at McCormick Place at

the Special Events ticket counter in the Registration Area, Level 3, Concourse, during registration hours. Tickets are limited and subject to availability.

Here is a list of the great opportunities available to share the experience of the Midwinter Meeting with fellow dental professionals:



OPENING SESSION

One of the highlights of the Midwinter Meeting is the Opening Session, a time when attendees can enjoy entertainment and refreshments without having to leave the meeting venue. This year, Chicagoan Pat McGann, a stand-up comic will perform.

Tickets are \$15 per person purchased online before February and \$25 purchased online until Feb. 16 or on site Thursday morning. Doors open at 5 p.m. to the Ballroom (W375E) at McCormick Place West.



FRIDAY NIGHT ENTERTAINMENT

Shadows of the 60's, A Tribute to the Motown Super Groups will make this year's Friday night entertainment one to remember. Shadows of the 60's will pay tribute to the legacy of The Four Tops, Temptations and “The Supreme Girls of Motown,” a salute to legendary female stars of the era. Doors open at 8 p.m. at Park West, 322 W. Armitage Ave. for the 9 p.m. performance. Tickets are \$50 per person purchased online before February and \$60 purchased online until Feb. 16 or on site Thursday morning.



DENTAL TEAM RECEPTION

This year's Midwinter Meeting will once again include a special reception for hygienists, dental assistants and other dental team members. Dental team members can gather for socializing, munchies, refreshments and cocktails from 5 to 6:30 p.m. on Friday, Feb. 23, in Room CC10 of the Hyatt McCormick Place.

Tickets, which are required for entry, are \$15 when purchased online prior to February, and \$25 when purchased online in February or on site Thursday, Feb. 22, at McCormick Place West at the Special Events ticket counter in the Registration Area, Level 3, Concourse. Tickets are limited and subject to availability.

PRESIDENT'S DINNER DANCE

CDS President Louis Imburgia and his wife, Rosemary, will host the annual dinner dance at the Hyatt Regency Chicago Hotel, Crystal Ballroom, West Tower on Saturday evening, Feb. 24. The High Society Orchestra will provide music for the enchanting evening. The black tie-optional event includes dining and dancing and celebrates another memorable Midwinter Meeting. A reception will be held at 7 p.m. with dinner seating at 7:30 p.m. Tickets are \$125 per person purchased prior to February and \$135 per person purchased online until Feb. 16 and may be available Thursday morning during registration. Tables of 10 are available.

ALL SPECIAL EVENT TICKET SALES PURCHASED ONSITE ARE SUBJECT TO AVAILABILITY.



NEW DENTIST RECEPTION

New dentists, those who have been practicing for 10 years or less, are invited to enjoy a special event with their contemporaries while enjoying buffet food and cocktails. The event is held from 5 to 6:30 p.m. Friday, Feb. 23, on Level 2, 270 Restaurant, McCormick Place West. Tickets are required. Tickets \$15 purchased online prior to February and \$25 online until Feb. 16 or on site.

DENTAL STUDENT RECEPTION

This year the Academic Chapter of the Chicago Dental Society is inviting all dental students at the Midwinter Meeting to gather with fellow students to socialize and enjoy food and refreshments at a special reception from 5 to 6:30 p.m. Thursday, Feb. 22, at the 270 Restaurant on Level 2 of the McCormick Place West. Tickets are complimentary but registration is required. The event is open to dental school registrants (categories H and HF). Registration for tickets is available online until Feb. 16. Tickets may be available on site Thursday morning.



COOKING AND TASTY LUNCHEON

This year's Friday afternoon event features a cooking demonstration and luncheon presented by Sister Alicia Torres, a Chicago nun who was a winner of The Food Network's cooking competition show “Chopped.” Sister Torres is part of the Mission of Our Lady of Angels in Chicago, which provides assistance to the underprivileged of Chicago's West Side. The event will be held at McCormick Place West, Room W375E, with open seating. Doors open at 11:30 a.m. with the cooking demonstration and a question-and-answer period from noon to 12:30 p.m. and a luncheon from 12:15 to 1:15 p.m. Tickets are \$50 per person purchased prior to February and \$60 per person until Feb. 16 online and on site on Thursday morning. Tickets are available for purchase only to Midwinter Meeting registered attendees.



Also returning this year are the popular Live Patient Demonstrations offering participants each day of the meeting the chance to watch the skills of top-notch dental professionals firsthand.

VISITING THE EXHIBITS

Learning isn't confined to the classroom at the Midwinter Meeting. Your meeting badge is also your ticket to the Exhibit Hall where more than 600 exhibitors will be on hand to show the latest in dental equipment and technology.

Continuing in 2018, in addition to the stellar scientific program offered during the meeting, CDS knows that attendees can obtain valuable education as well by visiting the exhibitors. Therefore, CDS continues to offer 1 CE credit per day when you visit the Exhibit Hall. Signage posted in the Exhibit Hall (near the Overlook Cafe) provides the CE Code. The code will not be active until three hours after the Exhibit Hall opens each day. When completing your CE Verification form, just enter that CE code.

Did you know you can find a current list of all the exhibitors coming to the meeting online? Create your own customized floor plan highlighting those companies you wish to visit while at the Midwinter Meeting. Simply go online to on.cds.org/midwinter and select the Virtual Exhibit Hall link to start the process.

REBATE COUPONS

Being a CDS member, registering early and visiting the Exhibit Hall can also pay off in a big way. CDS members who register in January are eligible for a \$25 rebate coupon. Coupons are mailed with registration materials and are not available to those who register in February and/or on site at McCormick Place.

To redeem the rebate, submit the rebate coupon along with proof of purchases made in the Exhibit Hall, at the Rebate Redemption Center at McCormick Place West during the

Midwinter Meeting. Please allow 2 – 4 weeks following the Midwinter Meeting for processing.

VIRTUAL TRADE SHOW BAG

The Virtual Tradeshow Bag is back and will be filled with special offers from Midwinter Meeting exhibitors. The virtual bag will be emailed to the primary registrant beginning Feb. 19. Any meeting attendee can access the bag on Feb. 19 when they download the CDS Midwinter Meeting mobile app. Log in to the app and take advantage of the special offers.

CDS MIDWINTER MEETING MOBILE APP

The mobile app will be available to download in January at the iTunes and Google Play stores. The new app is compatible with Android and iOS smartphones and tablets and will also allow participants to: navigate the 170,000 square feet of exhibit space using a new and improved 2-D map, access your course schedule when you log in with your badge number; view PDFs of speaker handouts; access online CE Certification; and allow you to network with other attendees. When you download the app and log in with your badge number you will also be automatically entered into a drawing to win a gift card. Drawings will be done each day of the meeting at noon and attendees must be on site to receive the prize.

SATIATE YOUR APPETITE

Learning in the classroom and walking the exhibit floor can be tiring and attendees are sure to work up an appetite. Luckily, the Midwinter Meeting offers several on-site options to take in some nourishment while spending time with fellow friends and colleagues.

The McCormick Place West Building offers a variety of restaurant locations including: Restaurant Court, Level 2; Overlook Café, Level 3, Hall F; and Restaurant Pavilion, Level 3, Room

W375AB. Detailed restaurant information will be available on the CDS Midwinter Meeting mobile app.

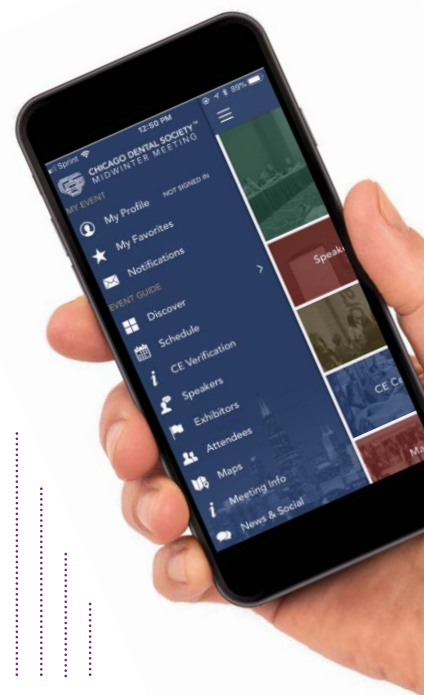
Continuing this year is the Midwinter BISTRO, located in the Exhibit Hall B2543. It's the easiest way to ensure you have a spot to grab lunch at a time convenient for you. Reservations for lunch are available at www.bistrotickets.com/cds or after you preregister. The BISTRO host counter will be located adjacent to General Registration, Level 3, east side.

Don't forget get dessert! Sweeten your experience on the exhibit floor by indulging in a free ice cream treat. Each day of the meeting, CDS will be handing out free ice cream at 1:30 p.m. in the Exhibit Hall. ■

DOWNLOAD THE MOBILE APP

- Navigate 170,000 square feet of exhibit space with a 2-D map.
- Access your course schedule by logging in and registering.
- View PDF handouts from speakers and do online CE certification.
- Access the Virtual Tradeshow Bag.

see more information on [page 38](#)





PRACTICE SMARTS by Joanna Brown

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

Mentors show young people they are not alone

In these last few weeks before the 153rd Midwinter Meeting, Chicago Dental Society members are glowing with professional pride. The anticipation of reconnecting with dental school friends from across the country, perfecting techniques and restocking the office with new products found in the Exhibit Hall is undeniably invigorating.

The pride, passion and professionalism that you feel bubbling up right now should be shared with younger professionals through mentorship. Countless studies have shown that Millennials (those born between the mid-1980s and early 2000s) are looking for purpose in their work and respond positively to mentorship programs in the workplace; mentoring is crucial to their career success and workplace engagement.

And since January is National Mentoring Month, this is a great time to consider how professional acquaintances develop into mentors or mentees, and how both parties benefit from the relationship.

Since 2002, National Mentoring Month has emphasized the need for mentors and how their efforts promote positive outcomes for young people. Specifically, mentors show young people that they are not alone when they face daily challenges.

Our local professionals summed it up beautifully in November, during two Illinois Dentists Salute events.

Second year Midwestern University College of Dental Medicine student Shayan Nizami was one of many students working chairside to provide free care to Illinois veterans on Veterans Day. He spent the morning at the CDS Foundation Clinic, watching how different doctors worked to put their patients at ease.

"I'm getting an idea of how I want to be chairside," he said.

And back on campus, dentist Kelly Skerrett worked alongside her students to illustrate how quality care and charitable acts are equal parts of dentistry's professional culture.

"It's important for our students to learn that we are lucky to be dentists, and we need to be good role models in our volunteer activities so that they will continue this in the future," she said.

In a professional setting, mentorship instills pride and excites people to do their jobs better. It may motivate mentees to further their education in pursuit of professional advancement, or increase job satisfaction to the benefit of your practice's employee retention rate.

But these mentorship relationships don't have to be formal. Consider this advice from the *Harvard Business Review*:

Remember that it's primarily a relationship. There must be sincere rapport between a mentor and mentee for the relationship to work, so find common ground to build on first. Checking off the boxes of what a so-called good mentor does won't benefit anyone if you don't establish a genuine relationship first.

Focus on personal development over technical skills. Mentorship is not supposed to build anyone's résumé; it's intended to shape character and professional values as applied in the workplace (which may motivate mentees to seek out CE course or seminars from other sources).

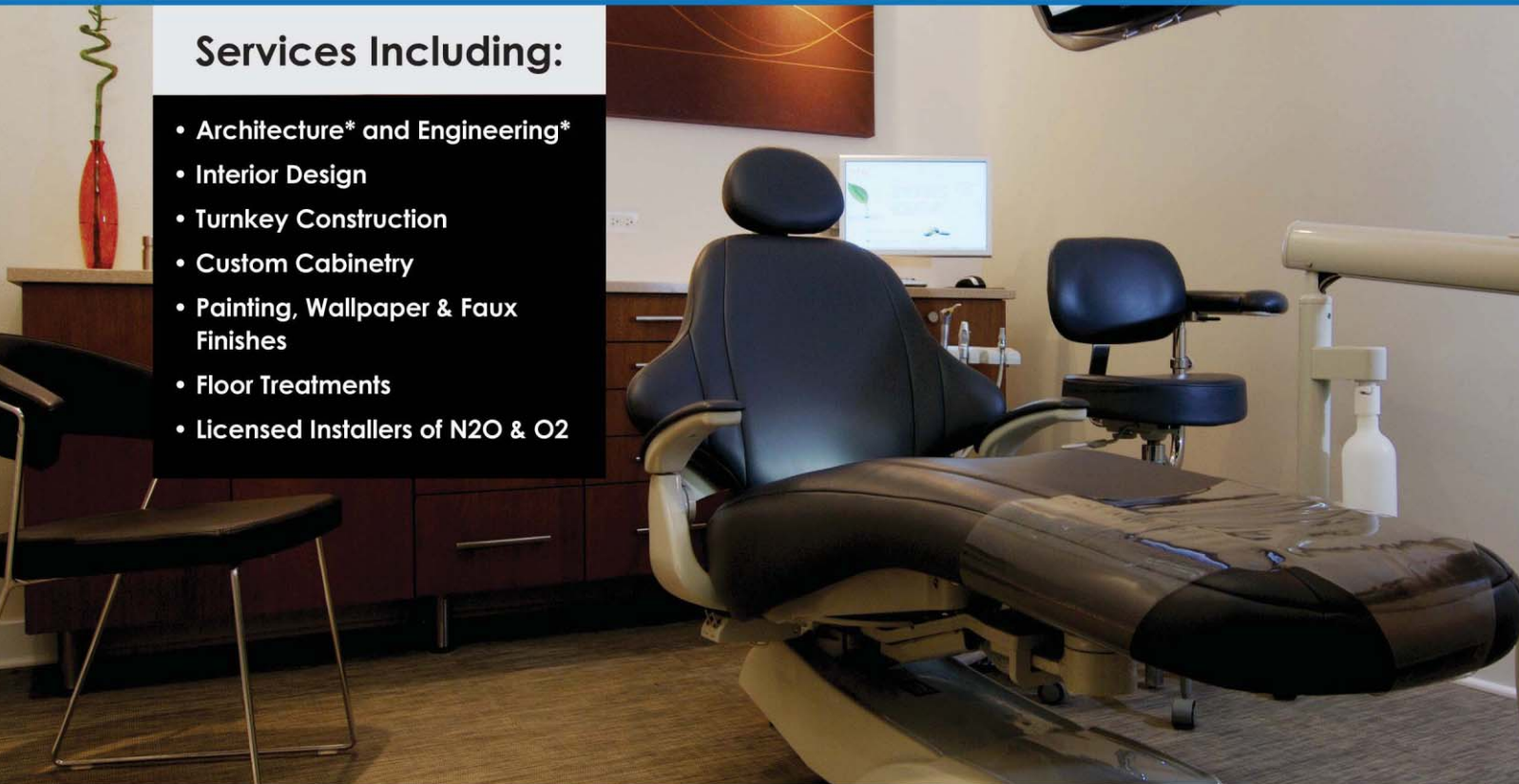
Be encouraging. If a younger professional comes to you with a crazy idea, take time to consider how it might succeed and ways they could better explore their ideas. An immediate disregard for the energy young people bring to the profession hurts everyone.

When you work together, put the mentee before your practice. In mentorship relationships with staff members, keep in mind that the mentor's job is to encourage personal development. If you find that your mentee's passions lead them away from your office, encourage them to pursue the same sense of satisfaction elsewhere that you found in dentistry. ■

Dental Office Designers & Builders

Services Including:

- Architecture* and Engineering*
- Interior Design
- Turnkey Construction
- Custom Cabinetry
- Painting, Wallpaper & Faux Finishes
- Floor Treatments
- Licensed Installers of N2O & O2



“Experience Matters”

Over the past 25 years ACOA, Ltd. Construction Company has guided dentists through every phase of their new office build-out process on-time and on-budget.

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



See our work at: www.acoodental.com
 Contact us: 847.229.8414

ACOA, Ltd.
 CONSTRUCTION COMPANY
 DESIGNERS & BUILDERS



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

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

What are the dento-legal issues when prescribing opioids?

We are in the midst of an opioid crisis in the United States. Drug overdose is the leading cause of injury-related deaths, with narcotic painkillers the main culprit. Examples of opioids are heroin, fentanyl, morphine and hydrocodone (also known as Vicodin).

Over the last year, the dental profession has been scrutinized as to its role in this crisis. Keep in mind that dentists are responsible for only 12 percent of the opioid prescriptions annually. However, there are ethical and legal considerations for the dental professional in prescribing opioids.

The Drug Enforcement Administration (DEA) has significantly increased its prosecution of health care providers, including dentists, who inappropriately prescribe narcotic painkillers. In addition, there have been an increased number of civil lawsuits against dentists for causing injury to patients, ranging from overdoses, accidents, addictions and deaths.

Dental organizations have done a good job over the last couple years in educating the dental profession in the proper prescribing protocol, which includes being more vigilant in identifying drug-seeking patients, in educating patients on opioids and in reminding dentists to properly document the justification for prescribing Vicodin and the like.

In addition, Gov. Bruce Rauner has signed into law Senate Bill 227 which, effective Jan. 1, 2018, requires all dental professionals with an Illinois Controlled Substances License to register with the Prescription Monitoring Program (known as PMP). (Visit the ISDS website, www.isds.org, to learn details on how to sign up, and the specific obligations the law mandates.) Prescription Monitoring Programs have been instituted in most states to monitor the prescribing habits of health care providers and in closely accounting for all narcotic prescriptions that are distributed by pharmacies. However, the dental professional should not be “scared” to prescribe opioids when dentally necessary as pain management is a crucial element in providing proper care.

Good opioid prescribing habits require the dental profession to consider the following:

- Keep up with the latest standard of care for opioid prescribing. Pennsylvania, for example, mandates that new dentists be trained in opioid prescribing and such training, beginning in 2019, and will be required for license renewal.
- Consider prescribing nonsteroidal anti-inflammatory drugs (NSAIDs). Often times these non-narcotic analgesics provide comparable pain relief to Tylenol #3. Moreover, NSAIDs have an anti-inflammatory component that narcotic painkillers do not.
- Maintain thorough patient records by documenting the patient's health and medication histories, providing a dental diagnosis and treatment plan, and indicate discussions with the patient about the potential side effects of opioids. Additionally, the dental professional should prescribe just enough pills to reasonably control the pain. For instance, providing 30 tablets of Vicodin may be considered excessive following a root canal procedure. The bottom line is that when prescribing an opioid, the dental professional must have a dental therapeutic reason and must have an existing dentist-patient relationship that is based on an examination and diagnosis.
- Avoid routinely prescribing refills for patients with chronic dental or facial pain. If the patient's pain continues, consider referring the patient to a pain specialist for further management.

The dental profession is at the forefront in educating patients and dental colleagues in proper opioid-prescribing methods, as patient safety is paramount. ■

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 26 years. Find more information on Dr. Green at www.greenlawoffice.net.



WE SPEAK THE SAME LANGUAGE.

2mm margin is the difference between average and **perfection.**

CALL US: 847-929-9161

VISIT OUR WEBSITE: SIEGELCONSTRUCTION.COM

EMAIL US: BUILD@SIEGELCM.COM



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

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

CDSF encourages you to visit its Midwinter Meeting booth

It is my pleasure to chair the CDS Foundation Board of Trustees. I very much look forward to continuing to serve and represent the foundation, our friends and our donors in the coming years.

I'd like to thank our outgoing chair, Michael Durbin, who enabled the growth and influence of the Foundation by his hard work, expertise and dedication to improving access to oral health for the underserved. Dr. Durbin made a tremendous impact on the foundation by facilitating collaboration and communication within the organization and by working tirelessly to secure external support from the community, and from organized dentistry. Dr. Durbin's representation of and advocacy for the foundation and its programs has resulted in exponential growth and a measurable impact on the health of the public we serve.

It is an honor to take the helm from Dr. Durbin, and I hope to continue to build on his philanthropic achievements with your help.

I hope you will join me in supporting the foundation through our activities at the 2018 Midwinter Meeting. All proceeds from these activities support the oral health programs of the foundation.

A new activity for the foundation this year is the addition of a sponsored speaker generously underwritten by Hu-Friedy Mfg. Co. LLC. Joel Berg will present Medical Management of Dental Caries Friday, Feb. 23, at 9 a.m. (course C230) and at 1:30 p.m. (course

C230R1). All the proceeds from ticket sales from this course will benefit foundation programs such as our free dental clinic and community grant making.

In addition to registering to attend Dr. Berg's course, you can help promote a healthier community when you stop by Booth 3803 and:

- Make a donation and select a bottle from our Wall of Wine;
- Purchase tickets to the Aug. 5, Chicago Cubs vs. San Diego Padres game at Wrigley Field;
- Play our Trivia Game. You could win the \$1,000 first prize.
- I urge you to buy tickets for our 50/50 Raffle. The drawing to select a winner will be done at the Friday Night Event. Last year's winner walked away with \$2,000.
- I also encourage you to sign up to volunteer at the CDS Foundation Dental Clinic or get involved with one of the Foundation committees.

Once again this year, the foundation has the honor of bestowing our Vision Award to one CDS member who has made a significant contribution in philanthropic endeavors that improve oral health. This award will be presented at the Opening Session on Thursday, Feb. 22.

I pledge that your generous gifts and donations to the CDS Foundation will be used in the most efficient and effective ways possible to help improve oral

health. Every contribution that you make will be of abundant value to underserved communities, to our volunteers and, by extension, to yourself.

Thank you for your ongoing support. I look forward to seeing you at the Midwinter Meeting. ■



APEX design build

Building or Expanding in 2018 or 2019?

Call today to schedule your free consultation at Midwinter and receive a \$500 gift card!

**restricted to Chicago and surrounding areas*

4 Generations of Dental Architecture Design & Construction



www.ApexDesignBuild.net ■ info@apexdesignbuild.net
 847.737.8567 ■ 9550 W. Higgins Rd. Rosemont IL 60018

Chicagoland Smile Group

Visit Us at the 2018 Midwinter Meeting - Booth #3945

AFFILIATION OPPORTUNITIES

Thinking of selling your practice, or looking for a growth partner?

LEARN MORE:

info@csgsmiles.com | 312-767-7340

CAREERS CREATING SMILES

Become part of an experienced, talented, and growing company!

GET IN TOUCH:

careers@csgsmiles.com | 800-728-1274

www.ChicagolandSmileGroup.com

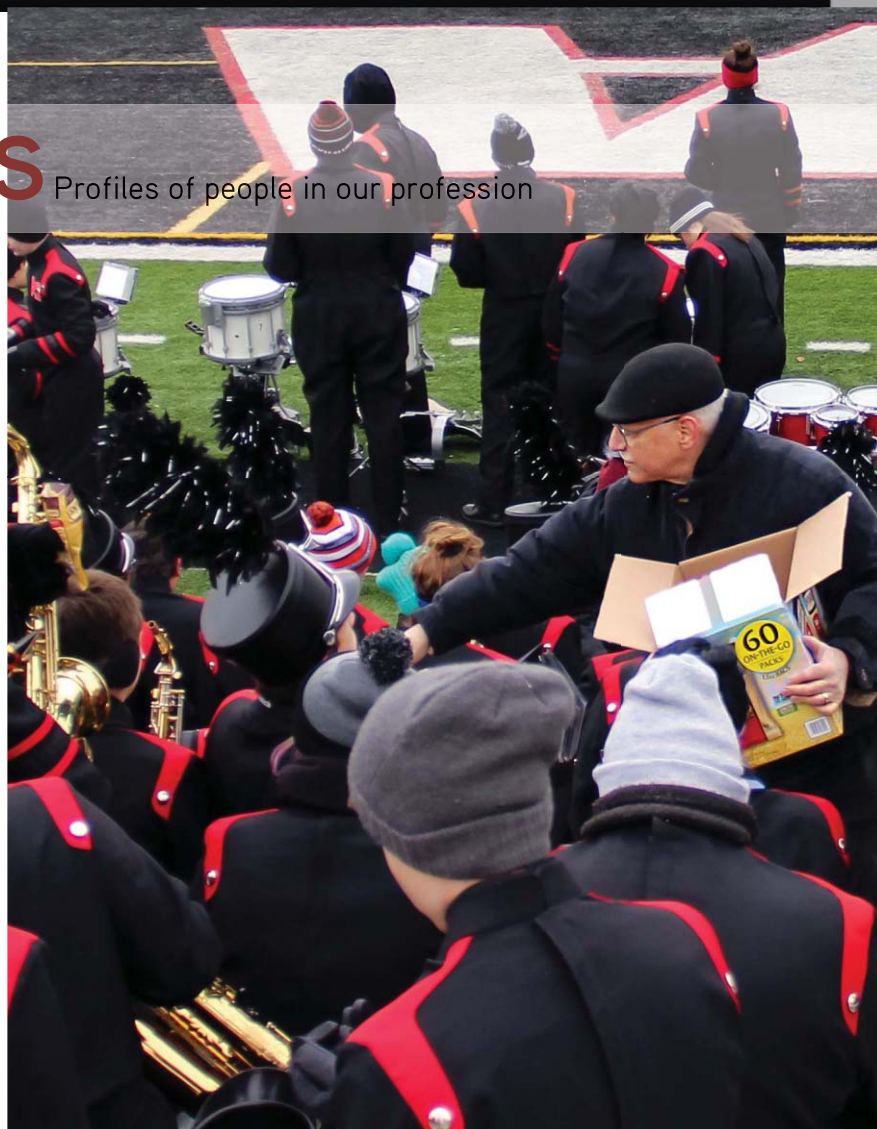
snap shots

Profiles of people in our profession

The Lord of the Snacks

Larry Kolar is a band booster extraordinaire

By Joseph DeRosier



High school band boosters are special parents.

Some do only the minimum, showing up once a year to hand out bottled water to young musicians who have just played their hearts out performing a brass-heavy, bass-drum-pounding rendition of The Beatles' "Eleanor Rigby" during the football half-time show.

And then, there are people like Larry Kolar.

The CDS member is the ultimate band parent volunteer.

For the past eight years, as his two children went through the Maine South High School music program, he has been in charge of gathering and passing out snacks and beverages to band members.

Because his daughter Stephanie is graduating from the Park Ridge school this year, his family decided to do something special.

"This is my final year, and my wife (Lisa) and I decided to go out with a big bang," Dr. Kolar said. They decided to pay for all the snacks and beverages for the year. "You have all these snacks, it doesn't sound like much, but you have kids eating anywhere between two to four snacks."

He said with 180 students in the band and the numerous events, home football games, parades and many others, it adds up.

"The kids in the band are very appreciative," he said.

As a way to honor him, students made up a special band T-shirt emblazoned with his given nickname — "Snack Lord."

"Anytime there's something going on (at the school) I always wear my Snack Lord T-shirt, it's a lot of fun," Dr. Kolar said.

"I have a really good rapport with high school kids, especially the band kids, because I'm the one who feeds them," he explained. "Believe me, kids between 14 and 18, if you feed them all the time you'll have no problem with them."

"It's so obvious that the kids love and appreciate him," said David Hutter, who has been the director of bands at Maine South for four years. "He is a really special parent and an important cog in this machine."

That mutual respect is evident by the way kids treat him, Mr. Hutter said. For example, before Thanksgiving break students were given an assignment to write thank you cards to anyone they wanted.

Dr. Kolar was the top recipient, getting more cards than even popular teachers or administrators.

His love of band goes back to his own high school days when he says he was "married to the band room, that was my hang out." Both of his parents volunteered when he was playing the clarinet in the marching band at Ridgewood High School in Norridge during the early 1970s.



He continued his interest in music through college, playing clarinet and also saxophone professionally in a band part time before, during and after gaining his dental degree from the University of Illinois College of Dentistry in 1982. He has a private practice in Chicago near Park Ridge, where he lives.

“My wife and I volunteered to be a part of the music boosters back when the kids were in grade school,” Dr. Kolar explained. That means he has been active in band since his son, Brad, who is now 21 and attends Oakton Community College, was in fifth grade.

For a time, when his son was in high school and his daughter was in grade school, he was involved in two different music booster clubs at the same time.

Whenever he saw that he had a booster meeting on his calendar, he had to stop and think where he needed to go, the high school or Emerson Middle School in Park Ridge.

And even though his nickname is “Snack Lord,” handing out treats is only a small portion of what he does for the band boosters. He also helps chaperone when travel is needed and helps usher school musicals or concerts. He said some weeks he spends about eight hours helping out.

Mr. Hutter said when Dr. Kolar chaperones on trips it is a comfort for parents to know there is someone with health care knowledge in attendance. Dr. Kolar said so far he hasn’t had to help with any dental emergencies, but has tended to a girl with a badly cut foot and kids who have come down with the flu.

His background in music makes it easy to interact with students and he has even, on occasion, filled in playing alto saxophone with the pep band at a basketball game when the band is short-handed.

“I try to help out, but not to be in the way,” he said.

He added that all the time he has spent on his volunteer efforts is worthwhile.

“It’s great to be part of the community, it’s a social event,” he said. “These kids are from the neighborhood, so I know them. It’s my hobby. People have different things as a hobby, this is my hobby.”

And when that hobby ends, Dr. Kolar said he will be increasing his musical practice time and joining the Jazz Community Big Band, a local music group, to keep his hand in music.

“Some of the (Maine South) alumni who I used to work with there at the high school are part of the band, so I will be working with some of them as well as some people my own age,” he said.

It seems natural that he would gravitate to an endeavor that includes young people.

Mr. Hutter called Dr. Kolar a “living legend” at Maine South with his selfless and serving nature.

“He puts himself to the side to help these kids,” Mr. Hutter said. “He’s affected hundreds if not thousands of kids during the long time he has given to the program. He’s the first parent here, and the last parent to leave.” ■

Mr. DeRosier is the CDS staff writer. Photos Courtesy of Larry Kolar and Maine South High School.

meeting place

Dental meetings and CE opportunities

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. Submit your meeting information online at on.cds.org/MyEvent. 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.

Study clubs

Find our complete list of dental study clubs online at on.cds.org/study_clubs.

January

9: Englewood Branch

Andrew J. Moormann, DDS: *Digital Impressions for the Rest of Us*. Louie's Chophouse, 4642 W. 103rd St., Oak Lawn. Cocktails: 6 p.m.; Dinner and Program: 7 p.m. Contact: Andrew Moormann, 630.850.7799 or andrew.moormann@yahoo.com.

9: North Side Branch

Clark Stanford, DDS: *Creative Implant Solutions for the Challenging Patient*. 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 northsidersvp@gmail.com.

9: Northwest Suburban Branch

Margaret Park, MD: *Obstructive Sleep Apnea from a Sleep Physician's Perspective*. Cooper's Hawk Winery & Restaurant, 798 W. Algonquin Rd., Arlington Heights. Cocktails: 6 p.m.; Dinner: 7 p.m.; Program: 8 p.m. Contact: Chris Hall, 847.255.3020 or nwsubrsvp@gmail.com.

9: South Suburban Branch

Bart Nierzwicki, DDS: *Third Molar Triage*; Olympia Fields Country Club, 2800 Country Club Dr., Olympia Fields. Cocktails: 6 p.m.; Dinner: 7 p.m.; Program: 8 p.m. Contact: Ron Waryjas, 630.841.1362 or southsuburbancds@gmail.com.

9: West Side Branch

John Green, DDS: *Taking a Bite Out of Dental Malpractice*. 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 dr-richardkohn@yahoo.com.

9: West Suburban Branch

Mariusz Wrzosek, DMD: *Anticoagulant Therapy*. Maggiano's Little Italy, 1847 Freedom Dr., Naperville. Cocktails: 6 p.m.; Dinner and Program: 7 p.m. Contact: Paulina Brzozowski-Sawicki, 847.910.5018 or paulinabrzozowski@yahoo.com.

23: North Suburban Branch

Scott Bentkover, DDS: *Why Endodontically Treated Teeth Fail*. Exmoor Country Club, 700 Vine Ave., Highland Park. Cocktails: 6 p.m.; Dinner: 7 p.m.; Program: 8 p.m. Contact: Mark Jacob, 847.564.2180 or markjacob1@comcast.net.

February

22-24: Chicago Dental Society

153rd Midwinter Meeting, McCormick Place West Building, 2301 S. Indiana Ave., Chicago.

For complete information, visit www.cds.org

March

6: Kenwood/Hyde Park Branch

Speaker TBA: CPR. Hyatt Place Chicago – South/University Medical Center, 5225 S. Harper Ave., Chicago. Cocktails: 6:30 p.m.; Dinner and Program: 7 p.m. Contact: Bitafayz, 773.955.5000 or bitafayz@sbcglobal.net.

6: Northwest Side Branch

Tricia Crosby, DDS: *Narrow Diameter Implants with Emphasis on Treatment of the Adolescent Patient*. Gene & Georgetti Rosemont, 9421 W. Higgins Rd., Rosemont. Cocktails: 6:30 p.m.; Dinner and Program: 7 p.m. Contact: Joe Sodini, 847.676.9292 or jsodini@sbcglobal.net.

9: The Illinois Academy of General Dentistry – Chicago

Lou Graham, DDS: *The Ever-Expanding Role of the General Dentist*. Register online at www.ilagd.org. Contact: Judy Fan-Hsu, 240.888.7924 or drjudyfansu@gmail.com.

13: Englewood Branch

Tom Terronez, CEO Medix Dental: *Protecting Practice Data*. Louie's Chophouse, 4642 W. 103rd St., Oak Lawn. Cocktails: 6 p.m.; Dinner and Program: 7 p.m. Contact: Andrew Moormann, 630.850.7799 or andrew.moormann@yahoo.com.

13: North Side Branch

Bill Simon, DMD: *What Young Dentists Want to Know/Leadership*. Maggiano's Little Italy, 4999 Old Orchard Shopping Center, Skokie. Cocktails: 6 p.m.; Dinner: 7 p.m.; Program: 8 p.m. Contact: Mital Spatz, 773.908.0482 or northsidersvp@gmail.com.

13: North Suburban Branch

Douglas Slighting, *Dental Branding: Compete and Thrive in the Age of Corporate Dentistry*. Exmoor Country Club, 700 Vine Ave., Highland Park. Cocktails: 6 p.m.; Dinner: 7 p.m.; Program: 8 p.m. Contact: Mark Jacob, 847.564.2180 or markjacob1@comcast.net.

13: Northwest Suburban Branch

Peter Ackerman: *Practice Values and Transition Strategies in Today's Market*. Cooper's Hawk Winery & Restaurant, 798 W. Algonquin Rd., Arlington Heights. Cocktails: 6 p.m.; Dinner: 7 p.m.; Program: 8 p.m. Contact: Chris Hall, 847.255.3020 or nwsubrsvp@gmail.com.

13: South Suburban Branch

Steve Weeks, DDS: *Improving Your Endodontic Therapies*. Olympia Fields Country Club, 2800 Country Club Dr., Olympia Fields. Cocktails: 6 p.m.; Dinner: 7 p.m.; Program: 8 p.m. Contact: Ron Waryjas, 630.841.1362 or southsuburbancds@gmail.com.

13: West Side Branch

William Beam, DDS; Richard Battistoni, DDS; John Polivka, DDS: *Current Concepts in Orthodontics*. 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 dr-richardkohn@yahoo.com.

13: West Suburban Branch

Clinic Night. Table clinics and location TBA. Cocktails, Dinner, and Program: 6 p.m. Contact: Paulina Brzozowski-Sawicki, 847.910.5018 or paulinabrzozowski@yahoo.com.

April

3: Kenwood/Hyde Park Branch

Speaker: Sharif Mohammad, DDS, MSD: *Considerations and Challenges of Full Arch Restorations*. Hyatt Place Chicago – South/University Medical Center, 5225 S. Harper Ave., Chicago. Cocktails: 6:30 p.m.; Dinner and Program: 7 p.m. Contact: Bitafayz, 773.955.5000 or bitafayz@sbcglobal.net.

3: Northwest Side Branch

Peter Troyan, DMD: *The Emergency Implant: Protocol from Extraction to Completion*. Gene & Georgetti Rosemont, 9421 W. Higgins Rd., Rosemont. Cocktails: 6:30 p.m.; Dinner and Program: 7 p.m. Contact: Joe Sodini, 847.676.9292 or jsodini@sbcglobal.net.

10: Englewood Branch

Marcio da Fonseca, DDS: *Pedodontics in Dentistry Today*. Louie's Chophouse, 4642 W. 103rd St., Oak Lawn. Cocktails: 6 p.m.; Dinner and Program: 7 p.m. Contact: Andrew Moormann, 630.850.7799 or andrew.moormann@yahoo.com.

10: South Suburban Branch

Bernard Murray, DDS: *Modern Periodontics/Atraumatic Therapies*. Olympia Fields Country Club, 2800 Country Club Dr., Olympia Fields. Cocktails: 6 p.m.; Dinner: 7 p.m.; Program: 8 p.m. Contact: Ron Waryjas, 630.841.1362 or southsuburbancds@gmail.com.

10: West Side Branch

Speaker TBA: Organizational Meeting. 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 dr-richardkohn@yahoo.com.

10: West Suburban Branch

Andrew Browar, DDS: *Peri Implantitis*. Cocktails: 6 p.m. Dinner and Program: 7 p.m. Contact: Paulina Brzozowski-Sawicki, 847.910.5018 or paulinabrzozowski@yahoo.com.

11: Chicago Dental Society

Regional Meeting. Judy Kay Mausolf: *Delivering W.O.W. Service*. Drury Lane, 100 Drury Lane, Oakbrook Terrace. 9 a.m. – 2:30 p.m. 5 CE hours. Register online at on.cds.org/regional.

28: North Suburban Branch

Installation of Officers. Location TBA. Contact: Mark Jacob, 847.564.2180 or markjacob1@comcast.net.

AFTCO
 TRANSITION CONSULTANTS
 Since 1968

FREE
MARKET VALUE ANALYSIS
 (\$5,000 value)

CAN BE USED FOR

- ✓ Practice Sales
- ✓ Partnerships
- ✓ Second Opinions
- ✓ Insurance Coverage
- ✓ Personal Net Worth
- ✓ Retirement Planning

www.AFTCO.net | 800.232.3826
 Practice Sales & Purchases Over \$3.2 Billion

Work safer, smarter, together.

5%

Up-front savings on workers' compensation premiums and potential to earn a dividend.

As a member of the Chicago Dental Society, you can take advantage of savings on premiums, loss prevention tools, convenient billing options, the potential to earn dividends, and more. So join us and see how we make workers' compensation work for you.

FIND AN AGENT NEAR YOU.
AccidentFund.com/Groups

AccidentFund
 Insurance Company of America
Part of the AF Group

Get Organized and Plan Ahead

with the 2018 Midwinter Meeting Mobile App

Available in January to download at the iTunes and Google Play stores.

MAKE THE MOST OF YOUR EXPERIENCE BY DOWNLOADING

THE 2018 MIDWINTER MEETING MOBILE APP!

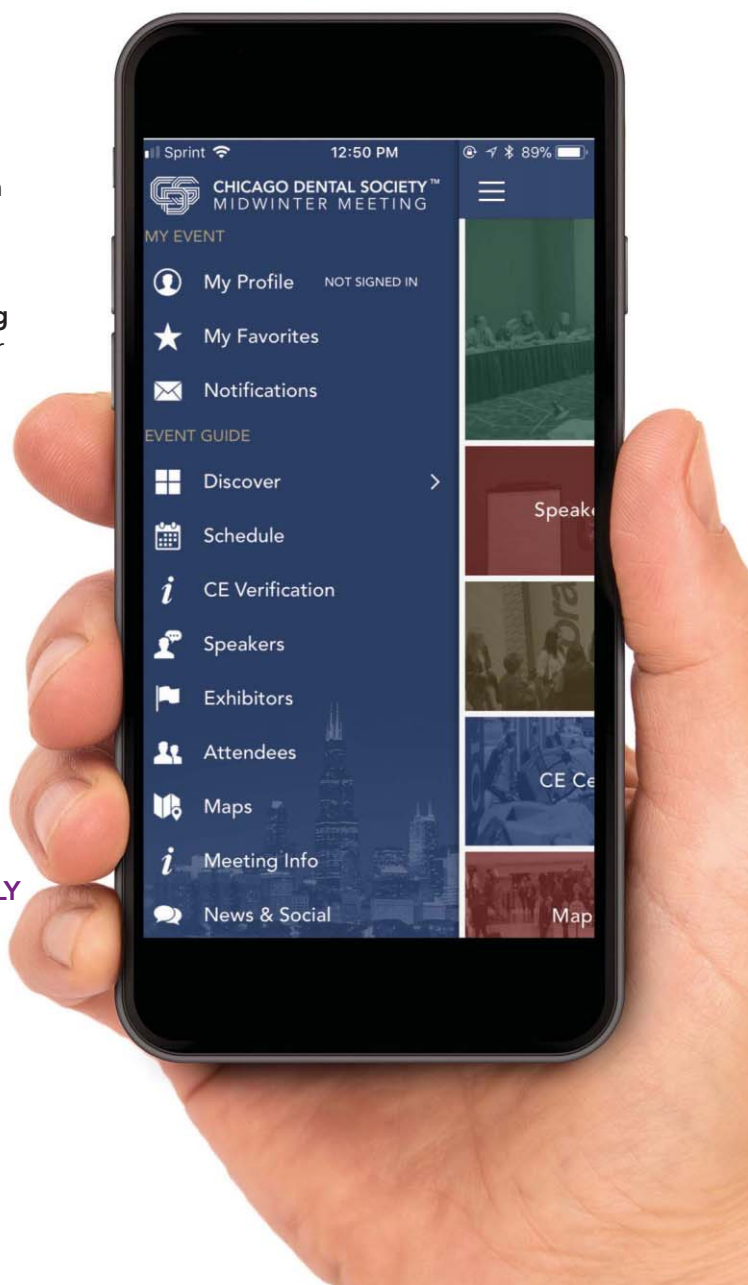
Our new mobile app is compatible with all Android and iOS smartphones and tablets and it enables you to:

- **Navigate the 170,000 square feet of exhibit space with a 2-D map** and plot your route to visit any of the more than 600 exhibitors.
- **Access your course schedule by logging in and registering** your badge number with the app after you have registered for the meeting. You can even sync with your LinkedIn profile.
- **View PDF handouts from speakers** presenting more than 200 courses on topics of interest to the whole dental team. Take notes that you can email directly to yourself.
- **Online CE Certification** can be done right on the app; no more waiting in line on site.
- **Access the Virtual Tradeshow Bag** full of special offers for you to take advantage of when you visit the Exhibit Hall.

Additional features allow you to network with attendees within the app, stay connected via social media channels and view all your favorites in one easy place on the app.

DOWNLOAD THE APP AND LOG IN TO BE AUTOMATICALLY ENTERED INTO A RAFFLE TO WIN A GIFT CARD.

Names will be drawn at noon each day of the meeting. Winners must be present to pick up their gift card on site.



CHICAGO DENTAL SOCIETY

THE RESPECTED LEADER IN SCIENTIFIC DENTAL MEETINGS™



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 SUBURBAN

- 7 op giant grossing 800K+. Associates would stay. **SOLD**
- Lovely cosmetics practice doing 300K on just 1.5 days/week
- North Shore FFS well-est. practice grossing \$325K. Four ops and ready to grow. No marketing
- Beautiful, 5 ops using 3. All FFS and only 40% overhead. Gross of \$450K

NORTHWEST SUBURBAN

- Great 3 op cosmetics practice. Numbers way up!! Motivated seller, make offer!!
- 3 op starter. Grossing \$280K on 3 days/wk and 3 months off a year! Lots of C & B! Priced to sell!

SOUTH SUBURBAN

- Far South. Four days/mo and grossing \$275K. Only dentist for 9,000 people. Real estate also

CHICAGO

- Near South. 4 ops doing \$400K+. Overhead only 50%, Motivated seller!!

ORAL SURGERY

- West Suburban Gem! Grossing 1M and only 50% overhead! Won't last!
- Rockford Giant – net of over 1M!! One of a kind, call for details

Call for details, private sales, many more coming after the first of the year

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.



OPENING SESSION

The 2018 Opening Session promises to be an outstanding event with Pat McGann, stand-up comedian and television host from Chicago, as the featured entertainment. He performed on The Late Show with David Letterman. He also created and hosted the Emmy-nominated television show The Chicago Stand Up Project. Mr. McGann has also been on the nationally syndicated Bob & Tom Show. He has also performed on the AXS-TV's Gotham Comedy Live.

Also during the Opening Session Program recipients of the Gordon J. Christensen Award, the Cushing Award and the CDS Foundation Vision Award will be honored.

THURSDAY, FEB. 22

- Doors at 5 p.m.
- Program will start promptly at 5:30 p.m.
- Ballroom (W375E) McCormick Place West
- Light food and refreshments served attendees in reception area by W375E after the program concludes
- Tickets: \$15 per person purchased online prior to February, \$25 per person online in February or on site
- Ticket required for entry
- Event number: SE1

Purchase tickets online at www.cds.org until Feb. 16. Tickets may also be available on site Thursday morning at McCormick Place at the Special Events ticket counter in the Registration Area, Level 3, Concourse, subject to availability.



Smile maker. Life changer. That's you. That's Ultaire™ AKP.

SOLVAY
DENTAL360™

Announcing a special Ultaire™ AKP offer for dental professionals attending Chicago Midwinter and visiting the Solvay Dental 360™ booth. We've made it easy to get started with this paradigm-shifting polymer. Comfortable, lightweight, tooth-supported.

Learn more about this offer today!

SolvayDental360.com/Chicago



Exclusive offer for
Chicago Midwinter
attendees!

Ultaire™ AKP

Visit us at Booth #1447

Solvay Dental 360™, a division of Solvay Specialty Polymers USA, LLC. All trademarks and registered trademarks are property of the companies that comprise the Solvay Group or their respective owners. © 2017, Solvay Specialty Polymers. All rights reserved. DN201700376 v1.0 EN



SOLVAY

asking more from chemistry®

Lend us a hand

Please help support the oral health in Chicagoland communities.



CHICAGO DENTAL SOCIETY
FOUNDATION



Guided by a belief that all families should have access to quality oral healthcare, the **CDS Foundation** works with local dental clinics and programs that help get people the dental care they need.

CDS members donate funds and time to the Foundation, and those resources are used to improve the public's access to dental care programs and education.

What we do

- Provide dental health care to low income residents at the CDS Foundation Clinic
- Provide grants to local non-profit organizations that provide access to care and oral health literacy programs
- Support CDS member dentists doing charitable work in their communities.

Drop by **BOOTH 3803** at the **2018 MIDWINTER MEETING**.
Pick up a trivia card, participate in our 50/50 raffle and
join us for the Wine Pull fundraiser.

Cooking & a Tasty Luncheon with Sister Alicia Torres

This year's Friday afternoon Midwinter Meeting event features a cooking demonstration and luncheon presented by Sister Alicia Torres, Mission of Our Lady of Angels in Chicago and winner of the 2015 Thanksgiving-themed television edition of *Chopped*. The Mission of Our Lady of Angels provides assistance to the underprivileged of Chicago's west side.

FRIDAY, FEB. 23

- McCormick Place West, W375E
 - Doors open at 11:30 a.m.
 - Cooking demonstration/ Q&A from noon to 12:30 p.m.
 - Luncheon from 12:15 to 1:15 p.m.
- Tickets: \$50 per person online prior to February, \$60 per person in February online or on site
 - Ticket required for entry
 - Open seating
- Event number: SE2

Inclusive of cooking demonstration and lunch.

Purchase tickets online at www.cds.org until Feb. 16. Tickets may also be available on site Thursday morning at McCormick Place at the Special Events ticket counter in the Registration Area, Level 3, Concourse, subject to availability.

You must be a registered attendee in order to purchase tickets to this event.



FOR ALL DENTAL STUDENTS A reception just for you

The Academic Chapter of the Chicago Dental Society invites all dental students to meet other students attending the Midwinter Meeting at a reception. Come to this free event to meet other students, socialize and enjoy food and refreshments.

THURSDAY, FEB. 22

- 5 – 6:30 p.m.
- Level 2, 270 restaurant, McCormick Place West
- Registration required for complimentary event to dental student registrants (categories H and HF)
- Ticket/Badge required for entry
- Event number: SE7

Register for tickets online at www.cds.org until Feb. 16. Tickets may also be available on site Thursday morning at McCormick Place at the Special Events ticket counter in the Registration Area, Level 3, Concourse, subject to availability.

you know the relief your patients experience
When they finally realize they are in the

right hands?

we do.

Because our clients feel the same way about us. As a financial services provider to dental and medical professionals across the country, we assist thousands of clients from residency to practice and through retirement with a comprehensive suite of financial services, custom-tailored advice, and a strong national network focused on delivering a higher level of service.

www.treloaronline.com

CALL US 800.345.6040

Treloar & Heisel, Treloar & Heisel Wealth Management, and Treloar & Heisel Risk Management are all divisions of Treloar & Heisel, Inc. Investment Advice offered through WCG Wealth Advisors, LLC, a Registered Investment Advisor doing business as Treloar & Heisel Wealth Management. Treloar & Heisel Wealth Management is a separate entity from The Wealth Consulting Group and WCG Wealth Advisors, LLC. Insurance products offered separately through Treloar & Heisel and Treloar & Heisel Risk Management.

TH-170046

Treloar
& Heisel

FINANCIAL SERVICES FOR THE
DENTAL AND MEDICAL PROFESSIONAL



CHICAGO DENTAL SOCIETY
MEMBER INSURANCE PROGRAMS

branch news

Reports from our nine branches

Englewood Branch

by Denise Hale, DDS

Jeff Walker recently attended the American Association of Endodontics meeting in New Orleans. His son Max is a senior at Lincoln-Way East High School and is starting to look at colleges. His son Andrew is attending Lincoln College pursuing a TV, radio and news media degree.

Andy Moormann's son, Joe, is leaving for Japan in January to work as a missionary. Andy's daughter, Andrea, is an occupational therapist and is marrying a minister in February. Looks like Andy did something right!

Bob Michet and his wife, Susan, are heading to Playa del Carmen in Mexico for a little R&R with other couples. His son Ryan is attending the University of Illinois at Urbana-Champaign and is planning on following in his dad's footsteps!

John Brendich and his wife, Mary Ellen, went to Croatia this summer.

Eugene Decker's son **Geoffrey Decker** is contemplating buying his practice. It looks like Eugene is anxious to pass on the torch and retire.

George Lingen's grandson Ryan Bess is a sophomore at Virginia Military Institute.

Attending the November meeting were Selina Salazar and Jessica Martinez, both are recent graduates in dental hygiene from Fox College and looking for employment!

Warren Fatland reports he is gladly scaling back time in the office. His granddaughter, Shannon Ueberfluss, is a recent graduate of the University of Miami and is now working in Rome as a travel agent. Sounds like a great gig!

Ken Grebliunas' dog Angus celebrated his 13th birthday and



(Above Left) Our New Dentist representative Neil Singh and our Branch President Andy Moormann. (Above Right) Hygienists Jessica Martinez, from left, and Selena Salazar, along with our CDS Director Peggy Richardson.

Bill Petty and staff had a birthday party for Angus. P.S., Angus is a black lab named after AC/DC guitarist Angus Young, not a side of beef!

Nick Cudney attended the American Association of Oral and Maxillofacial Surgeons national meeting in San Francisco accompanied by his wife, Sarah. They went early and stayed in Big Sur.

In attendance at the November meeting, **Nick Cudney**, along with **Peggy Richardson**, and **Denise Hale** reported that they saw veterans in their office for the Illinois Dentists Salute event held on Veterans Day. Thank you to all the veterans!

Denise Hale attended a course at UIC College of Dentistry on Administration of Influenza Virus Vaccine by The Dental Practitioner. **Dr. William Flick** taught the class, which was very informative. They even had the opportunity to inject each other!

I hope everyone had a wonderful holiday season and I'm sure we are all anticipating spring!

Kenwood/Hyde Park Branch

by Sherece Thompson, DDS

Congratulations to **Jorelle R. Alexander** and **Vernon L. Terry II** on the birth of their son **Vernon R. Terry II** who was born Aug. 31, 2017, at 4:48 p.m. Baby Vernon weighed in at 6 pounds, 9 ounces and was 20.5 inches in length.



North Side Branch

by Bill Simon, DMD

Our November North Side Branch meeting at McCormick and Schmick's was graced by the attendance of our ISDS President, **Barbara Mousel**. Highlights included an amazing presentation on TMJ/TMD by our own **Harvey Mahler**.

David Behm was recently appointed as secretary/treasurer of the DENT-IL-PAC Executive Branch and will ascend to the presidency in 2019. He has also been elected as chairman of the B'Nai Chai Congregation North Shore in Deerfield. Congratulations David and best wishes for success in these new leadership roles.

Our Branch Vice President **Chelsea Jones** is happy to announce that she is getting married to Adam Weil on June 29, 2018 at the Ivy Room in Chicago.

Herb Weinfield, an active CDS member for 58 years and now a retired member wanted to share with us his pride and happiness. His late wife, Anita, who practiced myofunctional therapy for over 50 years until her passing in November 2016, was honored in October by the International Association of Orofacial Myology (IAOM). A past international president and convention chair, Anita's contributions to the organization and her memory were honored at the IAOM convention in San Diego, CA with a special tribute ceremony and the announcing of a special memorial scholarship in her name.

Joanne Oppenheim's, daughter, Jacqueline Kromash, was doing a nine-week internship at a local school in Ghana, Africa. After a few weeks, she contacted Joanne and her husband, **Ken Kromash**, to let them know the children had never been to the dentist and have a high-sugar diet. She requested they do a mission trip to Ghana. In two weeks, they put together four suitcases of donations and carried many supplies to Ghana. They performed over 200 dental exams and connected with a local dentist to treat the children needing dental treatment. If that's not enough, Joanne's son, Ben Kromash, did a one-year internship in Seattle, WA. His title was Food Bank



Joanne Oppenheim with her husband and daughter, Ken and Jacqueline Kromash in Ghana.

Specialist with Jewish Family Services. He is now in Paraguay with the Peace Corps for 27 months. Joanne and her husband are now planning their mission trip to South America! Sounds like the family is on a mission!

David Evaskus, Steven Herzog, Louis Halkias, and Michael Papadimitriou of Oral Surgery Associates hosted a continuing education course in Skokie in October. **Richard Monahan** gave an entertaining talk on Cone Beam Computed Tomography and Louis Halkias and Michael Papadimitriou presented updated information on Medication Related Osteonecrosis of the Jaw.

Neal Nealis delivered the first presentation of a series on aesthetics and practice development. The first presentation, on occlusion, was presented to 30 dentists and fourth-year UIC dental students this past October. The second presentation is being planned for January and will discuss Aesthetics and Smile Design.

North Suburban Branch

by David Goldberg, DDS

Silberstein & Gilbert Orthodontics is transitioning to Gilbert Orthodontics in January. **Kurt Silberstein** is joining his wife, Robyn Silberstein, in retirement. A Highland Park native, **Josh Gilbert**, is taking over the practice after being in the office for the past year. Please wish the Silbersteins all the best in retirement and welcome Josh as a new CDS member.

Karen Kasinski was featured on a panel at Marquette's mentor program.

The North Suburban Branch held its "Pre-Midwinter Vendors Showcase Holiday Extravaganza" on Tuesday, Dec. 5, at the Exmoor Country Club. Twenty-five vendors were selected representing dental equipment, products, laboratories and IT. Entertainment was provided by a pianist from Chicago's legendary Redhead Piano Bar and CE was implemented via live demonstrations on digital impression scanning techniques.



Karen Kasinski (left) and her mentee, Rachel Margis, participated in Marquette's mentor program.

Northwest Side Branch

by Stephanie Liss, DDS

The Northwest Side Branch has had a productive fall season and the winter is going to be busy as well. Our branch's holiday celebration was Dec. 5 at Cafe la Cave in Des Plaines.

Many of our branch members attended the Italian Dental Association's meeting in June on the island of Sardegna, Italy. **Michael Biasiello** reports that the beaches were very beautiful.

Joy Poskozim, of Joyful Dental Care, has been making amazing contributions by providing oral health care to the geriatric population. She provides home visits to many of her elderly patients in Park Ridge. Our branch applauds you!

Brett Gilbert led a live demonstration endodontic event at the Greater New York Dental Meeting. This highly attended event was a great success.

Hoping all branch members had a festive holiday season. And looking forward to seeing our members in March for our education program entitled "Narrow Diameter Implants with Emphasis on Treatment of the Adolescent Patient."

Northwest Suburban Branch

by Sylvia Deek, DDS

Paul Litvin enjoyed a trip to the Netherlands this past August and saw lots of water, windmills and wooden shoes. Congratulations to his son, Scott, a packaging engineer in Minneapolis, who recently got engaged. His wedding will be next July.

Michael Higgins flew to Boston for the American Society of Anesthesiologists meeting in October, then flew to Cleveland in November for a cardiovascular seminar at the Cleveland Clinic. He landed in Cleveland after sunset at their lakefront airport, which was beautiful from the air, and was also impressed with the Cleveland Clinic and its beautiful campus. For the holidays, he is spending a week in Florida with his family, visiting Disneyland and enjoying the beautiful weather.



(From Left to Right) Mike Biasiello, John Hagopian, Alice Boghosian, Chuck DiFranco, Kim DiFranco, Phil Fijal, Jan Fijal, Gail Biasiello, Paula Duszynski, Rosemary Imburgia, and Lou Imburgia.

Congratulations to **Bryan Eslinger** on his marriage to Emily this past July. The happy couple enjoyed a relaxing honeymoon in Tahiti shortly afterwards.

South Suburban Branch

by William Earley, DDS

Booth Orthodontics is thankful to have Ryan Booth join the practice in April, and to complete the remodeling of our treatment areas to accommodate a two-doctor practice.

Kevin Patterson and his staff treated 16 veterans for free in honor of Veterans Day. The event was sponsored by ISDS and was the brainchild of **Loren Feldner** and **Brad Barnes**. Shout out to Accudent Dental Lab of Lansing, IL for donating the lab work on a complete upper and lower set of dentures. They went to a veteran who had lost more than 30 pounds after his dentures were destroyed by his granddaughter's dog.

William Earley and his staff were also pleased to provide free treatment for veterans as part of the ISDS Illinois Dentists Salute Veterans project. "It was an honor and a privilege to be able to help the brave men and women who have served our country," he said. "We met some really wonderful people."

Thank you to the following dentists who participated in the program:

William Earley, Richard Mantoan, Richard Holba, Theodore Brasky, Bernard Murray, Loren Feldner, Ronald Waryjas, Kevin Patterson, Todd Cubbon, Ilene Noetzel, Joseph Noetzel, Michael Fagan,

Michael Hoffman, Phil Schefke, Cary Goldberg, Charles Greenebaum, Peter Richardson, Garnet Patterson, Peggy Richardson, John Fredricksen, William Sensenbrenner, and Omar Yeung.

A huge thank you goes to Loren and Brad for creating the program. It was a rewarding experience for all who participated and a way to help some very deserving people.

Ronald Waryjas was inducted into the International College of Dentists at the Convocation Ceremony prior to the 2017 ADA meeting in Atlanta. He was installed as the CDS South Suburban Branch Director at a ceremony at the Palmer House Hotel in Chicago on Nov. 12.



Dr. Kevin Patterson and Frank Waters.

West Side Branch

by Richard Kohn, DDS

The CDS Officer Installation Gala was held at the Palmer House Hotel on Sunday Nov. 12. Our outgoing West Side Branch Director, **Michelle Jennings** was honored for her three years of service, and incoming Branch Director **Brian Caraba** was sworn in for his three-year commitment. **Larry Williams** was also acknowledged as our retiring branch president.

There were several Golden Jubilarian members (50 years in dentistry) honored from our branch including **Fred Orendach** and **Ed Walsh**.

As a special honor and a total surprise, the West Side Branch won the first ever "Branch Membership Retention Award" trophy. Every year the trophy will be awarded to the branch that retains and enlists the most new members. The West Side Branch is the first recipient of this award and we hope to keep the trophy for years to come. We have a great group of people and it is truly an honor and something we can all be proud of. **Jim Bryniarski** and his brother visited his nephew in Rotterdam

in November. Besides the Netherlands, they visited Belgium, Germany and Luxembourg. The weather, food, sites and people were all wonderful.

Gary Alder was among the dentists who participated in the first graduating class to take and pass the course that qualifies them to administer the flu



Michelle Jennings and Brian Caraba.

vaccine in Illinois. West Side Branch members instrumental in working to get the legislation passed and the subsequent educational program organized included **Ron Riggins, Brandon Maddox, Sue Bordenave-Bishop, Seymour Wachtenheim, Denise Hale** and **Gary Alder**. A special thanks to the University of Illinois College of Dentistry for hosting the course.

West Suburban Branch

by Matt Drescher, DDS

Bruce Wisner of Central DuPage Orthodontics passed away on Dec. 11, 2017. Services were held on Wednesday and memorials can be sent to Wounded Warriors.

Marjorie Miller of Western Springs sold her practice to Rene Tanquilut in November and will be cutting back her hours after 35 years of practice.



DIGITAL DENTISTRY:

From Application to Integration

Clinical workflows from design to delivery

Complex reconstruction & restoration

Breakout sessions for new, experienced & advanced users

FEB. 20-21, 2018 | CHICAGO

During the Midwinter Meeting of the Chicago Dental Society

REGISTER AT PROSTHODONTICS.ORG



AMERICAN COLLEGE OF
PROSTHODONTISTS
Your smile. Our specialty.

new members

CDS welcomes you

Arango, Alejandro

International Dental School, 1997
3450 Lacey Rd. Downers Grove
West Suburban Branch

Arora, Nitika

University of Illinois, 2017
321 S. Sangamon. Chicago
West Side Branch

Girgis, Peter P.

Southern Illinois University, 2016
4707 Willow Springs Rd. LaGrange
Englewood Branch

Ibrahim, Manal

University of Pennsylvania, 2017
1443 Lee St. Des Plaines
Northwest Side Branch

Katakamsetti, Harini

New York University, 2016
825 E. Rollins Rd. Round Lake Beach
North Suburban Branch

Khan, Sheba S.

New York University, 2015
6560 W. Fullerton Ave. Chicago
West Side Branch

Luan, Kevin W.

King's College London, 2014
801 S. Paulina St. Chicago
West Side Branch

Marinescu, Claudia S.

University of Pennsylvania, 2014
5148 W. Carmen Ave. Chicago
Northwest Side Branch

Murphy, M. Timothy

Midwestern University Arizona, 2013
500 Davis St. Evanston
North Side Branch

Patel, Rutu

Boston University, 2017
1503 Revere Cir. Schaumburg
Northwest Suburban Branch

Paulo, Valerie F.

Missouri Dental College, 2017
939 W. North Ave. Chicago
Northwest Side Branch

Pennino, Connor A.

University of Iowa, 2017
203 W. Northwest Hwy. Barrington
Northwest Suburban Branch

Robles Gonzalez, Kenny A.

University of Southern California, 2017
3514 N. Lincoln Ave. Chicago
North Side Branch

Sultan, Delsaz

Boston University, 2013
1900 E. Golf Rd. Schaumburg
Northwest Suburban Branch

Tangney, Kyle

University of Michigan, 2015
2715 Kansas St. Great Lakes
North Suburban Branch

Yu, Xiao Xi

University of the Pacific, 2017
2254 S. Cicero Ave. Cicero
West Side Branch

Deceased Members

Arnold, Robert A.

University of Illinois, 1947
10719 S. Washtenaw Ave. Chicago
Englewood Branch
Died November 10, 2010.

Burgner, C. Stephen

Loyola University, 1976
14 Briarcliff Prof. Ctr. Bourbonnais
Associate Member Branch
Died October 6.

Fedyna, Michael D.

University of Illinois, 1986
855 Willow Walk. Palatine
Northwest Suburban Branch
Died December 4.

Wisner, Bruce W.

Marquette University, 1966
725 N. West St. Wheaton
West Suburban Branch
Died December 11.



NATIONAL PRACTICE TRANSITIONSSM



Practice Appraisals & Sales



Pre-Transition Consulting



Associate Placement



Practice Protection Plan

- ♦ Free Practice Appraisal & Legal Drafts
- ♦ Structuring of Sale to Minimize Tax Liability
- ♦ 99% Sale Rate & 100% Success Rate
- ♦ Founded & Owned by Two Successful Attorneys
- ♦ Face-To-Face Consultations & Practice Showings
- ♦ No Up-Front Fees & Only Paid if Successful
- ♦ Maximize Patient & Staff Retention
- ♦ 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
WWW.NPTDENTAL.COM

REGISTER NOW

CHICAGO DENTAL SOCIETY MIDWINTER MEETING
FEBRUARY 22 – 24, 2018



GREEN MEANS GO! REGISTER TODAY AT WWW.CDS.ORG

STAY CURRENT ON YOUR CE

THE 2018 MIDWINTER MEETING HAS ALL YOU NEED TO STAY UP-TO-DATE ON YOUR REQUIRED CE.

Join us in the world-class city of Chicago FEBRUARY 22 – 24, 2018, for the 153rd MIDWINTER MEETING. Learn from the leaders in dental education. Choose from more than 200 courses, including valuable hands-on learning activities, Live Patient Demonstrations, and a special all-day track on Dental Assisting. Then be sure to visit our Exhibit Hall, where more than 600 exhibiting companies will be here to show off their latest products and services.

We've made it easier to bring your whole office, too. With our 3=1 Free incentive, for every three paying registrants, you can register a fourth for free.

Take advantage of our special offer for Non-ADA Member Dentists. CDS members can register a non-ADA member dentist when they register themselves, and the non-ADA member dentist registration fee will be waived. Restrictions apply.

ARE YOU AN ADA MEMBER?

Join CDS as an Associate Member for only \$125 and register for the 2018 Midwinter Meeting for FREE. ONLINE REGISTRATION ENDS FEB. 16 AT WWW.CDS.ORG.



CHICAGO DENTAL SOCIETY

THE RESPECTED LEADER IN SCIENTIFIC DENTAL MEETINGSSM

classifieds

Place your ad online at CDS.org

DEADLINES

March/April.....February 15, 2018
 May/JuneApril 11, 2018
 July/August.....June 13, 2018
 September/OctoberAugust 3, 2018
 November.....September 14, 2018
 January/February.....December 10, 2019

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

O'HARE DENTAL/MEDICAL OFFICE: O'Hare area, 1,800 square feet available for rent. Highly accessible, high profile location by Rivers Casino. Three chairs, three more can be added. Call 847.910.0947.

DOWNTOWN DES PLAINES:

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

RIVER FOREST DENTAL SUITE:

Beautiful Prairie design decor, 1,716 square feet. Large open concept, four operatories. Handicapped accessible washroom. Offices, lab, kitchenette, private outdoor courtyard and parking lot. Email geraldine@dkacre.com of David King & Associates Inc.

BUILT OUT DENTAL OFFICES:

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

GRAYSLAKE DENTAL OFFICE:

Fully built out two-operatory office for rent, or buy the real estate and let the tenants pay your mortgage. Expandable up to six operatories. Call Jeff 847.274.0857.

DENTAL LAB SPACE FOR RENT:

Dental lab space for rent. 2,500 square feet. Includes work benches, compressors, centrifuge, and much more. Located in Oak Brook/Lombard. Call Picchetti Dental Care 630.627.7651.

SPACE SHARING

SPACE SHARING IN NORTHWEST SUBURBS:

New progressive office in Niles looking for multiple dental specialties to share space. New specialists or established specialty offices looking to expand their geographic foot prints. See office on Google 360 on Google maps Total Health Dental Center. Use arrow keys to navigate. 224.567.8278.

SPACE SHARING FOR SPECIALIST:

Beautiful orthodontic offices available one-to-two days/week. Multiple locations: Harwood Heights, Burbank, Rockford, DeKalb, Algonquin, Chicago. Digital Pan/Ceph, intraoral X-rays/scanners. Ideal for specialists. Call Yaroslav 847.691.9401. dr.y@orthodonticexperts.com.

FOR SALE BY OWNER

ORAL SURGERY PRACTICE: Excellent opportunity for oral and maxillofacial surgeon. Well-established, highly respected practice in western suburb near downtown and hospital. Fee-for-service and oral and maxillofacial surgeon willing to stay during transition. Reply to mjferrari39@sbcglobal.net.

FOR SALE: North Shore general dental practice in premium location. Long-established fee-for-service practice. First six months 2017 production was \$954,341. Contact by email at nshoreds@gmail.com.

PPO/FEE-FOR-SERVICE OFFICE FOR SALE WEST SUBURBS:

Three operatories expandable to four, PPO/fee-for-service. Digital X-rays, CBCT, \$850,000 in 2017, 45 minutes west of Chicago. Appraised at \$625,000. Seller will stay on two days a week to assist in transition. Email dentist12221986@gmail.com. Serious inquiries only.

PAN/CEPH:

For sale by owner. 2013 Progeny Vantage in excellent condition. Very lightly used. Unbelievable value at \$19,999. jobresponse5x@gmail.com.

TWO PRACTICES FOR SALE:

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

CLINIC FOR SALE:

15-year-old, two-operatory practice for immediate sale. Yearly grossing \$400,000 for a five-day week. Westside of Chicago. Owner relocating. Asking \$175,000 only.
ddschicago@hotmail.com. Call 331.205.9540.

BRIDGEVIEW PRACTICE FOR SALE:

Well-established, beautiful dental practice for sale in Bridgeview. Collections over \$350,000 on 3.5 days a week with lots of room for growth. If interested please email mydmdds@gmail.com or call 630.842.3705.

GENERAL PRACTICE NEAR ORLAND MALL:

Retiring dentist with 780 fee-for-service and some PPO patients collecting \$130,000 on two half-days per week. Refers out all endodontics, periodontics, pedodontics and surgery. Seller owns condo unit with five operatories located on ground level professional complex with full size lower level. Seller prefers to sell practice and condo as a package. Would also consider selling just patient base to merge into another location. Ideal merge if you need larger facility. Great starter opportunity or a perfect satellite to grow and expand. By owner and broker. Broker, Bill 630.242.5678.

GREAT PRACTICE FOR SALE: Dentist relocating out of state. Three operatories, three days per week. Grossing \$400,000. Price negotiable with property for sale/lease. Fee-for-service and PPO. Contact biggesttoothysmile@gmail.com.

OFFICE FOR SALE IN HYDE PARK:

I'm retiring and looking for someone to take over my practice. Three operatories, private office, washroom and lab with beautiful lake view. 310 patients. Contact rsquared37@aol.com.

FOR SALE BY BROKER

ADS MIDWEST:

Endorsed by Illinois State Dental Society. Contact Peter J. Ackerman, CPA, CVA at 312.240.9595 peter@adsmidwest.com or adsmidwest.com. Sellers needed. Never has the market been stronger. Never have values been higher. Call for a free consultation if you are considering a transition or sale.

SOUTH/SOUTHWEST SUBURB: Four ops with room to grow, \$660,000. Pending.

SOUTHWEST SUBURBS: \$650,000 great location with real estate available. This one won't last long.

ONE HOUR SOUTH OF CHICAGO: \$1 million collections, FFS, low overhead, low stress, high-tech, high profit. Free-standing building. Priced under 50 percent of collections.

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

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

WESTERN SUBURB/FOX RIVER VALLEY: \$900,000+. Pending.

WESTERN SUBURBS: Beautiful new build out and facility in a highly desirable near western suburb. \$620,000 in FFS collections. Sold.

WESTERN SUBURBS: \$700,000 in conservative FFS dentistry. Four digital ops with room for a fifth. Low overhead, strong hygiene, real estate available.

NORTHWESTERN SUBURBS: Three ops, mostly FFS. \$410,000 in collections. \$235,000+ net income.

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

NORTHSHORE: \$900,000+ FFS, Sold.

FAR NORTHWESTERN SUBURBS: \$900,000+. Sold.

FAR NORTHWESTERN SUBURBS: \$950,000+ four ops cone beam, great potential.

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

GREAT PRACTICE NEAR THE ILLINOIS BORDER:

General dentistry practice for sale, four treatment rooms, updated technology, dentist relocating out-of-state. Please contact John Wlodarek with MORR Dental Solutions at jvwlodarek@morrrds.com for more information.

CHICAGO — NORTHWEST SIDE: All fee-for-service practice with five operatories (13 potential), digital, 53 percent overhead on 2.5 days a week. \$400,000 collections. Recent remodel. Real estate available. tmcdermott@paragon.us.com 708.715.5880.

HUNTLEY: Turnkey, beautiful four-chair office for sale. Computerized with Eaglesoft, Schick, Sirona Galileos cone beam. Great start-up opportunity. Contact Jim Plescia, jplescia@e-ppc.com, 630.890.6074. Professional Practice Transitions. <http://www.e-ppc.com>.

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

QUAD CITIES: Two Practices - two newer, multiple-operatory offices at great locations (in close proximity to each other), fully staffed with annual gross revenue of \$700,000-plus each! Perfect for absentee owner. #IL119 and #IA101

NORTH SUBURBS: Two-three op practice with modern digital equipment and technology. Great location, center of town in office/medical building. Good starter or second office with opportunity for growth. #IL130

NORTH/NORTHWEST SUBURB OF CHICAGO: Excellent location on major four-lane highway and across from large elementary and middle schools! Doctor retiring from this long established three-operatory practice producing about \$300,000 annually in growing town. #IL128

the law office of
Todd L. Erdman, P.C.

Providing services to Dentists including:

- Leases and Commercial Condos
- Startups including Incorporation
- Purchase and Sale of Practices

www.erdmanpc.com • ph 847.945.3810 • email todd@erdmanpc.com

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

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

WEST SUBURBS OF CHICAGO: Modern 4 ops on main 4 lane high traffic street in growth suburb. Condo also for sale. Growth opportunity as doctor works only 25 hours a week. #IL131

CHICAGO NORTHWEST: Three operatories. 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

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

SOUTH SUBURBS-CHICAGO: Perfect starter or second office on major four-lane street. Collecting \$234,000 on 10 a.m.-5 p.m. hours Monday - Thursday, room for growth. Nice office with Intra Oral Camera and digital X-ray. #IL127

CHICAGO NORTHWEST: Three operatories. 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

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

SOUTH SUBURBS-CHICAGO: Perfect starter or second office on major four-lane street. Collecting \$234,000 on 10 a.m.-5 p.m. hours Monday - Thursday, room for growth. Nice office with Intra Oral Camera and digital X-ray. #IL127

PROGRESSIVE MANAGEMENT:

Michael Erin, Bruce Lowy, and Robert K. Peterson, DMD

CHICAGO LOOP: GP, 9 ops, fully equipped. 100 percent fee-for-service. Collections: \$1.1 million.

HANOVER PARK: GP, 3 ops, fee-for-service/PPO. Collections: \$380,000.

NORTHERN SUBURBS: Endo, 2 ops, fully-equipped, 100 percent fee-for-service. Collections: \$366,000.

ARLINGTON HEIGHTS: \$1.9 million - Sold!

NAPERVILLE: \$1.1 million - Sold!

CHICAGO: \$750,000 - Sold!

PARK RIDGE: \$562,000 - Sold!

WONDER LAKE: \$550,000 - Sold!

NORTHWEST SUBURBS: \$520,000 - Sold!

NORTHERN INDIANA: \$500,000 - Sold!

CHICAGO DENTAL BROKER:

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

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

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

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

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

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

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

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

Orthodontic Practice: Call me for details!

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

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

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

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

WEST SUBURBAN: Two-op starter. Make offer!

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

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

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

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

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

NAPERVILLE: \$4.2 million - Pending Offer.

NAPERVILLE: \$1.3 million - Pending Offer.

EVANSTON: \$1.1 million - Pending Offer.

Progressive Management ("PM") maximizes the value of your professional practice through a complete and integrated suite of service offerings, including management consulting, transition, business brokerage, and advisory support. PM has been serving the Chicagoland dental profession since 1976.

Contact PM to learn more. info@pm-chicago.com, <http://pm-chicago.com>, 847.677.6000.

CHICAGO PRACTICE SALES:

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

ILLINOIS PRACTICES FOR SALE:

CALUMET CITY - NEW: Four ops in a standalone building available for purchase. Adjacent parking lot. \$850,000.

CAROL STREAM - NEW PRICE: Three newer ops in a strip center. Visible with signage. Turnkey and ready to grow.

CHICAGO - BRIGHTEN PARK: Seven ops in a standalone building available for purchase. Collections \$850,000. PPO and Medicaid accepted. Data pending.

CHICAGO - LOOP NEW: 2 ops in standalone building available for purchase. Collections \$850,000. PPO and MED accepted. Data pending.

CHICAGO MIDWAY – OWN YOUR OWN BUILDING: Four ops at street level. Busy area. Building available for purchase. 100 percent fee-for-service.

CHICAGO NORTHWEST – NEW: Three ops in a standalone building. Collections \$360,000. Busy foot traffic.

CICERO-BERWYN AREA – NEW: Data pending.

DEERFIELD – RECENTLY UPGRADED: Four fully equipped ops. Well-established, 100 percent fee-for-service office. Collections \$360,000.

DES PLAINES – NEWLY UPGRADED: Five ops in an upscale professional building. 100 percent fee-for-service office. \$300,000 collections.

DES PLAINES – NEW: Five ops in a busy retail center. Collections \$600,000. Beautiful new buildout. Must see.

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

GLENDALE HEIGHTS: Under contract.

HIGHLAND PARK – SOLD.

NAPERVILLE – SOLD.

NAPERVILLE – PRICE REDUCED: Two ops complete, expandable to four. High visibility strip center. No patients.

SOUTH ELGIN – BEAUTIFUL: Four ops fully equipped with Adec and two more plumbed. Collections \$600,000. Looks brand new.

WAUKEGAN – NEW: Three ops recently upgraded. Collections \$180k. Digital pan-ceph included. Priced to move.

WESTMONT – CLOSE TO EVERYTHING: Two ops in a strip center. Collections \$400,000.

WHEELING – BEAUTIFUL: Four ops expandable. Collections \$1 million.

MILWAUKEE, WI – SOLD.

POSITIONS WANTED

GENERAL DENTIST AVAILABLE

to place implants/ remove impacted 3rds at your office. Saturday ideal. Half-day per month. Place and/or restore. Hybrids cases, too. Impacted 3rds. Can bring implants plus materials. generaldentistdds@gmail.com.

KEEP IMPLANTS, SURGERIES AND SEDATION IN-OFFICE:

General dentist able to come to your office with all equipment needed to place implants, IV-sedation and extractions. \$1,000 implants or wisdoms. \$500 IV-sedation or extraction/bone-graft. dentalimplantsdds@gmail.com.

ENDODONTICS IN YOUR OFFICE:

An experienced general dentist with over 5,000 treated root canals will perform endodontics in your office. By keeping patients in your office you can more easily perform follow up treatments and increase your revenue stream. Dr. Baran's relaxed and calming demeanor will put your patients at ease. Contact Ron Baran DDS, MBA, MA www.drbaran.com, 847.962.3347, mesialbuccal@gmail.com.

OPPORTUNITIES

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

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

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 o part-time positions available. Very busy quality-oriented practice. Recent graduates welcome. 773.978.7801 (ask for Laura) or email personnel@familydentalcare.com. <http://www.familydentalcare.com>.

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

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

GREAT DENTISTS WANTED: 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.

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 Ruffedt at 715.225.9126 or cruffedt@midwest-dental.com.

DENTIST: North Side-based group practice 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.

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.

IMMEDIATE OPPORTUNITY FOR A PEDIATRIC DENTIST: Kids First Pediatric Dentistry is in search of a pediatric dentist to join our growing team as we expand into a second office location in Schaumburg. You would work in our already established and newly renovated office in Elgin; new graduates are welcome. As we approach our tenth year of business, we are excited to bring on a fourth pediatric dentist to our company that has a booming patient influx. We offer flexible hours and a competitive compensation. Please send your CV to info@kidsfirstpd.com. We look forward to meeting you.

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

GREAT DENTISTS NEEDED in south suburbs and Northwest Indiana. General dentists. Either for Illinois or Indiana. We have modern general family practices. Great guaranteed base salary plus percentage. fdentm@gmail.com.

PART-TIME DENTIST OPENING: Associate dentist position in Wood Dale. General dental office. One-to-two days per week. Pay based on collection. No HMO accepted. Two years experience. Please send CV to info@wooddaledentistry.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.

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

PEDIATRIC DENTIST SOUTHWEST SUBURBS: We are looking for a pediatric dental specialist for our new state-of-the-art pediatric and orthodontic office. We have an outstanding reputation with a truly dedicated staff. Practice independently with all necessary support provided. Competitive compensation package. dentalmanagement7118@gmail.com.

SCHOOL DENTIST NEEDED, EXAMS ONLY: School-based dental sealant program. \$1,000 per day. Dentist needed - exams only, three-four days per week for September to May in Champaign, Danville and Bloomington areas. Five-hour work day in schools. Guaranteed \$1,000 per day. No nights or weekends, day ends at 3 p.m. Please email résumé/CV to: drondoy@yahoo.com or fax to 708.226.0248.

PEDIATRIC DENTIST OR GP NEEDED IN PLAINFIELD: Part time with limitless future possibilities. PPO/fee-for-service pedodontics/orthodontics practice in premium location with latest equipment and beautiful decor. dentalposition33@yahoo.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.

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.

FULL-TIME ASSOCIATE OPPORTUNITY: Busy group general dental practice seeking full-time associate. Located in Morris, one hour southwest of Chicago. CEREC, Omnicam and digital X-ray in office. Immediate full schedule. Three to five days a week preferred. Times negotiable. Experience desired, but not required. Pay on production. CE coverage. Please send résumé to drbelldmd@hotmail.com or call 815.942.0182 with questions.

PART-TIME/FULL-TIME ASSOCIATE GENERAL DENTIST WANTED: Associate general dentist wanted for two-to-three days per week at a new northwest suburban practice. Office is newer, fully digital, and paperless with a well-trained and efficient staff. The office is PPO and fee-for-service only with a guaranteed daily minimum. We offer comprehensive treatment including endodontics, implants, and Invisalign — all treatment provided by general dentists. If you feel you can meet these qualifications and are ready to grow into your career, then please email your résumé to winterichj@gmail.com.

PERIODONTIST WANTED:

Established fee-for-service group practice located in the northwest suburbs is seeking a board certified periodontist to work as an independent contractor in our office two days a month. This is a great opportunity for the right candidate. We provide trained support staff in a fun and friendly professional environment. Please email résumé to info@plumgrovedental.com. Position can be filled immediately.

GENERAL DENTIST:

Alivio Medical Center is seeking a full-time (Monday-Friday) general dentist for its Federally Qualified Health Center in Berwyn/Chicago. Bilingual/Spanish preferred. Full benefits package offered. Sites approved by National Health Service Corps. hr@aliviomedicalcenter.org.

FULL-TIME OR PART-TIME GENERAL DENTIST:

Great income and sign-on bonus. Modern and busy dental practice actively seeking a motivated and quality-oriented associate dentist to join our well-established office in Northlake/Franklin Park area (close to O'Hare). Great environment and compensation. Email dentalpractice17@gmail.com.

GENERAL DENTIST: Established practice in the northwest suburbs seeking general dentist to join our team. Experience in practice is preferred, but new graduates welcome. Interested individuals please email ggdent17@gmail.com.

DENTIST WANTED: Western suburbs:

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

100 PERCENT FEE-FOR-SERVICE ASSOCIATE DENTIST NEEDED:

Looking for an outgoing general dentist to help out a very busy fee-for-service practice. Currently have an orthodontist and pedodontist working in office as well. Brand new facility with lots of great tech. Check us out at www.bauersmiles.com. Email a CV/résumé and short paragraph of why you think you would be a good fit!

GENERAL DENTIST WANTED — BUSY HIGH-TECH OFFICE:

Busy modern practice in Arlington Heights looking for part-time general dentist. Utilize the latest technology from cone beam to CAD/CAM. The practice is growing at a furious pace and there is lots of future growth potential. mx172@me.com.

ENDODONTIST NEEDED ONE DAY PER WEEK: PPO practice in Morton Grove. Microscope and other endodontics equipment in place. Trained staff. Please email résumé to dentaloffice175@gmail.com. Needs to be filled ASAP.

ORTHODONTIST FOR A BUSY PRACTICE IN NORTHWEST SUBURBS:

Well-established general dentistry office looking for an orthodontist two-to-three days a month in our multi-location practice in the northwest suburbs. Please contact us at dentrix90@gmail.com.

FULL-TIME ORTHODONTIST: Full-time orthodontist opportunity, well-established affiliated practice in Chicago, Joliet and Rockford four-to-five days per week. Please Send your résumé to rabeh0398@yahoo.com.

LOVE WHERE YOU WORK:

Part-time general dentist wanted. Shining Smiles in Franklin Park seeks a part-time associate. Modern office with great income potential and awesome work environment. Days needed are Monday, Thursday and Friday. Check us out. If interested please send résumé to milad312@gmail.com.

GENERAL DENTIST: Looking for a quality associate desiring ownership. Mostly fee-for-service, some PPO. West, southwest suburban locations. Flexible full-time hours. Unique opportunity for the right individual. Please respond to krab0892@gmail.com.

GENERAL DENTIST: Private state-of-the-art office located in the far west suburbs of Chicago needs general dentist. Excellent compensation includes daily guarantee, paid malpractice insurance, experienced and professional staff. Paid CE courses. Email résumé to dentistjobs12@gmail.com.

WANT TO EARN \$300,000-PLUS at a modern and well-managed office? Yes, it is possible to earn this much annually while doing quality work and seeing about 15 patients per day. Learn the secrets to increasing patient case acceptance, improving skills and managing a practice. This opportunity is not for those who want the bare minimum. Our doctors are constantly pushing themselves to improve quality and speed. Don't waste any more time letting your professional growth stagnate. Email your résumé ASAP to precision4317@gmail.com to receive sample cases/treatment, patient schedules, production numbers. www.precisiondentalchicago.com.

INDEPENDENT AND MOTIVATED GENERAL DENTIST DESIRED: Associate general dentist needed at least four days per week for newer/busy office in Waukegan, 60085. Office located in large/busy shopping plaza (Grandview Court) with Starbucks, Jewel-Osco and others just east of Route 41 close to Gurnee. Opened brand new in 2015. Projected gross production for 2017 over \$950,000 with just one dentist per day. Office is paperless and fully digital. Staff is efficient and well-trained. Compensation based on production with guaranteed minimum. All PPOs and Medicaid accepted. No HMOs. Please email résumé/CV to midwestfamilydental@yahoo.com. Thank you.

PART-TIME GENERAL DENTIST: We are seeking a part-time general dentist to work three days per week in our Wisconsin office (near Lake Geneva). Our well-trained and experienced staff has the practice administration and clinical skills to complement your commitment to excellence. Established and growing patient base, dedicated employees and proven practice administration for over 30 years. Email CV to dental2848@gmail.com.

GENERAL DENTIST:

We are seeking a full-time general dentist with two-to-three years experience and who is independent, motivated who believes in long-term doctor/patient relationship for our new, modern, state-of the art dental office located in Chicago. Please email résumé to archer@smiledentalcenters.com.

OPPORTUNITY FOR EXPERIENCED DENTIST:
We are a multi-specialty office in search for an experienced general dentist who is talented, ambitious, and collaborative, looking for a team-oriented environment with growth potential. Minimum two years experience required. Email your CV to dentaloffice4889@gmail.com. We look forward to hearing from you.

GENERAL DENTIST NEEDED IN CALUMET CITY/SOUTH CHICAGO HEIGHTS: Part-time and full-time general dentists needed. Locations are all-digital, state-of-the-art, established, privately owned, located in a busy shopping mall and next to a busy street. Need more patients? Want to have a stable income? Email your résumé to icyangdds@yahoo.com.

LOMBARD DENTAL OFFICE SEEKING 2-3 DAY-A-WEEK DENTAL ASSOCIATE: Dental office seeking new associate for growing practice. Flexible schedule. Buy-in available with future growth of new offices. 401(k). Compensation based on experience. PPO and fee-for-service only. We appreciate great dentistry. We strive to achieve the best experience for our patients. Please email résumé to fuel567@gmail.com.

GENERAL DENTIST:
Western suburbs, private practice looking for a full-time/part-time associate dentist. We are seeking a dentist who is independent, motivated, compassionate and who believes in a long term doctor-patient relationship. Modern five-chair office in a great location, great staff and great patients. This is a great opportunity for the right professional. New graduates welcome/encouraged to apply.dentist1296@gmail.com.

FULL-TIME/PART-TIME ASSOCIATE DENTIST, \$180,000 MINIMUM: Full- or part-time associate for well-established quality implant oriented practice. \$180,000 guaranteed minimum for full time. Friendly staff, high technology office with Trios scanners and carbon dioxide laser. Flexible hours and days, freedom to pick your schedule. Fee-for-service and two PPO plans. No HMO or Medicaid. Adec chairs and KAVO handpieces. This is not a corporate dental office, we have low turnover and seek a long-term associate. Associate responsible for general dentistry, anterior endodontics, extractions and basic implant restorations. Opportunity to learn more complex implant restoration and implant placement. Associate moving to Michigan leaving a schedule typically booked out three-four weeks in advance. Address 5447 N. Harlem. T9dental79@gmail.com.

GENERAL DENTIST: Private state-of-the-art office located in the northwest suburbs needs a dentist for Thursday, Friday and every other Saturday. Excellent compensation includes daily guarantee, paid malpractice insurance, along with experienced and professional staff. Email résumé to dentistjobs12@gmail.com.

JOLIET AREA:
Our exceptional, fast-growing, friendly dental practice is looking for a highly qualified dentist for our well-established location in Joliet. Excellent compensation and daily minimum guarantee and highly trained staff. Apply to contactusatdental2017@gmail.com.

PEDIATRIC DENTIST OR KID-FRIENDLY GENERAL DENTIST: Pediatric dental specialty office in Naperville. Pediatric office patiently looking for the right individual to join our new, state-of-the-art specialty office. Seeking a pediatric dentist, pediatric resident or kid-friendly general dentist whose primary attributes should include compassionate and sympathetic dental care. Patient care and office experience is of utmost priority. Must have experience. Our practice philosophy is conservative dentistry with a prevention focus. Compensation is 35 percent collection, PPO/fee-for-service office, no Medicaid, no HMO. Looking for two Saturdays a month with possibility to add days as schedule builds. Please email résumé to kidsdentalhire@gmail.com.

FULL-TIME/PART-TIME ASSOCIATE WANTED — GREAT OPPORTUNITY:
Great opportunity for the right professional. West Suburban office is looking for the right person to practice in our office. Five operatories, modern office, great staff quality oriented dentistry. This is not a corporate dental office. This is a great opportunity for the right person. New graduates welcome to apply. Send CV/résumé to sjbdds@earthlink.net.

GENERAL DENTIST NEEDED IN WHEATON: We are a large multi-office practice in the far west/southwest suburbs with a great reputation looking for an associate to work mainly out of our Wheaton office. If you love to do all phases of dentistry and have incredible interpersonal skills then you may be a great fit for our team. Must have at least three years of private practice experience and a GPR is a bonus. No HMO or Medicaid/Public Aid. Send résumé to doctorsws@gmail.com.

GENERAL DENTIST — SOUTH OF O'HARE AIRPORT:
Great compensation and sign-on bonus. Modern and busy dental practice seeking an associate for four-to-five days per week in Northlake/Bensenville area. Experience is preferred but not required. Sign-on bonus, great compensation, and amazing environment and support staff. Email dentalpractice17@gmail.com.

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

GENERAL DENTIST: Experienced dentist needed to run well-established practice with existing patients in southwest suburbs. Terms to be discussed. Call 630.418.9055.

LOOKING FOR GENERAL DENTIST: Dental office with periodontal specialist looking for experienced GD with good knowledge in implant restoration. PPO, fee-for-service, 35 percent collection. Riverwoods. Please, submit your résumé to holidisticdentistry@hotmail.com

GENERAL DENTIST NEEDED: Chicago north suburbs/Gurnee area. Seeking skilled, motivated and compassionate full-time associate general dentist for a well-established family practice with an outstanding reputation located in Chicago's north suburbs. PPO and fee-for-Service. 10 operatories, digital radiographs, CT/PAN, Cerec available. Email résumé/CV to themouthfixer@gmail.com.

GENERAL DENTIST NEEDED: Southern Wisconsin – full-time, experienced general dentist needed in Southern Wisconsin. Experience in all phases of general dentistry and able to lead a team in offering the highest quality care to our loyal patients. Practice in a beautiful space located near the Illinois/Wisconsin border. hr@elmhurstdental.com.

DENTIST NEEDED: General dentist needed part time in established fee-for-service and PPO practice in the south suburbs of Chicago. New graduates welcome. Interested individuals, please email biggesttoothysmile@gmail.com.

DENTAL ASSOCIATE: Full-time and part-time openings in our busy Aurora and Joliet locations. Practice all aspects of dentistry on a diverse population base. Flexibility on days/locations. Associates can earn upwards of \$300,000 per year. Email krishadental@gmail.com.

DEKALB/SYCAMORE ASSOCIATE DENTIST: Full-time to take over existing patient load for retiring dentist. Top end, 100 percent fee-for-service (no networks), private group practice. View our new, state-of-the-art, stand-alone facility at www.collinsdentalgroup.com. Email résumé to Jennifer at jbunn@collinsdentalgroup.com. 815.758.3666.

DENTAL ASSOCIATE: Busy north suburban family dental office, 40-45 minutes from the city, has immediate opening for a dental associate with some experience preferred. Flexible days with a great patient base and a good income potential along with a sign-up bonus and CE opportunities. Please contact dentalfortune@gmail.com.

DENTIST NEEDED: Our exceptional, fast-growing, friendly dental practice is looking for a highly qualified dentist for our well-established location in Joliet. Excellent compensation and daily minimum guarantee and highly trained staff. Apply to contactusdental2017@gmail.com.

ASSOCIATE DENTIST, DOOR COUNTY: Associate dentist opportunity with a private practice in beautiful northern Door County, WI. We have a growing practice and my partner is retiring. This is an excellent opportunity for an associate to step in and contribute immediately. We have a friendly staff and patient base. Much of our patient base consists of retirees that value dental care. timitishler@sbcglobal.net.

FULL-TIME ASSOCIATE OPPORTUNITY IN GREATER CHICAGOLAND: Great family practice in northwest suburbs looking for a compassionate, hard-working associate to join the team and care for our patients. Guaranteed base with potential for much more as well as a signing bonus to help offset school loans. This is a fantastic opportunity to take over a wonderful practice. In addition to a great salary, the position offers incentive bonuses, medical insurance, life insurance, long-term disability coverage, 401(k) plan and paid continuing education credits. If you are interested in learning more about this great position, please email inquiry and résumé to 1699dental@gmail.com.

SERVICES

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

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. Email pete@jrossiandassociates.com.

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.

IT SUPPORT FOR YOUR DENTAL OFFICE: On site and remote services as cloud backup, network wiring, remote access, server maintenance, virus removal. Dentrix, Dexis, ACTEON SoPro, EZdental. www.northshorepcservice.com. 773.319.5620.

PROGRESSIVE MANAGEMENT: Michael Erin, Bruce Lowy and Robert K. Peterson, DMD Progressive Management ("PM") maximizes the value of your professional practice through a complete and integrated suite of service offerings, including management consulting, transition, business brokerage, and advisory support. PM has been serving the Chicagoland dental profession since 1976. Contact PM to learn more. info@pm-chicago.com, <http://pm-chicago.com>, 847.677.6000.

MISCELLANEOUS

ORDER SCHOOL EXCUSAL FORMS for your student-age patients. CDS sells packages of 250 blue forms at a cost of \$15.95 per package (includes shipping). Order online with American Express, Mastercard or Visa at www.cds.org.

The Amalgam Collector™
best buy amalgam separators

Proud to be endorsed by your
Illinois State Dental Society



- Efficient - 99.96% removal
- Economical – one time only purchase
- Versatile – size and model options
- ISO certified
- Manual or Auto Siphon Valve

No replacement filters, canisters, or cartridges ever needed.

Save \$100+ now,
Save \$1000's in the future

It's never too late to start saving money. Visit us even if you have another separator. Celebrating 20 years of dentist-to-dentist service.

R & D Services, Inc. 800-816-4995
TheAmalgamCollector.com



Expert Consultations.
Drawings for iPad & other prizes. Mtg. Special – Save \$100+

Booth #1815

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
Find us in booths 1714 & 1715



Dental Start - Ups

Post- Transition Consulting
Practice Management
Marketing Consulting
Dental Due Diligence

For General Dentists and Dental Specialists

Visit Us in Booth 1714 and 1715

Learn About Our Programs
www.CuttingEdgePractice.com

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

See Our Dental Design Portfolio at
www.MidwestDentalSolutions.com

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 professional, S-corporations and LLC's; Employment and independent contractor contracts; Assistance with obtaining financing for purchase of practices, equipment and real estate, working capital, line of credit and SBA loans. Contact Rich for a confidential consultation. rcrane@r-cranelaw.com, <http://www.r-cranelaw.com>, 847.279.8521.

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



DENTAL AUXILIARY PLACEMENT SERVICE, INC.

Providing staffing solutions for permanent or temporary needs for Dental Practices

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

847.696.1988
info@daps-inc.com

General Anesthesia and Sedation in Your Office
 by an Accredited Anesthesia Provider.
 Accredited by the Accreditation Association
 for Ambulatory Health Care (AAAHC)
 For Pediatric, Special Needs and Adult Patients.
 Dr. Zak Messieha a Nationally recognized Dentist
 Anesthesiologist assisted by experienced nurses.
 Adhering to nationally set standards for safety
 and quality improvement.
 PALS/ACLS Certified instructor by the American
 Heart Association.

Contact us for information
www.officeanesthesiology.com
info@officeanesthesiology.com
drzak@officeanesthesiology.com
 630-620-9199

Imagine Comfort



Dr. Zak Messieha
 Board Certified Dentist Anesthesiologist



Office

Anesthesiology
& Dental
Consultants, PC

Accredited by the



2017 Index of Articles & Authors



The CDS Review was published seven times in 2017: January/February (1), March/April (2), May/June (3), July/August (4), September/October (5), November (6) and December (7). **KEY:** 4/32 = article published in the July/August issue on page 32

A

ACCESS TO CARE

ADA addresses dental disease, access with community dental health coordinators. Grover, J. 3/6
 Bipartisan House bill could be beacon on access to care. Sisk, S. 4/22
 CDS aids Sen. Martinez back-to-school health fair. 5/24
 CDS members partake in health fair. 5/26
 CDSF awards grants to 11 applicants; recognizes efforts of dentists with Wrigley grants. Durbin, M. 5/20
 CDSF holds back-to-school event. 5/28
 Getting a healthy start. 7/22
 Many CDS members go above, beyond for access to care. DeRosier, J. 3/14
 Our conversation with Phillip Fijal, 2017 CDS President. Lamacki, W. 1/8
 Program taps heartfelt impulse to help, serve. Sisk, S. 4/14
 Sahar Alrayyes goes a long distance to bring care to special needs children. DeRosier, J. 2/38
 Student bodies. DeRosier, J. 2/36
 Vote on dental health bill expected in House. 5/1
 When does optimism become hubris? Lamacki, W. 5/52

AMALGAM

EPA to require dentists to use amalgam separators. 1/1

AMERICAN DENTAL ASSOCIATION

8th District HOD resolution could be a game changer. 7/14
 ADA addresses dental disease, access with community dental health coordinators. Grover, J. 3/6
 Bipartisan House bill could be beacon on access to care. Sisk, S. 4/22
 ADA House approves commission on recognition of dental specialties. 7/15
 ADA marketing program to drive patients to members' chairs receives funding for 2018 from HOD. 7/15
 Vote on dental health bill expected in House. 5/1

B

BRANCH NEWS

1/46, 3/28, 5/32, 7/32

C

CDS FOUNDATION

152nd Midwinter Meeting puts focus on leadership. DeRosier, J. and Schafer, R. 2/10
 Be a leader in philanthropy. Durbin, M. 1/34
 CDSF awards grants to 11 applicants; recognizes efforts of dentists with Wrigley grants. Durbin, M. 5/20
 CDSF holds back-to-school event. 5/28
 Wine and Roses. 7/30

CHICAGO DENTAL SOCIETY

2017-19 Branch Directors
 2017 CDS officers. 1/22
 Election of CDS officers to be held at the Nov. 8 Regional Meeting. 3/1
 Election of CDS officers to be held at the Nov. 8 Regional Meeting. 4/1
 Election of CDS officers to be held at the Nov. 8 Regional Meeting. 5/1
 Installation address. Fijal, P. 1/14
 Labor's Love Lost. Lamacki, W. 4/48
 New officers and directors take the lead. Conkis, W. 1/20
 Our conversation with Phillip Fijal, 2017 CDS President. Lamacki, W. 1/8
 Spooky Zoo 2017 Recap. 7/24

CLASSIFIEDS

1/58, 2/44, 3/40, 4/36, 5/40, 6/131, 7/40

D

DECEASED MEMBERS

2/40, 3/37, 4/37, 5/39, 7/39
 Unger, Robert. 7/39

DENTAL STAFF

ADA addresses dental disease, access with community dental health coordinators. Grover, J. 3/6

Getting assistance. Green, J. 2/32
 Program taps heartfelt impulse to help, serve. Sisk, S. 4/14
 Resolution 7 addresses expanded functions of dental assistants. Mousel, B. 2/6

DENTAL STUDENTS

Journey for women dentists progresses but not complete. DeRosier, J. 5/8
 The new faces of dentistry. 3/22

DENTAL THERAPISTS

Dental therapists clarification. Fijal, P. 2/7
 Our conversation with Phillip Fijal, 2017 CDS President. Lamacki, W. 1/8

E

ENVIRONMENTAL PROTECTION AGENCY

EPA to require dentists to use amalgam separators. 1/1

F

FINAL IMPRESSIONS

Confronting difficult choices. Lamacki, W. 2/60
 County soda tax a courageous decision. Lamacki, W. 1/72
 Labor's Love Lost. Lamacki, W. 4/48
 Quo vadis. Lamacki, W. 3/56
 U-BOB. Lamacki, W. 7/52
 When does optimism become hubris? Lamacki, W. 5/52

FROM THE GROUND UP

Be a leader in philanthropy. Durbin, M. 1/34
 CDSF awards grants to 11 applicants; recognizes efforts of dentists with Wrigley grants. Durbin, M. 5/20
 'I am struck by the compassion and commitment I have seen from the dental profession'. Durbin, M. 7/12
 Lead by example, leave a legacy. Durbin, M. 2/34
 Many find volunteering adds to retirement. Durbin, M. 4/20
 We can't do it alone. Durbin, M. 3/20

I

ILLINOIS STATE DENTAL SOCIETY

Resolution 7 addresses expanded functions of dental assistants. Mousel, B. 2/6
 Student bodies. DeRosier, J. 2/36

INSURANCE

Confronting difficult choices. Lamacki, W. 2/60
 Illinois dentists fall victim to lack of state budget. Sisk, S. 3/7
 Medicare Part D enforcement postponed until 2019. 1/1
 When does optimism become hubris? Lamacki, W. 5/52

IT'S THE LAW

A New Year's quiz. Green, J. 1/32
 Did you pay attention to my columns this year? Green, J. 7/28
 Ethical considerations when commenting on previous dental treatment. Green, J. 5/18
 Getting assistance. Green, J. 2/32
 How to handle a negative review on social media. Green, J. 3/18
 You, your team need to know legal ramifications of request for records. Green, J. 4/18

M

MARKETING

ADA marketing program to drive patients to members' chairs receives funding for 2018 from HOD. 7/15
 Right marketing strategy will attract new patients. DeRosier, J. 3/11

MEDICARE

Medicare Part D enforcement postponed until 2019. 1/1

MEETING PLACE

1/40, 2/42, 3/38, 4/1, 5/18, 6/127, 7/29

MIDWINTER MEETING

152nd Midwinter Meeting preview. DeRosier, J. 1/26
 152nd Midwinter Meeting puts focus on leadership. DeRosier, J. and Schafer, R. 2/10
 Be a leader in philanthropy. Durbin, M. 1/34
 Our conversation with Phillip Fijal, 2017 CDS President. Lamacki, W. 1/8
 President's welcome. Imburgia, L. 6/1

MINUTES

3/1, 7/1

N

NEW MEMBERS

1/36, 2/40, 3/37, 4/37, 5/39, 7/39

O

OPIATES

No quick solution to opiate crisis. DeRosier, J. 4/11

P

PRACTICE SMARTS

How to hire your dental team. Brown, J. 3/16
 Protect yourself from workplace violence. Brown, J. 1/30
 Tips to enhance your chairside teaching. Brown, J. 7/16
 What makes your boss a good leader? Brown, J. 2/30

Your office environment can keep or chase patients away. Brown, J. 4/16
 Your office isn't that lovable junk drawer at home. Brown, J. 5/16
 Where can I turn to for career advice? Brown, J. 4/22

PRACTICE TRANSITIONS

Practice transitions (Part I). DeRosier, J. 5/10
 What's next? (Part II). DeRosier, J. 7/10

PRESIDENT PROFILE

Barsa, George, 5/37
 Brzozowski-Sawicki, Paulina, 7/37
 Constantine, Ted, 7/34
 Fayz, Bitu, 5/33
 Moormann, Andrew, 7/32
 Ries, Joshua, 1/47
 Ruiz, Edward, 1/52
 Ziols, Gordon, 1/51

PRESIDENT'S PERSPECTIVE

Leadership Challenge No. 1. Fijal, P. 1/6
 Leadership Challenge No. 2. Fijal, P. 2/8
 Leadership Challenge No. 3. Fijal, P. 3/8
 Leadership Challenge No. 4. Fijal, P. 4/8
 Leadership Challenge No. 5. Fijal, P. 5/6
 Leadership Challenge No. 6. Fijal, P. 7/6

S

SNAP SHOTS

CDS member finds his way on 500-mile pilgrimage. DeRosier, J. 5/30
 CDS members reach out to underserved in Panama. DeRosier, J. 4/24
 Giving back to the homeland. DeRosier, J. 7/26
 Keeping time with Anthony Maoloni. DeRosier, J. 3/24
 Larry Williams finds another purpose. DeRosier, J. 1/38
 Sahar Alrayyes goes a long distance to bring care to special needs children. DeRosier, J. 2/38

SPECIAL OLYMPICS SPECIAL SMILES

Special Olympics Special Smiles. 3/26
 Special Olympics Special Smiles needs your help. 2/1

T

TAXES

County soda tax a courageous decision. Lamacki, W. 1/72

V

VETERANS

CDS, ISDS dentists team up to care for Illinois veterans on Nov. 11. 3/1
 CDS, ISDS dentists team up to care for Illinois veterans on Nov. 11. 4/1
 Dentists give back by helping veterans who served country. Brown, J. 7/13
 'It's just the right thing to do' for vets. Brown, J. 5/14

VOLUNTEERISM

Be a leader in philanthropy. Durbin, M. 1/34
 CDS aids Sen. Martinez back-to-school health fair. 5/24
 CDS members partake in health fair. 5/26
 CDS members reach out to underserved in Panama. DeRosier, J. 4/24

CDSF awards grants to 11 applicants; recognizes efforts of dentists with Wrigley grants. Durbin, M. 5/20

CDSF holds back-to-school event. 5/28
 Giving back to the homeland. DeRosier, J. 7/26
 'It's just the right thing to do' for vets. Brown, J. 5/14
 Leadership Challenge No. 2. Fijal, P. 2/8
 Many find volunteering adds to retirement. Durbin, M. 4/20
 Our conversation with Phillip Fijal, 2017 CDS President. Lamacki, W. 1/8
 Sahar Alrayyes goes a long distance to bring care to special needs children. DeRosier, J. 2/38
 We can't do it alone. Durbin, M. 3/20

VOX POP

2/6, 3/6, 4/6

W

WELLNESS

Chicago takes smokeless tobacco out of the park. Sisk, S. 4/14

X

X-RAYS

Dispelling five dento-legal myths. Green, J. 4/24
 Opinion overlooks profit motive for taking X-rays. Singel, R. 2/6
 Wrong solution proposed for our X-ray conundrum. Kiriluk, H. 1/6

INDEX OF AUTHORS

Brown, J. 1/30, 2/30, 3/16, 4/16, 5/14, 5/16, 7/13, 7/16
 Conkis, W. 1/20,
 DeRosier, J. 1/26, 1/38, 2/10, 2/36, 2/38, 3/11, 3/14, 3/24, 4/11, 4/24, 5/9, 5/30, 7/8, 7/26
 Deek, S. 1/51, 3/32, 5/36, 7/34
 DiFranco, P. 1/50, 3/31
 Drescher, M. 1/55, 3/36, 5/38, 7/36
 Durbin, M. 1/34, 2/34, 3/20, 4/20, 5/20, 7/12
 Earely, W. 5/36, 7/36
 Fijal, P. 1/6, 1/14, 2/7, 2/8, 3/8, 4/8, 5/6, 7/6
 Goldberg, D. 5/35, 7/34
 Green, J. 1/32, 2/32, 3/18, 4/18, 5/18, 7/28
 Grover, J. 3/6
 Hale, D. 1/46, 3/28, 5/32, 7/32
 Imburgia, L. 6/1
 Kasinski, K. 1/49, 3/30
 Kauffman, A. 1/48, 3/29
 Kohn, R. 1/54, 3/35, 5/37, 7/36
 Lamacki, W. 1/8, 1/72, 2/60, 3/56, 4/48, 5/52, 7/52
 Liss, S. 5/35, 7/34
 Mousel, B. 2/6
 Patterson, K. 4/6
 Santucci, M. 1/55, 3/35
 Schafer, R. 2/10
 Simon, B. 5/34, 7/33
 Sisk, S. 3/7, 4/14, 4/22
 Stanford, W. 1/53, 3/35
 Thompson, S. 1/47, 3/29, 5/33, 7/33



FINAL IMPRESSIONS by Walter Lamacki, DDS

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



Jack Be Nimble? Jack better be more than nimble

IT'S CERTAINLY NO SECRET THAT ORGANIZED DENTISTRY FACES MANY CHALLENGES. YOUNG DENTISTS DO NOT AUTOMATICALLY JOIN THE American Dental Association, the Illinois State Dental Society and the Chicago Dental Society as they did in past decades.

After all, it's a competitive marketplace.

According to a 2015 ADA survey, 16.7 percent of America's dentists are employees; 8.3 percent are affiliated with dental service organizations (DSO). DSO numbers are growing as they lure members with a steady paycheck, paid health insurance, paid vacations and no-cost continuing education.

Hard evidence is scarce, but estimates suggest that only 30 percent of the employee dentists tend to be part of organized dentistry. Yet all the employee dentists – including those that pay no dues – benefit from the legislative advocacy and scientific research done by organized dentistry.

And the challenge posed by DSOs and corporations to ADA, ISDS and CDS will not be diminishing, but probably growing.

Last month, CVS, the second largest drugstore chain in the United States, dropped a bombshell by announcing its intention to merge with Aetna, the third largest health care insurer. If the Federal Trade Commission approves the new venture, consumers/patients will have one-stop shopping for their health care needs.

CVS already manages 1,100 medical clinics; I'm fairly certain dentistry will be in their future.

Make no mistake, a CVS/Aetna dental group will be a formidable adversary, making recruiting and retaining members very challenging.

And there are other formidable challenges to organized dentistry.

An April 2016 report of the World Economic Forum estimates, "by 2018, 2.44 billion people will be using social networks, up from 970,000 in 2010."

According to the forum, social networks and media will be used in every aspect of our lives. More people own a mobile device than own a toothbrush. The population that uses Facebook outnumbers that of the largest country in the world.

The growth of this online behemoth of the modern world poses serious challenges to organized dentistry.

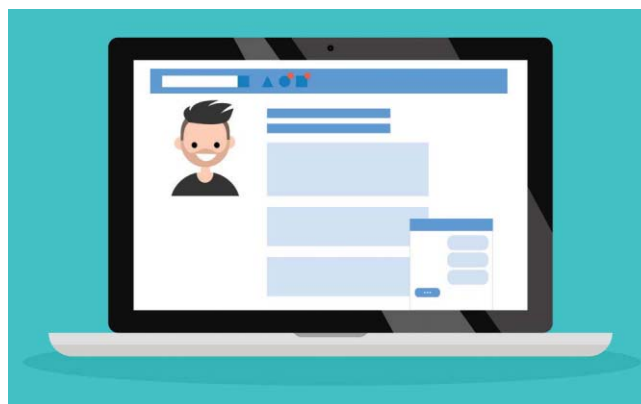
Will organized dentistry no longer be seen as the source for oral health information?

Our associations will need to be nimble and primed to take the initiative to attract and retain membership and must be prepared to fight for their place as the rational, unbiased source of oral health information and research.

Lastly, I view the 30 percent of non-members practicing in non-traditional practice settings as a great opportunity to open our arms and welcome them into the great fold of tripartite organized dentistry. They can make the ADA, CDS and ISDS more inclusive.

But like Amazon, Google and McDonald's, our association will have to know what our members want before they do.

A strong association benefits everyone. ■



large illustration by: neyra2008 / istockphoto.com
small illustration by: nadia_bormotova / istockphoto.com



Helping dentists succeed.™

**INTERESTED
IN SELLING?**

**CONTACT US TO DISCUSS
THE VALUE OF YOUR PRACTICE AND
HOW WE CAN HELP YOU TRANSITION**

**INTERESTED
IN BUYING?**

**WE HAVE LISTINGS! WE ASSIST DENTISTS
IN EVALUATING OPPORTUNITIES**

Now offering...
**PRACTICE
BROKERAGE**

Business Solutions for the Dental Community

As CPAs and operational consultants, we help our clients successfully manage their business operations and achieve their personal, professional and financial goals.

Accounting & Financial Reporting | Tax Planning & Return Preparation
Practice Brokerage | Retirement Plan Administration | Marketing & Advertising
Management Advisory | Continuing Education | Practice Valuation



**Professional Practice
Consultants, Inc.**

866-772-1751

FOR MORE INFORMATION CONTACT
Jean Adamiec » jadamiec@e-ppc.com

Institute of
Dental CPA's

Academy
of General
Dentistry

www.e-ppc.com

National Society
of Certified Healthcare
Business Consultants

Illinois
CPA Society

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

