

JULY/AUGUST 2012

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REVIEW

Continuing Excellence in Dentistry



Are you prepared for retirement?

TREATING PATIENTS WITH SPECIAL NEEDS

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IS THE ADA HOUSE TOO BIG TO FAIL?

AN



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Browse all the CE opportunities on our website at <http://on.cds.org/continuingeducation>.

If you attended the Midwinter Meeting this year and still need to download your CE certificates, you can do so for free through Dec. 31. You will need to pay to download the certificates for any previous Midwinter Meetings. Request your certificates online at <http://on.cds.org/requestCE>.



**YOUR
Dues
AT WORK**

CDS officers' election to be held November 7

The 2013 CDS Election of Officers will be held Wednesday, Nov. 7, during the Regional Meeting at Drury Lane, 100 Drury Lane, Oakbrook Terrace.

THE 2013 CDS OFFICER NOMINEES

- President: David Fulton Jr.
- President-elect: Richard Holba
- Secretary: Susan Becker Doroshov
- Vice President: George Zehak
- Treasurer: Phillip Fijal

The Installation of Officers will take place Sunday, Nov. 11, at the Hotel InterContinental, 505 N. Michigan Ave., Chicago.

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

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VOX POP

comments from our readers

CDS Foundation is growing quickly

As the chair of the Communications Committee of the Chicago Dental Society Foundation, I would like to take this opportunity to thank the staff writers of the *CDS Review* for so wonderfully covering the news of our Foundation.

As a fairly new charitable entity, our Foundation is ever so quickly growing and widening our scope in the areas of access to care and dental education; it is with the *CDS Review's* comprehensive coverage of our goals, fundraising events, grants and donations, and our new affiliation with a working clinic that our members have learned what the Chicago Dental Society Foundation is all about and why supporting this worthy cause is so important.

—James Robinson, DDS
Chair, Communications Committee
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**Write to us**

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The *CDS Review* encourages readers to offer comments regarding topics of concern to the dental profession.

To be considered for publication, comments must be 200 words or fewer. The *CDS Review* reserves the right to edit or reject any letter submitted.

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PRESIDENT'S PERSPECTIVE

by John Gerding, DDS

Write to Dr. Gerding at jgerdingdds@msn.com.

'It may be a hole to you, but it's a socket to me'

Back in my dental school days, in fact way back in my dental school days, it was customary at the end of the year for the senior class at the Loyola University School of Dentistry to put on a play lampooning the faculty and the school. This was enthusiastically embraced by all of the students, for it allowed some sort of "payback" for what we often deemed as harassment during our four years of study.

It happened that this was also the time of the very popular television comedy show *Rowan & Martin's Laugh-In*, with hosts Dan Rowan and Dick Martin and a cast of regulars that included Arte Johnson, Goldie Hawn, Ruth Buzzi and Jo Anne Worley. Following the lead of the show, one senior donned a very Einstein-like wig and attire to portray the eminent bygone oral anatomy professor from Loyola, Dr. Harry Sicher. Harry's line to his student, "It may be a hole to you, but it's a socket to me," brought the inevitable sucker punch to the chin of the "actor" and put him on the floor, just like every week on *Laugh-In* when a cast member would utter the fateful words "sock it to me."

So what's the point?

The point is that professionalism in dentistry may be hitting the floor, too. Back when *Laugh-In* was ruling the airwaves, the profession of dentistry was also riding high, at least in the area of respect among professions and occupations. We were then ranked first or second, whereas now we find ourselves considerably lower in trust and esteem in the eyes of the public.

What happened?

Professionalism is defined in the dictionary as the qualities or typical features of a profession, especially competence, skill and trust. The word embodies the characteristics inherent in a true professional that might lead to what one often thinks of as "professional conduct." When hearing the term "professional," we think of such terms as experienced, qualified, licensed, official, expert, masterful, polished, thorough, authoritative and businesslike. It would seem that we qualify as professionals from that list, but why then are we losing the respect of public opinion? It is certainly not our educational training, which has actually become lengthier over the past decades. Could it be our



© Getty Images

Sammy Davis Jr., Dan Rowan, Dick Martin and Judy Carne pictured in *Rowan & Martin's Laugh-In*, the popular sketch comedy show that ran on NBC from 1967-1973.

honesty? It is probably not a coincidence that there is suddenly a renewed interest in ethics as part of the dental curriculum.

There are undoubtedly numerous factors contributing to our decline in ranking, not the least of which is the explosion of advertising in the dental field. At one time we were almost prohibited by our dental ethics from anything more than the listing of name and phone number in the telephone directories, and we had actual height and size limitations for the signs above our office doors. Now it would seem that anything goes. No wonder the public has doubts after encountering full-page color ads or mailers claiming superiority, radio promises of "teeth in a day," discount coupons and other come-ons to get a prospective patient in the door. We're beginning to come across like so many other businesses whose only concern is the bottom line, the profit.

Does it mean that we have to go back to the days of white

coats and ties instead of the more practical and comfortable scrubs when we treat our patients? Give up the use of credit cards and financing options that are so necessary today? Stop the expanded use of auxiliaries and practicing under “General Supervision?” Hardly! What we must do is bring back the aura of care and professionalism that dominated our offices not that long ago.

It all starts with that first contact with our office: the initial telephone call. The receptionist, our representative to the new prospective patient, needs to be professional, yet with a caring voice and willingness to listen. The patient’s first visit to our office is equally important and must be impressive. We should be on time, have all of the professionally appearing paperwork ready, and be operating out of a clean, neat facility. Our attire, like our decorating, should likewise be updated and fresh. Stains on the carpet, old wallpaper, or a worn set of scrubs don’t exactly inspire confidence. We need to first address the patient’s primary reason for being there, and then worry about the possibility of a comprehensive treatment plan — not the other way around. We must give the patient treatment options for their problems, including the possibility of no treatment at all, and the costs therein. The visit should end with a businesslike handling of the financial aspects of the treatment that day, and an end-of-the-day follow-up call from the doctor. This, especially in the case of more involved or difficult treatment, is always welcomed by the patient. It is these extra touches that go a long way toward showing that caring attitude that often leads to a second appointment and the referral to friends and relatives, the best kind of internal marketing.

We must avoid going down the path of our medical colleagues, a path that the insurance industry is trying so hard to force us down. With new graduates so heavily in debt from their schooling, it is very tempting for them to join one of the many dental insurance HMO or PPO plans or become a part of the rapidly growing corporately run dental groups. With every new dentist that chooses one of those options, however, comes further erosion of our self-preservation efforts, self-efficacy and our ability to improve or even maintain our professional stature with the public we serve. ■

With new graduates so heavily in debt from their schooling, it is very tempting for them to join one of the many dental insurance HMO or PPO plans or become a part of the rapidly growing corporately run dental groups. With every new dentist that chooses one of those options comes further erosion of our ability to improve or even maintain our professional stature

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Endodontist Dr. Robert Ceisel of State Street Dental Specialists, 671 N. State, with Charlie Soria, Vice President of North Bank.

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Are you prepared for retirement

by Joanna Brown

When the alarm goes off on another Monday morning, it's natural to think to yourself, "How soon can I retire?"

Though the question maybe asked in jest, experts agree that dentists should be thinking about retirement long before your first gray hair appears. The loss of a regular paycheck and the wealth of unscheduled free time are but two reasons that many professionals find retirement as stressful as their working days.

"People find a lot of meaning in their work," said Ed de St. Aubin, an associate professor of psychology at Marquette University. He explained that, for many highly educated and experienced professionals, job satisfaction extends beyond money and benefits.

"When you get to the level of a dentist, it's part of who you are. And many

people when they retire will ask 'if I'm not a dentist, then who am I? I still want to find meaning in what I do and in caring for people.'"

'I think one of the scariest things about retirement is the feeling of being 'worthless,' and that goes for your finances, as well.'

WORK TOWARD LEISURE

Building your whole sense of being on your career, Mr. de St. Aubin explained, will set you up for depression. Leaving your job will bring an inevitable change in the social network you've developed with patients and co-workers, as well as

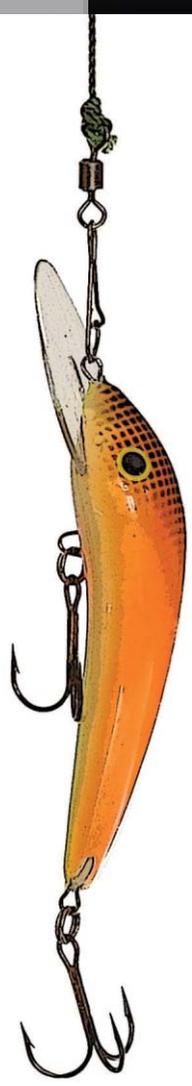
a lot of free time to fill in most any way you wish.

Avoid depression by building a life outside of your office while you are still working; Mr. de St. Aubin recommends that you start in your 40s. Grow and strengthen your social circle, and explore hobbies that you can pursue long after your working days are over.

"The more of those things that you have outside of the home and your career, the less likely you are to fall into depression," Mr. de St. Aubin said.

Consider also how you will transition to retirement. Gone are the days of our manufacturing-based economy, when you clocked out at 5 p.m. Friday, collected your gold watch, and woke up Monday morning with nothing to do.

"This is not your grandfather's retirement," Mr. de St. Aubin said of our current service-based economy. "There's



Know what to look for when choosing a financial advisor

Picking a financial advisor to help plan for your retirement is not something to be considered lightly, nor should it be intimidating, accountant Elaine Pesavento advised. Here are a few keywords to look for when interviewing candidates.

AGENT: This person is a contractor of the insurance company whose job is to sell the insurance company's products. They work for the insurer.

BROKER: This person has permission from their client to seek quotes from various insurance companies on the client's behalf. They work for the insured.

CERTIFIED FINANCIAL PLANNER (CFP): This is a professional certification for financial planners conferred by the Certified Financial Planner Board of Standards. To use the designation, professionals must meet education, examination, experience and ethics requirements, and pay an ongoing certification fee. "Good ones help you look at your priorities and do their best to allocate your assets in ways that will fund your priorities, based on your timeline," Ms. Pesavento said.

REGISTERED INVESTMENT ADVISOR (RIA): This person is registered with the Securities and Exchange Commission or a state's securities agency. Individuals or firms that receive compensation for advice on investing in securities such as stocks, bonds, mutual funds or exchange-traded funds are deemed to be investment advisers. "It has been my experience that RIAs are held to a higher standard of due diligence than a typical CFP," Ms. Pesavento said. "When they recommend insurance products, they are acting as more of a broker than an agent."

been a big shift in how people move to their non-working life."

In fact, the transition is far less absolute, Mr. de St. Aubin explained. "People gradually cut their hours, bring in a partner, or maybe take on a mentorship role in their field." You might also spend time volunteering in a clinic.

PREPARE AT HOME

Another area of concern is the change that retirement brings in your relationship with your spouse. In many cases, the dentist has spent many years working full-time outside the home, making good money and enjoying the respect of the staff and patients, while the spouse has been less involved with the workforce and more involved with household management responsibilities.

"There might be tension in the power dynamics in your relationship when you

'There might be tension in the power dynamics in your relationship when you start to think about spending more time in the house with your spouse — in their domain, frankly.'

start to think about spending more time in the house with your spouse — in their domain, frankly," Mr. de St. Aubin said.

"Now, you're home all day together and suddenly you've got a better way to organize the pantry. Retirement should be liberating and freeing, certainly, but you've got to be mindful of the potential for tension in that relationship."

PLAN AHEAD

And then there are your finances. The loss of a regular paycheck is something you should plan for as soon as you accept your first job, advised Elaine Pesavento, a Certified Public Accountant, Certified Fraud Examiner and Master of Science in Taxation. She is a partner in the firm of Pesavento and Pesavento, Ltd., and a frequent Midwinter Meeting lecturer.

"I think one of the scariest things about retirement is the feeling of being 'worthless,' and that goes for your finances, as well," she said. "But for those who prepare for it during their work life, it's less of a factor. Your money, if it's handled properly, grows for you."

And thus she made her first recommendation: start saving early.

Saving \$5,000 a year from the beginning of your career makes a huge differ-

ence at the end of your work life. That's \$96 per week that Ms. Pesavento recommended be pulled directly out of your bank account and deposited in an IRA or other tax-deferred retirement plan.

Assuming the money maintains a conservative 6 percent average growth rate (though the average since 1929 has been much greater), your \$96 weekly set-aside will total \$150,000, and will have grown to more than \$400,000 by the time you retire.

But if you wait 10 years to start saving, Ms. Pesavento warned, you'll have to set aside an extra \$65,000 to reach that same retirement goal. That's \$10,750 annually, rather than the far more manageable \$5,000 contribution to your IRA.

LIVE SIMPLY

Ms. Pesavento's second recommendation is just as simple: don't spend all that you earn. She recommends setting as much as you can aside in a deferred retirement plan, like an IRA, so that your wealth can accumulate faster.

Talk to your financial planner more about this soon, because American taxpayers can anticipate a large increase in the income tax rate in 2013, Ms. Pesavento said. Inactivity by Congress will return the tax rate to levels last seen in 2001.

While there is a variety of Internet-based programs, Apps and other software available to help organize a budget, Ms. Pesavento said a good financial advisor is irreplaceable. Tax laws and state laws change so quickly that no online resource or software can keep up, she explained, whereas a living, breathing financial planner can help you organize your retirement goals based on your personal timeline.

"Find a good financial planner — not just someone who is going to sell you a good insurance product, but someone who will talk to you about how to fund your priorities. Start early and be consistent — diligent — in saving."

But even an accounting professional knows saving every single year isn't realistic. Ms. Pesavento said the years that

her three children were all in college were lean. But she got back to saving as soon as possible, and today feels good about her progress toward attaining her retirement goals.

"You just do the best you can." ■

Ms. Brown is the CDS senior writer.

Illustration by Alex Nabaum © 2012 theisnot.com.

Photography © Shutterstock Images.

5 predictors of a healthy retirement

Following are five predictors of a healthy retirement. Professor Ed de St. Aubin said that the popular research shows that the more of these you have, the better your transition away from the office will be.

MONEY: Have you made smart investments to support yourself after your paychecks stop coming?

HEALTH: Able bodies and minds and healthy levels of activity make retirement a more pleasant experience.

VOLUNTARY RETIREMENT: People who choose to retire and initiate it themselves fare better than those who are forced to, such as pilots who have a mandatory retirement age.

SOCIAL CIRCLE: Your social network will inevitably shrink when you leave the office staff and patients that have for years filled your day with social interaction and stimulation. The depth of your five closest relationships — including that with your partner or spouse — will bring you laughter, activity and help in times of need after you retire.

ATTITUDE: The way you view your retirement will drastically affect your experience. Are you mourning your loss of authority, or gaining an opportunity to spend more time with your children and grandchildren? Anxiety about how you will spend your newfound free time will negatively impact your experience.





MOM

BRINGS CARE, DIGNITY TO THOSE MOST IN NEED

by Joanna Brown

For friends Sherrie and Cheri, it was just another weekend adventure.

Cheri, of Grayslake, heard about the Mission of Mercy from the hygienist she sees at a Lake County dental clinic. Determined to get the fillings she needed — but couldn't afford — she made plans to be one of the first in line at the Lake County Fairgrounds June 8.

Cheri called Sherrie and asked her to come along. Sherrie rode the train from her Chicago home to Grayslake June 7, spent the night at Cheri's home, and got in line with Cheri and Cheri's husband not long after the sun came up.

Sherrie had two extractions and received a partial denture at the Mission

of Mercy dental clinic; she was also seen by a physician and an eye doctor on site. Cheri got two fillings, as well.

"We got excellent care, and were treated with respect and dignity. My hygienist who told me about this — when I saw her here today I gave her a big hug," Cheri said.

Sherrie and Cheri were but two of the 1,288 dental encounters recorded at the 2012 Mission of Mercy, cohosted by the Illinois State Dental Society Foundation and the CURE Network June 8-9. Just like the 2010 Illinois Mission of Mercy, this year's event brought volunteer dentists, hygienists and assistants together to deliver free dental care to patients who would not otherwise have

access to necessary treatment.

But new in 2012 was the partnership with the CURE Network, which added physicians, nurses and optometrists to the clinical environment. Basic medical screenings, including blood pressure readings, cholesterol checks, breast exams and PAP smears, as well as eye exams were offered on site. Eyeglasses were ground in a mobile lab also on the premises.

"There is so much need in our state, and nowhere for patients to go. This is but a Band-Aid on the system, but we're bringing it to the people who need it, and I love being a part of that," said Mark Humenik, a Northbrook dentist who co-chaired the event with dentist Brad Barnes, of Normal.



Photography by José M. Osorio



The Illinois State Dental Society Foundation partnered with the CURE Network to bring together volunteer dentists, hygienists and assistants — as well as physicians, nurses, optometrists and laypeople — to deliver free healthcare to patients who would not otherwise have access to necessary treatment.

The Illinois State Dental Society reported 363 medical encounters and 432 vision encounters at the 2012 Mission of Mercy.

Volunteers came from throughout Illinois to help patients in most every way, from numbing mouths and extracting teeth to sterilizing instruments and escorting patients between clinical areas. The dental professionals maintained high energy levels throughout the weekend.

“We’re all out here because giving is contagious. We all do it in our offices all the time, but when we get together to do it, there’s a spontaneous, combustible explosion, and it’s awesome,” said David Fulton Jr., CDS president-

elect who was working in the anesthesia area at the Mission of Mercy.

“Part of being a dentist is service. Sometimes the goal isn’t monetary, but just to help your fellow man,” echoed CDS Secretary Richard Holba in between escorting patients. “With the current state of jobs and insurance and Medicaid, this is the only care some patients can get. And this year, having the whole medical team here with us in one place, we can get so much more done to try and be preventive.”

Dr. Humenik described the patients he met — including those who lined up the night before and camped outside the Fairgrounds for a place in line.

“I talked to a patient this morning

who had extractions and fillings and got a partial for her four front teeth, and she was thrilled. She said her birthday is coming up in August, and she’s really going to celebrate it.”

Another patient, Ellen, of Wauconda, was celebrating her 63rd birthday at the Mission of Mercy. She came for a partial denture.

“My friend told me about this opportunity. I can go to the County, but they don’t do partials and everything costs money. I have \$18 in my checking account,” Ellen said. “I don’t know what all they’re offering here, but I’m here to go with the flow.

“I’m so grateful. This is a blessing.”

Explained Jay Landers, Executive Director of the Illinois State Dental Society Foundation: “Patients have some really poignant stories, and as soon as you hear them you know why you’re here. We’re all giving and sacrificing something to be here, but it felt really good to open the doors this morning. This can be life-saving and changing for the patients on the receiving end.”

Dentist David Miller, who currently serves as Chief of the Division of Oral Health at the Illinois Department of Public Health, said the Mission of Mercy also makes a powerful statement to the Legislature at a time when dental benefits are being cut back.

“I think the message to legislators is that our profession cares about giving back. We’ve got the entire dental family working here together, as well as a public/private partnership teaming up with the professional organizations. It’s a tremendous model for other entities in our state to follow.

“I think when you look at the whole event lawmakers will see that oral health is part of overall health, and that’s why these groups are coming together here. There are a lot of adults who need help and are getting it here; what will they do next?” ■

Read more feedback from patients and volunteers at the CDS blog, and see more photos from the Mission of Mercy at the CDS *Facebook* and *Flickr* pages.

- www.cds.org/News/Blog.aspx
- www.facebook.com/ChicagoDentalSociety
- www.flickr.com/photos/chicagodentalsociety

Special Smiles

Volunteers find treating Special Olympic athletes to be a rewarding experience

by Joanna Brown

The 2012 Special Smiles clinic may have looked like a family picnic, what with the folding tables and chairs, colorful signs, and high-energy volunteers who filled the park with laughter, but there was serious business going on there. Nearly 600 of the athletes who came to Eckersall Stadium May 9 to compete in the Special Olympics received free dental screenings, oral hygiene instruction and a goodie bags filled with home care items and referrals for continued dental care.

Dentist and event organizer Fred Margolis, who marked 18 years with Special Smiles this year, said the event serves two very important purposes. His co-chair is dentist Ricardo Mendoza.

“One (purpose) is to help the athletes feel more comfortable with dentists and dentistry; that’s why we do it in this beautiful park-like setting,” Dr. Margolis said. “And the second is to help the volunteers to be more comfortable with special needs patients.”

Dentist John Brescia, a long-time Special Smiles volunteer, was one of the dentists who wore a smile all morning long — even as the sun passed behind the clouds that threatened their clinic. This proud member of the Loyola University School of Dentistry Class of 1979 who currently practices in River Forest looks forward to the annual event.

“It sounds selfish, but I find it fulfilling,” he said. “It’s a good chance to help patients of all ages who have special needs.”

Though he doesn’t see a lot of patients with special needs in his regular practice, Dr. Brescia doesn’t shy away from the opportunity. Treating them is different, he said, and requires more patience, but it’s a good challenge.

“You have to be a good listener, but we should be with all patients. You have to be open-minded and try your best, but you do with all your patients. You have to be resourceful. If a deaf patient comes into the office, you might question ‘how can I treat this patient,’ but you find ways. Of course you can treat them.” ■



Photography by Tricia Koning





IN OTHER WORDS

by Stephanie Sisk

Follow the conversation online at <http://on.cds.org/FrontDesk>.

Learn to be a good listener and a strong leader

Online columnist Stephanie Sisk has been discussing issues of leadership in the dental office: both how the dentist learns to be a good manager, and how the dentist leads by example. Several friends of the Chicago Dental Society gave their thumbs up by Liking these columns on our *Facebook* Page.

We want to hear from you, too. Look for new columns from Ms. Sisk and others online monthly at <http://on.cds.org/columnists>, and post your responses at the end.

Or leave your comments on our *Facebook* page, www.facebook.com/ChicagoDentalSociety.

Our columnists also want to hear which topics you'd like them to address. Send your suggestions to review@cds.org.

Listen to this success story

One of the easiest paths to a successful dental practice is also one of the hardest: listening to your patient.

Really, it's all any of us wants, anywhere we go and in most everything we do: to be heard and understood.

Patients who feel their dentist and staff really listen to them are happier, loyal, and more trusting and agreeable to treatment and instructions.

Dentist William van Dyk of San Pablo, CA, focuses on the importance of listening skills in his presentations on successful patient-centered practices. Get to a patient's eye level or sit facing them while talking, he advised.

"Too often, the dentist is sitting and talking to the back of the patient's head or standing over them," he said. "It doesn't take any extra time to sit down and face them."

Other advice from Dr. van Dyk:

- Have direct eye contact with the patient. "People trust you more if you look them in the eye."
- Repeat back to the patient what they have said. That dialogue helps zero in on the real problem and clarifies questions that can lead to a more accurate diagnosis, he said.
- Listen for the patient's chief concern during the conversation.

So often what gets in the way, Dr. van Dyk said, is a "doctor's tendency to come to diagnosis or solution as soon as possible." After all, he said, "we're supposed to have the answers."

The trouble is that this kind of "find it-fix it" approach — efficient as it is — doesn't build a satisfying emotional connection. Let's remember, patients are people.

TWO PEOPLE LIKED THIS ON FACEBOOK

- OMNI Practice Group
- American Student Dental Association.

Who made you the boss?

- Q:** What's been your training ground for learning to be a boss?
- a. Business school
 - b. The workplace
 - c. Dental school

For most of us, learning to lead in the workplace is something of an on-the-job experience. The path isn't always easy, but with realistic expectations of yourself and others, it's navigable.

What is clear is that being a great boss is absolutely vital to the success of your practice. First thing, exhale. "It's a journey," assured Harvard Business School professor Linda Hill in a *Washington Post* interview last fall.

Ms. Hill makes several important points about the transformation made on the way to becoming a good leader. It shouldn't surprise that the hard work starts within.

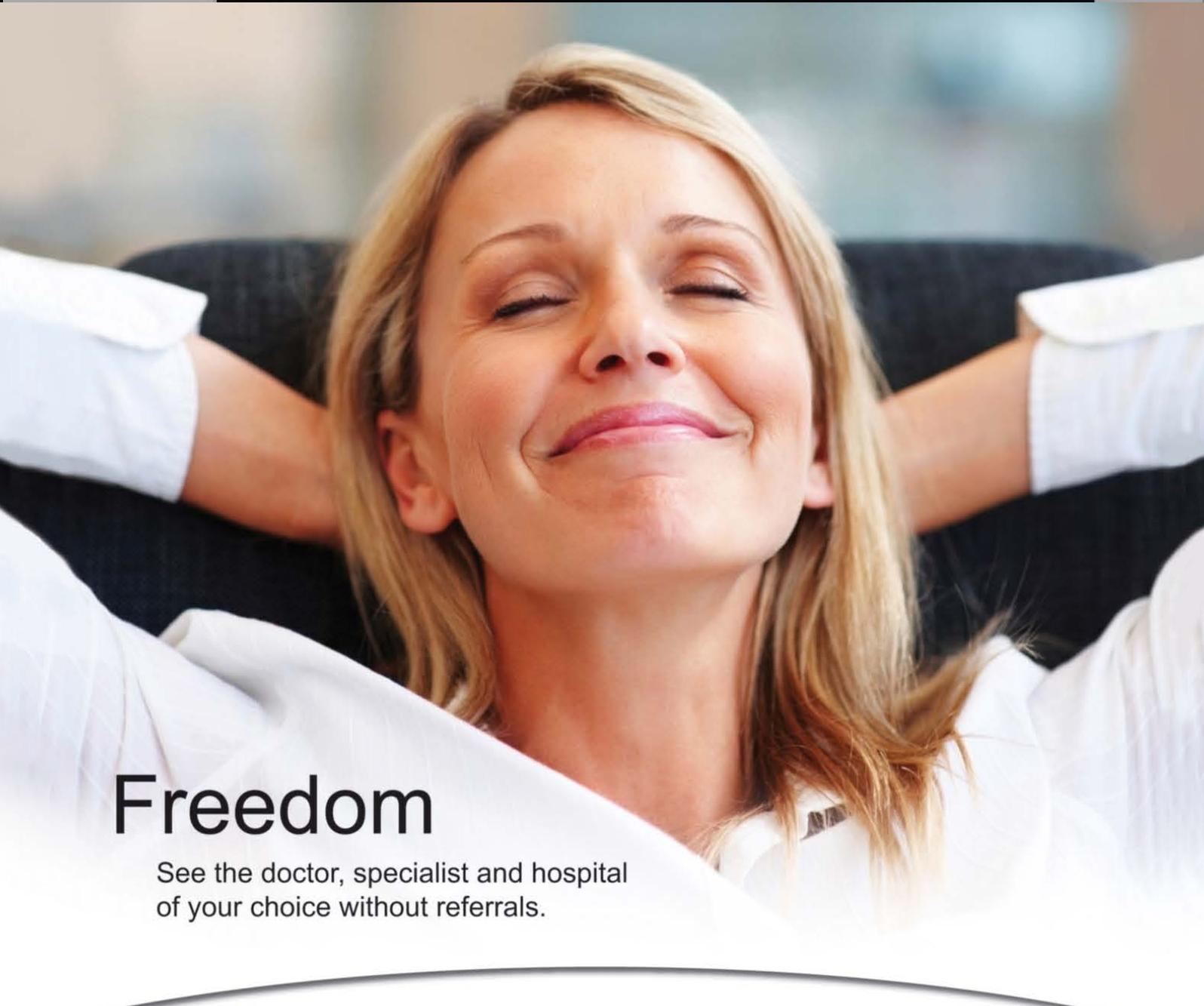
- A boss has to "unlearn the individual contributor mindset" and focus on a new role as someone responsible for the performance and satisfaction of others.

- A boss needs to see him- or herself as a builder, someone who is flexible, creative, supportive and encouraging. "It's not about setting direction for people to follow. It's about building communities that encourage bottom-up initiative," Ms. Hill said. ■

FIVE PEOPLE LIKED THIS ON FACEBOOK

- Enrique Sifuentes
- Violet Kawalec
- Seif Eddine Manzli
- Marcos Santana
- Patti Pesare

The full versions of these columns are available online at <http://on.cds.org/FrontDesk>. The views expressed in this column are those of the writer and not necessarily the opinions of the Chicago Dental Society.



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IT'S THE LAW

by John M. Green, DDS, JD

Contact Dr. Green at 312.676.5980 or jgreen@greenlawoffice.net.

What should you do when IDFPR contacts you?

Part One of a two-part series

Only receiving a letter from the Illinois Department of Financial and Professional Regulation (IDFPR) ranks as high on a dentist's fear meter as being served with a malpractice lawsuit.

IDFPR investigates and prosecutes instances of professional misconduct as set forth in the *Illinois Dental Practice Act*. Examples of professional misconduct that may prompt an IDFPR inquiry include:

- Writing prescriptions beyond the scope of dentistry;
- Being convicted of a crime;
- Patient abandonment;
- Performing unnecessary work;
- Permitting an unlicensed person to perform activities that require a dental license;
- Engaging in acts of gross negligence; and
- Improper billing.

WHY AM I BEING INVESTIGATED

IDFPR typically launches an investigation based on a complaint made by a patient. For instance, a patient who develops problems following a placement of a crown on Tooth 19 seeks a second opinion from another dentist who finds an open margin and a violation of the biologic width. The patient then complains to IDFPR.

In addition to patient complaints, the IDFPR may look into a dentist's treatment based on its review of a settlement or adverse jury verdict reported to the National Practitioner Data Bank (www.npdb-hipdb.hrsa.gov). An example would be a six-figure settlement for failure to diagnose periodontal disease.

Dentists or dental specialists whom IDFPR has determined have committed any of the above acts or omissions may face sanctions against their dental licenses that include reprimand, probation, suspension, monetary fines and compulsory continuing education. If the misconduct is severe enough, the Illinois State Dental Board may even revoke a dentist's license.

While most of the complaints against a dental professional come from patients, complaints can also be filed by insurance companies, other dental professionals, dental staff, law enforcement agencies and dental boards of other states. IDFPR is charged with investigating every complaint as part of its "duty to protect the public."



© Shutterstock Images

DON'T PANIC

If you receive a notice from IDFPR, take a deep breath and don't panic. Many complaints are dismissed with no action taken against the dentist. Nevertheless, the dentist should check with his or her malpractice insurance carrier, as most provide attorney representation for dental board matters. (Insurance policies do not pay any fines that might be imposed by the dental board.) Regardless of whether the insurance carrier will pay for it, you must retain an attorney when dealing with IDFPR — no matter how meritless the claim may seem.

Secondly, make sure the attorney has experience dealing with IDFPR, as this is no time for an inexperienced lawyer to "learn on the job." There is a lot at stake. Also, resist the temptation to contact IDFPR to tell your side of the story, as in the heat of the moment one might mishandle the matter in its early stages.

WHAT ACTIONS SHOULD YOU AVOID?

Here are some rules of thumb for dealing with the complaint from the beginning:

- **DON'T** contact the patient, as it is IDFPR — not the patient — that determines whether the case will go forward.
- **DON'T** alter your records.
- **DON'T** write a letter to IDFPR with your version of the issue.
- **DON'T** talk to an IDFPR investigator without your attorney present.

If an IDFPR investigator shows up at your office unannounced and is looking to obtain a patient's record or speak with you, respectfully decline. Instead, tell the investigator you will provide a copy of the patient's record and speak to the investigator about the allegations after you have spoken to an attorney.

After obtaining a copy of the patient's records, the complaint is usually reviewed by the IDFPR dental coordinator (who is a dentist) to determine if the issue can be resolved without a conference. For instance, if a patient is simply

requesting a copy of his or her records because they are moving out of state, the matter may be resolved by merely having the dentist turn over a copy of the records.

However, a majority of the complaints require an Investigative Conference with an IDFPR investigator and the IDFPR dental coordinator. We'll discuss that and the steps that follow in this space in the next issue of the *CDS Review*. ■

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



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**FROM THE GROUND UP** A column about the CDS Foundation.

by Milly Goldstein

For more information, visit <http://on.cds.org/CDSF>

Earn a greater return on investing in your community through volunteering

Although the Chicago Dental Society Foundation is celebrating its fifth birthday this year, we're still a very young organization.

As such, our job as board and committee members is not just to raise money but also to build our brand: to get the word out that the CDS Foundation is here to affect change and improve oral health in our communities. We are constantly looking for ways to further the reach and visibility of both CDS and the CDS Foundation.

That's why the Give a Kid a Toothbrush campaign we launched this spring is so important to us. Funds raised put dentists and hygiene products in local classrooms to teach local students how, when and why to use them, in ways that will benefit their oral health for years to come. CDS Foundation Board Secretary Mary Starsiak made two visits this spring, speaking with students at Sherwood Elementary School in February and STEM Magnet Academy in June.

CDS Foundation Vice Chair Mary Hayes was one of a few volunteers who set up personal fundraising pages for this program at Fundly.com. Dr. Hayes was impressed by how her family and friends responded to her call to help local children. We are so thankful to those who supported these efforts in various ways this spring, and we look forward to the next school visit when classes resume this fall.

We also rely on our most active volunteers to talk about CDS Foundation activities while they are out and about. We've been to Branch meetings and golf outings to talk about our plans for the future, and to answer questions from our supporters. We hosted a cultivation event June 20, where dozens of guests joined us at Aqua to learn more about our mission and to share with us their ideas for improving access to dental care in our communities.

Terri Tiersky, who chairs our Major Gifts Committee, is one

example of the work all our leaders are doing to promote the CDS Foundation's growth. Dr. Tiersky works with her colleagues to be sure that a CDS Foundation representative gives a report at each meeting of their shared North Side Branch and their political party. She also joined me at the Suburban Scramble May 16, where we talked with golfers as they played through one of the holes. (We raised some money, too!) Or, you might have seen Dr. Tiersky working as X-ray lead at the Mission of Mercy in June; Dr. Hayes, trustee Kevin King and I were also on site.

Our foundation leaders are also promoting access to oral healthcare in their communities. Dr. Tiersky works with Expanding Lives, an organization founded by one of her patients to bring young women from West Africa to the United States each summer for classes and cultural experiences. She worked with her 12-year-old daughter to host a fundraiser in her community, and she treated four West African visitors in her dental office last summer.

Dr. Tiersky's colleagues similarly exemplify strong philanthropic leadership. Trustee Mike Durbin co-chairs the Illinois Donated Orthodontic Services program, and is active on the American Association of Orthodontists's Council on Orthodontic Healthcare, which among other duties is responsible for monitoring orthodontic access issues. And Dr. King is a regular volunteer at the Pacific Garden Mission on the Near West Side.

The CDS Foundation is always looking for more volunteers. Your dollars go farther because volunteers like Drs. Durbin, Hayes, King, Starsiak and Tiersky are working to promote our Foundation's goals in the community.

Get personally involved. Be on a CDS Foundation committee or volunteer to visit an underserved school. You will earn an even greater return on your investment, and so will the community.

Help us help our community, and then let us know how you are giving back. ■

Save the date

The CDS Foundation will host its third annual Wine Tasting Benefit Oct. 7, from 5 to 8 p.m. Join us for an evening of fun as we raffle off bottles from vintages sampled throughout the evening. Proceeds raised help fund access to dental care and education programs. We will announce the location and registration information in the next issue of the *CDS Review*.

Save the date » **Sunday, October 7** » 5-8 p.m.

The Chicago Dental Society Foundation's **Third Annual**

Wine Tasting Benefit

funding **ACCESS TO DENTAL CARE AND EDUCATION** for Chicagoland's underserved

The CDS Foundation invites you to unwind with your colleagues in a comfortable social setting while raising money for much needed access to care and educational programs. Enjoy sampling a variety of fine wines and enter our raffle to win a bottle of the vintages featured.

Watch your email box and the next issue of the CDS Review for registration information and the benefit location.

IMPROVE SOMEONE'S LIFE TODAY!

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 **Foundation**

ACCESS TO CARE

A look at challenges facing our profession.

Special needs patients

A growing list of resources is available online to help you overcome challenges

by Joanna Brown

Special Smiles is an exceptional feature of Chicago's annual Special Olympics. Athletes of all ages and abilities, with permission from their families or guardians, receive oral exams, hygiene instruction, a goodie bag filled with home care items, and a list of places where they can seek treatment year-round. (For more information about the 2012 Special Smiles event, see page 14.)

For many of the athletes and others with special needs, finding a dental home is a challenge. Some need sedation during treatment. For others, their dentist will need additional training in patient and behavior management to

work with the multiple medical conditions their patients exhibit and the medications they routinely take. Most of the time, however, the patients are limited by the insurance — often Medicaid — that will finance their care.

There are resources, but we have to get the information out.

"In dentistry, the biggest resource that we have is multiple offices

that are accessible all over, but it's really difficult to translate (the care of patients with special needs) to all private practices unless you've been exposed to treating patients with special needs," explained Jason Grinter, the Director of Special Patient Care at Advocate Illinois Masonic Medical Center, Vice President of the Chicago-based Special Care Dentistry Association, and a member of the



Photo by Tricia Koning

Special Smiles veteran Fred Margolis says there are a number of resources dentists can use to help them treat patients with a variety of special needs.

Chicago Dental Society's Access to Care Committee. "There are resources, but we have to get the information out."

Advocate Illinois Masonic Medical Center, Dr. Grinter gave as one example, dedicates every Thursday to caring for patients with special needs. With nine dental residents, one recent Thursday included two patients in the operating room, nine under IV sedation, and a slew of other patients with special needs who did not require anesthesia but did need extra time and care in the clinical setting.

This hospital program is among the biggest resources in the Chicago area for patients with special needs, Dr. Grinter said, but there are others. His career started at Rockford's **Milestone Dental Clinic**, which has a large capacity for patients with developmental disabilities. Patients come from as far as Springfield, Chicago, and the collar counties for dental care.

Dentist Fred Margolis has been working with the Special Smiles program for 18 years and said the General Practice Residency programs at the

Ask the right questions

Special Smiles veteran Fred Margolis recommends that any dentist who will be seeing a patient with special needs contact the parent or caregiver by telephone prior to the appointment. Ask the following questions:

- What is the patient's previous experience with a dentist? What did the patient like or not like? What went well or not as well?
- Who brushes the patient's teeth at home? Does the patient use an electric toothbrush?
- Does the patient have personal preferences and needs? For example, if the patient doesn't like loud noises, you may schedule the dental visit at a time when the office is otherwise empty.
- How does the patient respond to television? Should you shut off your patient education videos?
- Is the patient using medications that may complicate treatment?

Find more information and free downloadable forms from the Specialized Care Co. website <http://www.specializedcare.com/shop/pc/viewcontent.asp?idpage=6>.

Rush University Medical Center and the Loyola University Health System, as well as that at Advocate Illinois Masonic Medical Center, are good resources for patients with special needs. Patients and their caregivers can also call their local social services agencies for referrals to programs that are specific to their community.

The Chicago-based **Special Care Dentistry Association** (SCDA) maintains a dentist referral site, searchable by state. Executive Director Meghan Carey said this could be used by patients and their caretakers seeking dental care, and also by dentists who want to treat a patient with special needs and seek to consult with a dentist more experienced in the process. Search <https://scda.site-ym.com/?Referral> to find a dentist for consultation.

Ms. Carey said the next year will bring a lot of improvements to their educational offerings, as well. This includes downloadable fact sheets about the care of patients with special needs, a growing speakers bureau for continuing education in the care of patients with special needs, and webinars hosted by

experts in this area of dentistry. These all augment SCDA's annual meeting, which will be in New Orleans in 2013. Find information at www.scdonline.org.

Currently available for download, the **National Maternal and Child Oral Health Resource Center**, based at Georgetown University and funded by the Maternal and Child Health Bureau, Health Resources and Services Administration, Department of Health and Human Services, offers several articles about caring for children with special needs. Find them online at <http://www.mchoralhealth.org/materials/CSHCN.html>.

If you're looking for information about treating older patients and their special needs, Dr. Grinter recommended **Oral Health America's Wisdom Tooth Project**. This effort to connect, educate, and advocate for the oral health of all older Americans has posted a lot of information at <http://oralhealthamerica.org/programs/wisdom-tooth-project/>. ■

Ms. Brown is the CDS senior writer.



LOOKING FOR A DENTAL HYGIENIST? Dental Careers Forum connects dentists with dental hygienists

Looking to hire a dental hygienist? Our online **Dental Careers Forum** is the place to start your search. CDS offers this service **FREE** to members and dental hygienists.

CDS members may post available positions; dental hygienists may post their résumés; and each may browse the other's postings. It is a great way to connect the job seekers with employers.

Visit CDS.org and click on the **Dental Community** tab to begin.

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GOING LOCAL

A look at what's happening in our community

Dr. Maoloni receives OSIA DaVinci Award

Anthony Maoloni was awarded the Leonardo DaVinci Award of Excellence in Medicine by the Illinois Order of the Sons of Italy in America (OSIA). Founded in 1905, the Order of the Sons of Italy is the oldest and largest national organization for men and women of Italian heritage in the U.S. OSIA encourages and promotes Italian-American culture, history, scholarships and awards toward those endeavors.

Dr. Maoloni's grandparents were from San Benedetto, Italy, and Caccamo, Sicily. His grandfather Antonio was in the Italian Cavalry and worked in the steel mills in the Chicago Heights area. His grandfather Nick worked on a farm in Sicily and owned a Standard Oil service station with his brothers-in-law for many years in Chicago Heights.

Like his parents, Dr. Maoloni grew up in Chicago Heights, and he attended Bloom High School. He received his Bachelor of Science degree from Marquette University in 1973 and his Doctor of Dental Surgery from the Loyola University School of Dentistry Chicago College of Dental Surgery in 1977. Dr. Maoloni completed his orthodontic residency at Loyola in 1979, earning a Masters of Science degree. He has been in the practice of clinical orthodontics for 33 years.

Dr. Maoloni has been a

Children's dental clinic opens in Lawndale

Lawndale Christian Health Center (LCHC) has opened a new Health and Fitness Center in Chicago's Lawndale neighborhood. Complementing the indoor track and fitness machines is a clinic offering comprehensive care for women and medical and dental care for children.

The Health and Fitness Center is located at 3750 W. Ogden Ave. Alongside the fitness opportunities at the 60,000-square-foot facility are a café with freshly prepared healthy food options and classroom space for group fitness classes.

"With the new Health and Fitness Center, LCHC has created a new standard for improving the health of an urban, low-income community," Bruce Miller, CEO of LCHC, said in a prepared release. "This model combines access to great clinical care with the key prevention tools of exercise, fitness and wellness in an environment where community residents can affordably engage themselves to solve chronic health issues like obesity and diabetes."

Chicago Mayor Rahm Emanuel participated in a ribbon cutting at the new facility, and praised the ways in which it will promote a higher quality of life for Chicagoans and increase the overall economic and social vitality of the community.

The \$24 million center was partially funded through a New Markets Tax Credit Program, a federal program that encourages new development, job growth and retention, education and small business growth in the country's most economically depressed areas. U.S. Bank committed more than \$6 million of New Markets Tax Credit equity to this project. The federal government granted an additional \$10 million of federal stimulus funds to support construction.

The Health and Fitness Center is expected to achieve LEED gold certification for its environmentally friendly features, including its green roof and energy-efficient lighting. It will also create 100 new jobs, including those for healthcare providers, fitness staff and custodians.

member of several professional organizations. He served as president of the South Suburban Branch of the Chicago Dental Society, the Illinois Society of Orthodontists, and the Arcolian Dental Arts Society.

For the past 16 years he has been a Director of the Prairie State College Foundation in Chicago Heights, whose primary goal is to provide scholarships to financially challenged students.

Dr. Maoloni enjoys studying history, reading, traveling, winemaking, and collecting and restoring vintage watches, being a long-time member of the National Association of Watch and Clock Collectors. He and his wife, Josephine, have two daughters and look forward to becoming grandparents this year.

Pediatric and low income care programs earn recognition

Erie Family Health Center presented a Golden Toothbrush Award to dentist Amy Martin May 31. Dr. Martin graduated from the Marquette University School of Dentistry in 2003 and completed a General Practice Residency at Advocate Illinois Masonic Medical Center in 2004. She worked with the hospital's Mobile Dental Program, providing low-cost dental care to underserved populations throughout Chicago, while also working in private practice.

In 2008, Dr. Martin opened her own practice at the Illinois Masonic Medical

Center, as well as a private pediatric practice in Chicago's Logan Square neighborhood, serving mostly low-income children.

Also receiving a Golden Toothbrush Award was The Children's Clinic at the Oak Park Infant Welfare Society, a not-for-profit, community-supported pediatric health clinic for low-income children in west suburban Cook County and Chicago. It offers a wide variety of services and educational programs to 2,600 dental patients during more than 6,000 annual visits. The clinic has been lead by Oral Health Director Jill Baskin for the last 15 years.

The Golden Toothbrush Awards annually recognize innovation in the community oral health field. ■

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SNAP SHOTS

Profiles of people in our profession

CCARE Lynch Foundation cofounders Neil Perlman and Sharon Perlman.



Education. Advocacy. Research.

Sharon Perlman is on a mission to raise awareness about Lynch Syndrome

by Rachel Azark

Most people have never heard of Lynch Syndrome. In fact, only 5 percent of individuals who have the disease know they have it. It's this lack of knowledge that has Sharon Perlman on a mission.

In 2010, Dr. Perlman and her brother, Neil Perlman, cofounded the Colon Cancer Alliance for Research and Education for Lynch Syndrome (CCARE Lynch Syndrome).

Lynch Syndrome is a genetic disorder of a mismatched repair gene defect; people with Lynch Syndrome don't have an ability to repair cancer-causing cells in their bodies.

It's the most common genetic cause of colon and uterine cancers, and it's responsible for a number of other cancers, including ovarian, stomach, pancreatic, biioduct, brain and it was recently linked to breast cancer. People with Lynch Syndrome have a 50 percent chance of passing it on to their children.

Having lost three family members with the disease, the Perlmans felt that it was finally time to take action.

"I realized there was a real lack of knowledge and awareness about Lynch Syndrome," said Dr. Perlman. "We wanted to develop an organization to increase awareness so that we can save lives."

The foundation also aims to stimulate research. It even established a research award administered through the Society of Gynecologic Oncology.

"I like to say we're leading the fight against Lynch Syndrome through education, advocacy and research," said Dr. Perlman.

CCARE Lynch Syndrome is a national organization which has partnered with other organizations like Facing Our Risk of Cancer Empowered (FORCE), the Ovarian Cancer National Alliance, and the Foundation of Women's Cancers, and they contribute to a number of websites including Fran Drescher's Cancer Schmancer Movement (www.cancerschmancer.org).

In addition to these partnerships, CCARE Lynch Syndrome is getting the word out through its own website, social media



and community programs. They hosted a Lynch Syndrome screening and health fair at North Shore Evanston Hospital and teamed up with the Robert H. Lurie Comprehensive Cancer Center at Northwestern Hospital to mark Colon Cancer Awareness Month in March.

Gov. Pat Quinn even declared March 22 Lynch Syndrome Awareness Day.

"When Gov. Quinn signs something, it's very exciting," said Dr. Perlman.

At the end of June, CCARE Lynch Syndrome hosted its second annual night of improv and stand-up comedy — because laughter is the best medicine.

"We want to bring laughter to the disease," said Dr. Perlman. "It's a fundraising event and a lot of fun."

Dentists can help in this effort by being aware of the disease and looking for the signs and symptoms that might be reported by patients; getting a complete health history of every patient is an important start. If the dentist identifies a pattern, check out the CCARE Lynch Syndrome website for more information (see below).

"Every time I communicate with an individual who suspects they have Lynch Syndrome, I have helped them and have provided motivation and hope, and that is a momentous occasion for me," said Dr. Perlman. ■

For more info about Lynch Syndrome

- Website: www.fightlynch.org
- Facebook: www.facebook.com/lynchsyndrome
- Twitter: [@CCAREfightlynch](https://twitter.com/CCAREfightlynch)

Ms. Azark is the CDS editorial assistant.

DO YOU HAVE A STORY TO TELL?

If you know a CDS member with an interesting hobby or passion outside of dentistry, send your suggestion to razark@cds.org.

What's your story?



Do you have an unusual hobby or avocation?

Do you enjoy a creative outlet away from dentistry?

Do you have an interesting tale to share?

Tell us
all about it

The CDS Review is looking for members with a passion outside of dentistry to feature in our **SNAP SHOTS** section. Contact Rachel Azark at razark@cds.org or call 312.836.7323.

DENTAL DATELINE

Provided by your Chicago Dental Society member dentists.



© Getty Images

What patients should know about dental X-rays

Over the past few months dental X-rays have received a lot of media attention. However, the American Dental Association (ADA) takes a long-standing position that dentists should order dental X-rays for patients only when necessary for diagnosis and treatment. Below are answers to some common questions about dental X-rays.

HOW OFTEN SHOULD DENTAL X-RAYS BE TAKEN?

There are a few things to be considered when looking at how often X-rays should be taken. They are: your present oral health, your age, your risk for diseases, and any signs or symptoms of oral disease that you may be experiencing.

Some patients may require X-rays more often. For instance, children will require them because their teeth and jaws are still developing and are more likely to be affected with tooth decay. However, new patients should expect to have a dentist recommend X-rays so they can determine the present state of your teeth and to identify changes that may occur later.

Your dentist should always review your history, examine your mouth and then decide whether or not to take X-rays.

WHAT ARE THE BENEFITS?

According to the ADA, many diseases of the teeth and surrounding tissues can not be seen during a routine examination of your mouth. X-rays can help reveal:

- Small areas of decay between teeth or below existing fillings
- Infections in the bone
- Gum disease
- Abscesses or cysts
- Developmental abnormalities
- Some types of tumors

Catching problems early can help save time, money and unnecessary discomfort.

WHAT IF I AM PREGNANT?

Sometimes an X-ray may be needed for treatment that can not wait. Untreated dental infections while pregnant have the risk of affecting the fetus, and so dental treatment may be necessary.

Exposure to radiation is very low during a dental X-ray, but every precaution is taken to keep you and the baby safe. A leaded apron should be used to minimize exposure to the abdomen and a leaded collar should be used to protect the thyroid from radiation. (The leaded collar should also be used on all women of childbearing age and children.) You don't need to delay dental X-rays if you are trying to become pregnant or are breastfeeding. Talk with your dentist if you have concerns. ■

For more information on dental X-rays, visit the ADA website:

<http://ada.org/3067.aspx?currentTab=1>

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**APPLICANTS & DECEASED MEMBERS****APPLICANTS****Guldbek, Brian**

Loyola University, 1986
221 N. Milwaukee Ave.
Libertyville
North Suburban Branch

Jarosz, Krystian

New Jersey Dental School, 2011
431 S. Dearborn St.
Chicago
Kenwood/Hyde Park Branch

Molitor, Troy

Tufts University, 2003
333 S. Wabash Ave.
Chicago
Kenwood/Hyde Park Branch

Rasekh, Foad

Indiana University, 2011
501 W. Golf Rd.
Schaumburg
Northwest Suburban Branch

Sangalang, Gabriel

Nova Southeastern University, 2010
25 E. Washington St.
Chicago
Kenwood/Hyde Park Branch

Zomorrodian, Sahand

Tufts University, 2008
2758 W. Francis Pl.
Chicago
North Side Branch

DECEASED MEMBERS**Beazley, Bernard**

55 E. Pearson St., Apt. 4702
Chicago
Honorary Member
Died September 2011.

Boiarski, Edward

Loyola University, 1954
4732 N. Delphia Ave.
Chicago
West Suburban Branch
Died March 27.

Bunten, Arthur

Marquette University, 1954
1533 Basswood
Glenview
North Suburban Branch
Died March 1.

Del Monico, Ralph

Loyola University, 1966
7310 W. North Ave., Ste 3A
Elmwood Park
West Side Branch
Died May 12.

Engel, Milton

University of Illinois, 1938
1500 Sheridan Rd., Apt. 7F
Wilmette
North Suburban Branch
Died May 3.

Frett, William

Chicago College of Dental Surgery, 1947
4944 N. Nottingham Ave.
Chicago
Northwest Side Branch
Died April 2.

Hooper, Donald

Northwestern University, 1953
21 Sundance Tr.
Galena
West Suburban Branch
Died April 11.

Koch, Robert

Northwestern University, 1943
1604 Chicago Ave.
Evanston
North Suburban Branch
Date of death unknown.

Kokes, Anthony

Creighton University, 1950
926 S. 3rd Ave.
Des Plaines
Englewood Branch
Died Nov. 18, 2009.

Kopperud, William

Northwestern University, 1954
2033 Butterfly Ln., Apt. 217
Naperville
West Suburban Branch
Died March 25.

Madonia, Anthony

Northwestern University, 1936
1306 Jackson
River Forest
West Suburban Branch
Died Oct 2.

Mann, Gorshin

University of Illinois, 1947
5651 N. Mozart St.
Chicago
Kenwood/Hyde Park Branch
Died April 28.

Paulos, Louis

Northwestern University, 1959
20 Trafalgar Sq., Unit 307
Lincolnshire
North Suburban Branch
Died April 23, 2010.

Pawlowski, Alec

Chicago College of Dental Surgery, 1951
751 S. Dwyer Ave., Apt. F
Arlington Heights
Northwest Suburban Branch
Died May 3.





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

Installation of Officers

SUNDAY

November 11

Hotel InterContinental
505 N. Michigan Ave., Chicago

Reception: 6:15 p.m. • Grand Ballroom Balcony

Installation: 7 p.m. • Grand Ballroom

Dessert: 8 p.m. • Renaissance Ballroom

The 2013 Officer Nominees

President: David Fulton Jr., DDS

President-elect: Richard Holba, DDS

Secretary: Susan Becker Doroshow, DDS

Vice President: George Zehak, DDS

Treasurer: Phillip Fijal, DDS



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





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All advertisements, changes and extensions must be submitted in writing. No ads, changes or confirmations will be taken by phone. Although every effort is made to place ads received after the deadline in a specific issue, we cannot guarantee that late advertising will appear in the issue requested. The ad will appear in the following issue.

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PRACTICES FOR SALE

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.

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Chicago Dental Society
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Chicago, IL 60611

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

OAK BROOK AREA: Excellent location for dentist or dental specialist. Modern building with atrium, 1,100 and 3,000 sq. ft. available. Landlord will assist in build-out and remodeling cost. Call 630.279.5577 or visit <http://galleryoffices.com>.

DENTAL OFFICE SHARE/RENT: Prospect Heights new dental office is looking for endodontist and/or orthodontist to share/rent space. Five operatories, flexible schedule, we provide assistant/receptionist. Terms negotiable. Please reply to ayngorn@aol.com.

BEVERLY AREA: Dental office suites for rent. Two units that can be combined or rented separately. First unit has spacious waiting room and reception area, one dental chair, private bathroom. Second unit has two dental chairs, both plumbed for dentistry with laboratory. Professional building on busy intersection. Call 312.479.3986.

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DOWNTOWN EVANSTON: Free parking. Space from 1,064 to 3,800 square feet in single story building. Close to Metra and CTA stations. Contact Randy at Ventura Realty 847.256.9913. Broker owned.

FOUR-OP SPACE FOR SUBLEASE in Highland Park: Four-op modern office, N₂O, in modern building with nice build-out. Take over lease and nominal fee for build-out. rezgholus@yahoo.com, 847.942.8814.

DOWNTOWN ELMHURST: Suites for rent from 781 to 2,400 square feet in well-established, busy professional building with great parking in an excellent dental community. Call Prudential Realty (Mickey) 630.279.9500.

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FOUR-CHAIR DENTAL OFFICE available three days per week. Located in north suburbs. Call or email any questions to 847.420.1477 or bdanodds@sbcglobal.net.

WEST SUBURB OFFICE SHARE: First floor corner office building in Hinsdale. Easy access and parking. Modern comfortable setting. Will consider creative suitable arrangements. Email inquires to ddsufficiashare@gmail.com.

LOOKING TO RENT a dental office one day a week. Prefer Saturdays in southwest suburbs. Call 312.208.6043.

SPACE SHARING: Southwest suburban office in beautiful medical building available for three days. Great for part-time or new graduate. Email hyouss123@yahoo.com.



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Positions Wanted

GP SEEKS PART-TIME POSITION: I recently retired from dental practice ownership and am available for part-time position and/or temporary coverage of your practice in your absence. My years of general practice experience can benefit your practice. Contact hwolf650@gmail.com.

GP SEEKS PART-TIME POSITION: 10-plus years experience in all phases of dentistry. Enjoys working with children. Seeks practice in north/north-west suburbs, north side of Chicago or the Loop. Contact smiles332@sbcglobal.net.

PERIODONTIST with six years experience looking to add a Saturday every week in your office. Well-versed in traditional perio, grafting, implants and oral surgery. CV available upon request. periojobs@gmail.com.

SITUATION WANTED: General dentist with over 20 years of surgical experience looking to either join or provide surgical services for a general dental group practice. Very experienced in third molar extractions, implant placement, block bone grafting, sinus augmentations, connective tissue and free gingival grafting techniques. CT scan software analysis used for implant site evaluation and implant guided surgery placement. Diplomate of the International Congress of Oral Implantologists (DICOI). DOCS protocols utilized for minimal conscious sedation for all surgical and selected restorative procedures. Send inquiries to surgicalservicesdoc@gmail.com. Résumé, CV and references available upon request.

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PEDIATRIC DENTIST POSITION: A friendly, caring and proficient pediatric dentist needed to care for an established pediatric patient base in a challenging and rewarding multi-specialty practice in the northwest suburbs. Excellent and dedicated support staff. Please send CV with references to careers.dental@gmail.com.

ASSOCIATE: Wanted for busy state-of-the-art practices located in west and far west suburbs of Chicago. Minimum three years experience with GPR preferred. Must be proficient in endo and oral surgery. Pediatric and/or orthodontic experience would be helpful in consideration of the qualified candidate. Please email résumé to gigipelka@msn.com or fax to 630.466.1100.

DENTIST: Fast-paced office in Lansing since 1982 seeks part-time dentist who's motivated, able to take the reins and continue driving this office to success. Friendly environment, established patients. Email bdc.tnc@gmail.com.

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GENERAL DENTIST: North side, community-based dental group has position available for personable general dentist with skills and interest in treating oral surgery patients. Very busy practice with excellent earning potential. Please send CV to toothgroup@comcast.net.

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PEDIATRIC DENTIST WANTED IMMEDIATELY: We are a busy pedo/ortho office located in West Lakeview/Roscoe Village area. Our office is high-quality service, fee-for-service, state-of-the-art, and digital. Great patient base and highly trained support staff. We are looking for a doctor that understands the needs of a private practice setting and has great availability. Part-time position to start. Please send CV to yumdds@gmail.com.

GENERAL DENTIST NEEDED part-time, two days. Root canal and denture experience required. Call after 12 p.m. 773.745.7188. Ask for Grace.

DENTIST WANTED: Private dental practice located in the south suburbs seeks full- or part-time general dentist for associate position. Modern office with flexible hours and a competitive compensation for the right candidate.
dental.associate.reply@gmail.com.

PEDIATRIC DENTIST NEEDED for multi-location group practices. Please email résumé to aqel4@msn.com.

GENERAL DENTIST: Needed in fee-for-service office in Mundelein. Part-time leading to full-time. Email résumé to tonyhy@gmail.com. Experience preferred.

GENERAL DENTIST NEEDED: Looking for full-time and part-time dentists for offices located in Alsip and Dolton. Must be able to perform root canals, extractions and other general dentistry. Both locations see FFS, PPO and Medicaid patients. Great opportunity for doing all aspects of general dentistry. Send résumé/inquire more info to atocd1@yahoo.com.

OPPORTUNITY AVAILABLE: Busy Clarendon Hills general dental office seeks general dentist and periodontist for excellent practice opportunity. Come increase your own growth with your patient and new patients provided by our practice. Please leave a confidential message by phoning 520.390.3960.

ASSOCIATE WANTED: Very successful, well-established general practice in western suburbs of Chicago seeks a motivated professional for full-time associateship leading to buy-in. Brand new beautiful facility, PPO/fee-for-service practice. Practice all aspects of dentistry. If you are an excellent clinician with five or more years experience looking for a career opportunity please call Debbie at 630.858.0216 or email a CV to debzmail@sbcglobal.net.

FREEPORT, IL: Midwest Dental is seeking a full-time dentist in Freeport. We offer the opportunity to lead your own clinical team while shedding the administrative and financial burdens. Our philosophy of preserving and supporting the traditional private practice setting provides a great work-life balance, excellent compensation and benefits, and unlimited opportunity for professional growth. If you possess a passion for providing quality care and are looking for a rewarding practice opportunity in Freeport, call Laurie Reardon at 715.530.4183 or email lreardon@midwest-dental.com. Visit our website at www.midwest-dental.com.

OPPORTUNITY IMMEDIATELY AVAILABLE: Full-time/part-time general dentist needed for immediate position in Chicago area all digital office. Great income potential, knowledgeable staff, organized environment. Providing comprehensive treatment: molar endo, surgical extractions, implants, and soon ortho. Some experience required. Additional full-time position available beginning of August. Email pd4614@yahoo.com.

PART-TIME GENERAL DENTIST: Located across from Lutheran General Hospital in Park Ridge. Accepts dental insurance and All Kids (formerly Kid Care). Potential to bring home \$100,000 on two-and-one-half days a week. Send résumé to parkridgedentalclinic@gmail.com.

GENERAL DENTIST: Need full-time or part-time general dentist. We accept PPO and Medicaid. Please fax your CV to 630.566.5252.

GENERAL DENTIST FULL-TIME/PART-TIME: Our busy office in Belvidere seeks full-time/part-time general dentist. Great working environment, trained staff, digital X-rays, established patient base. Potential of making \$750-\$1,500/day depending upon your ability as compensation is based on production and a guaranteed base salary. Accepting FFS/PPO/Medicaid/All Kids. Fax 630.428.2182. Email consumatedental@live.com.

ASSOCIATE NEEDED: Offices in Berwyn/Brookfield area are looking for part-time associate. PPO/Public Aid offices with digital X-rays/intraoral camera. Please send résumé to brooksmiles8908@gmail.com.

GENERAL DENTIST/ORTHODONTIST JOB opportunity: Highly successful northwest suburban state-of-the-art clinic seeks team player associate with a great attitude. Phenomenal staff support and excellent patient base. Part-time. Please email artesafamilydental@yahoo.com.

GENERAL DENTIST: Our fast-paced modern office located in far northwest suburban location seeks full-time/part-time general dentist. Friendly environment, solid patient base. Our full-time doctors on average make over \$250,000/year. Compensation based on production and minimum base salary. We need a highly motivated Dentist to work with us full-time or part-time. Fax 630.213.0685. Email precioussmilesdental@yahoo.com.

FULL-TIME DENTIST IN NORTHWEST SUBURBS needed: All digital office, high-tech facility with CAD/CAM. Expand your knowledge in a friendly environment. Not a dental chain. Good income potential. Minimum one year experience recommended. Email fdental2008@gmail.com.

DENTIST NEEDED: Young, energetic associate needed to help build practice in Joliet. Start part-time immediately and grow to full-time. Buy-in opportunity available. Call Peg or Kelly 815.741.4155.

DENTIST NEEDED: Excellent opportunity for a part-time experienced general dentist in south Naperville. Great staff and excellent working environment. Please fax your résumé to 630.978.9145.

GENERAL DENTIST: Needed for part-time position at our Elgin office. Fully digital office with great staff and friendly environment. Salary based on production with guarantee base pay. Potential for partnership. Accepting PPO/FFS/Medicaid. Fax résumé 847.701.2740 or email to smiles0889@yahoo.com.

GENERAL DENTIST OPPORTUNITY: General practice in Dolton is seeking an experienced, motivated general dentist to work Saturdays. Great staff and excellent working environment. Please email your résumé to doltondental@gmail.com.

GREAT OPPORTUNITY: Busy, established, state-of-the-art, digital office in the northwest suburbs is looking for a quality, caring, independent dentist. Full-time or part-time, with potential buy-in or buy-out. Compensation based on experience. Please fax résumé to 847.342.1999 or email info@euclidsmiles.com.

ASSOCIATE WANTED for busy state-of-the-art practice(s). West and far west suburban locations. Minimum three years experience with GPR preferred. Must be proficient in endodontics and oral surgery. Pediatric and/or orthodontic experience would be helpful in the consideration of a qualified candidate. Reply to Box J0712-P3, *CDS Review*.



SPRINGFIELD: Midwest Dental is seeking a full-time dentist in Springfield. We offer the opportunity to lead your own clinical team while shedding the administrative and financial burdens. Our philosophy of preserving and supporting the traditional private practice setting provides a great work-life balance, excellent compensation and benefits, and unlimited opportunity for professional growth. If you possess a passion for providing quality care and are looking for a rewarding practice opportunity, call Laurie Reardon at 715.530.4183 or email lreardon@midwest-dental.com. Visit our website at www.midwest-dental.com.

EXPERIENCED, PART-TIME DENTIST for Chicago office. Please fax résumé to 630.794.9162.

ASSOCIATE DENTIST: Freshworks Dental Studio is seeking a quality-oriented, compassionate dentist for an associate position. Partnership possibilities available longer term. One and one-half days a week to start; three-plus full-day potential within three-four months (includes two-three Saturdays a month). Please visit www.freshworks dental.com for more information regarding our practice. Please send résumé to career0512@freshworks dental.com.

PEDIATRIC DENTAL ASSOCIATE: Excellent opportunity for a part-time experienced pediatric dentist in south suburban Chicago. This position offers the potential for full-time associate. Great staff and excellent working environment. Please send your CV to info@everytoothcounts.com.

ASSOCIATE WANTED: Associate wanted for a busy dental practice. Two doctors and three hygienists. Practice is located 65 miles southwest of Chicago in Morris. Owner is looking to retire in two-four years. Please send résumé to Keith Jaeschke, DDS, 1545 Creek Drive, Morris, IL 60450.

ASSOCIATE DENTIST NEEDED — HOMEWOOD, Chicago South. Part-time opportunity. Must be comfortable with all areas of restorative dentistry, endo, perio and oral surgery. Compensation based on collections. Excellent practice building and buy-in opportunity. dentalconcepts@um.att.com.

PART-TIME GENERAL DENTIST: Wanted two days a week in multi-specialty office in the south suburbs. Family practice catering to adults as well as children. Must be able to formulate and sell treatment plans. Fast-paced office seeking serious candidates only. Please email résumés to appledentistry@doctor.com.

ESTABLISHED DENTAL OFFICE looking for dentist. Please fax résumé to 773.376.2736.

ORAL SURGEON NEEDED: High-quality care, multi-specialty, modern practice looking for skilled and personable OMS. Competent staff and positive environment with well-organized systems in place. Please email résumé to opportunity538@gmail.com.

ROUND LAKE: Our modern office in Round Lake Beach needs a full-time, part-time general dentist. Relaxed working environment, phenomenal staff support. Great income potential as compensation is based on production and a guaranteed base salary. Most insurances accepted. No HMOs. Paid mal-practice and vacation. We need a self-motivated doctor to join our growing team. prodentalpractice@live.com.

PART-TIME DENTIST: Flexible days for Chicago office. Please fax to 773.375.9526.

ORTHODONTIST WANTED: State-of-the-art, digital, multi-specialty dental practice is looking for an orthodontist. Excellent staff and team support. Please email your résumé to oldorcharddentalgroup@gmail.com.

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PART-TIME GENERAL DENTIST needed for two-four Saturdays a month in our beautiful and modern Oak Brook office. Proficiency in implant placement, restoration, surgical extractions and molar endo required. Fax résumé to 630.573.1300.

GENERAL DENTIST: Needed twice a month to perform surgical extractions and impacted third molars. Primarily Medicaid, some PPO and fee-for-service. Please fax your CV to 773.353.2102.

FAIRFIELD DENTAL: Associate needed for office in Round Lake. No HMO, fee-for-service, insurance PPOs, and medical card. Great staff. Email fairfielddental@att.net.

GENERAL DENTIST: Full- or part-time dentist needed to work in our state-of-the-art dental practice located in the southwest suburbs of Chicago. We offer excellent work environment and great income potential. Fax your résumé to 630.596.5019 or email to applydds@gmail.com.

GENERAL DENTIST: MERRILLVILLE, IN. Newly remodeled office looking for associate, pay 32 percent of collections 50/50 lab two-three days per week. Leading to partnership after trial period. Will produce 700-1,000,000 will collect approximately 50 percent net. dentistryone@yahoo.com.

ORAL SURGEON/PERIODONTIST WANTED to place implants for large general practice in Bolingbrook one-two days a month. Flexible schedule. Send résumé to 630.626.1075 or adhcltd@sbcglobal.net.

PERIODONTIST: Looking for immediate hire for an experienced periodontist to work in a well-established dental practice once a week. Please forward your résumés to drtoothie21@yahoo.com.

ORTHODONTIST: Wanted orthodontist for a fast-growing practice in Chicago. Excellent support staff. Please call 630.788.6244 or email sreddy@3020dental.com.

PART-TIME/FULL-TIME DENTISTS NEEDED for Chicago area dental clinics. Convenient locations from the city. Base salary and percentage of productivity. Good supporting staff. Work comfortably while making \$200,000 annually. Patients base and fairly new dental equipment. For foreign-trained dentists, we can sponsor visa status change and permanent residency. Please email résumé to aqel4@msn.com.

DENTIST: Good with children. Part-time. Please call 773.375.2433.

ALL DENTAL SPECIALISTS: Merrillville, IN. Office expanding looking for all dental specialists oral surgeon, perio, ortho and pedo. 45 percent of collections, flexible hours. dentistryone@yahoo.com.

CHICAGO OFFICE: Associate needed for Saturdays and Wednesdays for north side Chicago office. Great staff. Email lawrencedental@ameritech.net.

ORTHODONTIST: Orthodontist needed two-three days per week in a large, fully digital, group practice in the far northern suburbs. Please email your inquiry or résumé to afd_business@tds.net.

ORAL SURGEON NEEDED for busy multi-specialty Naperville office. PPO/FFS, state-of-the-art office. Needed for one or two days a month. Please email CV to drsud.dds@gmail.com. Visit www.woodlakefamilydental.com.

ROCKFORD — GENERAL DENTIST: I do mainly cosmetic dentistry. I refer endo and extractions just about every day. Another dentist could build a practice on what I refer. I have four ops, full lab, and sterilization area, digital X-ray in each treatment room, a computerized Dentrix system, reception room. At the reception desk, one station for appointments, another separate station for finances. There are three assistants and a dental hygienist. Twice a year we offer a 10-week program for dental assistants at our state-certified school. This is a wonderful opportunity for a dentist who wants to practice in Rockford. Email to elsieandal5@aol.com. Come to associate with this practice. No cash buy is necessary.

GENERAL DENTIST NEEDED: North side Chicago. Daily minimum based on qualifications and collections bonus. Willing to consider a new grad. Any two days per week to start. Contact dentalrich@gmail.com.

FULL-TIME/PART-TIME DENTISTS NEEDED: Looking to hire full-time and part-time general dentists in Alsip (part-time) and Dolton (full-time). Both locations see FFS, PPO, and Medicaid patients. Must be proficient with all general dentistry, extractions and molar root canals. Compensation is based on monthly collections. Computerized offices with digital X-rays. Send résumé to atocd1@yahoo.com.

ASSOCIATE GENERAL DENTIST: Needed two days/week for Austin/Belmont area in Chicago. Afternoon hours. No HMO. Polish or Spanish speaking a plus. Send résumé to logzgo@gmail.com.

ORTHODONTIST OPPORTUNITY: Wonderful opportunity for an orthodontist in Chicago. Great benefits. (No assistants, please). Email curriculum vitae to dhammert2000@yahoo.com.

ORAL SURGEON OPPORTUNITY: Wonderful opportunity for an oral surgeon in Chicago. Great benefits. (No assistants, please). Email curriculum vitae to dhammert2000@yahoo.com.

OMFS WANTED for state-of-the-art, multi-specialty office in the western suburbs of Chicago. Ops can be modified according to needs. All materials to be provided. Please fax to 630.585.6107 or email abelani9@yahoo.com.

GENERAL DENTIST NEEDED PART-TIME Mondays and Fridays (with a potential to become full-time) for a Chicago practice. Excellent income potential. Self-motivated. Should be comfortable with extractions. Contact Shawn, 224.678.3511, dhccltd@yahoo.com.

GENERAL DENTIST WANTED: For full-time associateship position in state-of-the-art, west suburban dental office. High quality, private practice setting. Non-corporate, no production quotas, good compensation. Email belani12@aol.com or fax 630.859.8684.

ORAL SURGEON: Established multi-specialty group practice in northern Illinois looking for an oral-maxillofacial surgeon. Practice your profession without the day-to-day headaches. Hours/days are negotiable. Contact Carol at 815.397.4280 ext. 110 or admin@rockforddental.net.

GENERAL DENTIST WANTED: Looking for a part-time general dentist for two-three days a week. Fully equipped offices with staff. Competitive compensation for qualified candidates. Please email drsharma@atooth.com.

PART-TIME PEDODONTIST AND ORTHODONTIST: Wanted pedodontist and orthodontist for a fast-growing practice in Chicago. Flexible days and schedule. Friendly staff and excellent patient base. Email résumés to dentalwish@hotmail.com.

FULL-TIME/PART-TIME EXPERIENCED orthodontic assistant needed in Chicago office location. Treating children of all ages and adults. Experience is a must. Please email your résumé to aqel4@msn.com.

GENERAL DENTIST WANTED: Five operatories located in Belvidere (east of Rockford). Accepts dental insurance and All Kids. General dentistry including implants and orthodontics. New graduates welcome. Send résumé belvideredental@gmail.com.

PEDIATRIC DENTIST AND ORTHODONTIST: Wanted a pediatric dentist and orthodontist for a fast growing practice in western suburbs. Flexible days and schedule. Excellent support staff. Email smile4us96@gmail.com.

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LOOKING TO BUY A LARGE PRACTICE: 6-12 ops, any area of the city. HMO/Medicaid is fine. Email 5sbcxe@gmail.com with info.

GP TO PURCHASE/BUY-IN: General dentist with integrative, holistic mindset, seeking practice to buy-in or purchase. Great personality, driven by quality patient care and attention. Please contact the2thdds@gmail.com, 773.270.0037.

LOOKING TO PURCHASE: Looking to purchase an existing practice on the north side of Chicago. Great personality, driven by quality patient care and attention. Please contact me at vasytbar@gmail.com or 773.968.9864.

LOOKING TO PURCHASE: Looking to purchase an existing practice or even just your build-out with existing equipment on the North Shore/Down-town/north suburbs. I have outgrown my current office and seek larger quarters right away. Email greatskokiedentist@sbcglobal.net or call 847.902.8906.

For Sale by Owner

DENTAL OFFICE FOR SALE PARK RIDGE: Landings professional building. Two ops, 950 square feet, good location for GP or specialist. \$80,000 or best offer. Call 847.824.7117.

ESTABLISHED, 29-YEAR-OLD PRACTICE located in Midway Airport area. Options include immediate or transition buy-in/buy-out. No temporary associates. Doctor transitioning to teaching career. Call 708.424.5700 or email doctorwhy@sbcglobal.net. Visit www.yerkesdental.com.

WELL-ESTABLISHED DENTAL PRACTICE for sale in Bolingbrook: One-and-half-year-old, 1,600-square-foot office in a well-known dental location with four ops. No patients included. Specialty only. Old owner will provide referrals. Call/email Milad at 312.217.2223 or milad312@gmail.com.

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FOR SALE BY OWNER: Far southeast Chicago office for sale on main street. Three ops, single story building with private parking. Would make ideal HMO/PPO office. Collecting \$100,000 plus on 12 hours/week, all private fee-for-service. Practice and building available. Great opportunity for young dentist, or a perfect satellite. Only three other dental offices in the entire neighborhood. On busy street with bus route. Very low utilities, taxes. Contact ms_betty_22@comcast.net.

MIDWAY DENTAL PRACTICE FOR SALE: Chicago Midway Area dental practice for sale producing \$780,000/year with 55 percent overhead. PPO/FFS practice, five chair with room for more. Email chicago dentist2@gmail.com for more information.

DENTAL PRACTICE or equipment for sale. North side Chicago, two ops with X-ray. Owner retiring. Great starter. 773.728.6149.

ESTABLISHED DENTAL OFFICE FOR SALE: Established three operator, 1,000 square foot space, located in a busy shopping center in the town of Cicero. HMO/PPO/FFS/Medical card practice. Reasonable rent with lease available. Email drsharma@atooth.com.

WEST SUBURBAN: Office for sale. Four ops. Collected \$350,000 in 2011 and on pace for \$450,000 in 2012 on 9-day month. Owner financing. 630.768.4478.

AUTOMATIC X-RAY FILM PROCESSOR AT 2000 XR: Fully functional, recently in use three weeks ago. Includes film, developer, fixer solution. Model # 110-0096G1. Cell: 312.480.6686, office: 847.685.6686, email: dr.d.anasinski@gmail.com.

MT. PROSPECT PRACTICE FOR SALE: Fee-for-service. Two operatories in professional building. Established over 30 years. Low overhead. Great starter or satellite practice. Call 630.710.0345.

Miscellaneous

ORDER SCHOOL EXCUSAL FORMS FOR YOUR student-age patients. CDS sells packages of 250 blue forms at a cost of \$12.95 per package (includes shipping). All order must be prepaid. Send your check payable to Chicago Dental Society, 401 N. Michigan Ave., Suite 200, Chicago IL 60611-5585. Visa and Mastercard orders are accepted. To order by credit card, shop online at CDS.org.

For Sale by Broker

CHICAGO DENTAL BROKER: The only dental brokerage that is owned and operated by a local dentist, and represents dentists. Contact Robert Uhland at 888.688.8441 or 847.814.4149.

www.chicagodentalbroker.net.

NILES/PARK RIDGE: Turnkey office. Four ops. Very low overhead. Charts included. Owner must sell.

GURNEE: Beautifully finished out and ready to go. Equipment, leaseholds, and 350 plus patients and growing. Priced to sell.

NORTH SHORE: Fantastic office, new technology, great location and staff. \$300,000-plus collections on two days/week. Unlimited potential. Won't last long.

NILES: Start-up practice ready to go. Four ops, beautiful finish out, low rent. Doctor retiring immediately. Priced to sell.

ADS MIDWEST: Endorsed by the Illinois State Dental Society for dental practice brokerage and appraisal. Contact Peter J. Ackerman, CPA, at 312.240.9595 or www.adstransitions.com.

SELLERS NEEDED. Never has the market been stronger! Call for a consultation if you are considering a transition or sale!

SOUTHWEST SUBURB: 100% digital, beautiful office: granite, wood paneling waterfalls. \$450,000 collections — mostly FFS. All specialty referred out.

NORTH SIDE CHICAGO: Beautifully equipped digital practice in unbeatable location. Seller leaving state.

NORTH SIDE CHICAGO: Two ops, great starter. Great location: Belmont/Pulaski.

NORTH SHORE: Three ops, 100% FFS, digital. Mid-\$500,000 collections.

NORTHWEST CHICAGO NEAR O'HARE: Great starter. Two ops in a strip center on one of Chicago busiest streets. \$150,000 fee-for-service. Asking less 50% collections.

NORTHWEST SUBURB: Four ops, new build-out and equipment, digital. Desirable location. \$400,000 collections.

ROCKFORD: \$300,000 collections. Free standing building. Owner relocating out of state.

OMS: Collecting over \$1 million. Free standing building. Owner retiring.

PEDO: \$2 million, FFS. No evenings, no weekends. Seller would stay.

NEAR EVANSVILLE, IN (in southeastern IL): Grossing \$300,000.

NORTHWEST ILLINOIS: \$500,000 collections. 1,700 active patients. R/E available.

CHICAGO PRACTICE SALES: For more info on any of our practices for sale,

please contact Wendy at 773.502.6000 or email wendy@chicagopracticesales.com.

BUYERS: Can't find a practice to buy? Starting up a new office is a viable option! A busy, visible location can be built out and producing revenue in six months. Your patients, your staff, your office design. Average first year revenues between \$300k and \$600k.

OWNERS: If something happens to you, what will happen to your practice? Ask about our Dental Practice Preparedness Program. No up-front costs, brokering fees at time of sale.

ILLINOIS PRACTICES FOR SALE:

BARTLETT: Three ops. Building available for purchase. Collections: \$450,000. 100% FFS.

BELVIDERE: Three ops in a stand-alone building available for purchase. Collections: \$375,000. FFS/PPO.

CHICAGO: Under contract!

CHICAGO, MIDWAY: Two ops. Collections: \$190,000. FFS, PPO, Medicare. Building for purchase.

CICERO: Seven ops at street level. Great visibility and signage. FFS, PPO and Medicare.

ELGIN: Four ops in a stand-alone building. Collections: \$260,000. FFS and PPO.

ELMWOOD PARK: Under contract!

MT. PROSPECT: Under contract!

MT. PROSPECT: Three ops in a strip center. Collections: \$585,000. FFS, PPO, Medicare. Newer equipment and build.

MT. PROSPECT: New! Three ops in a professional center at street level. Collections: \$240,000.

Condo for sale.

NAPERVILLE: FFS and PPO patient base sale. Collections: \$235,000. Seller motivated!

ROCKFORD: New! Seven ops in a professional building. Collections: \$650,000. FFS and PPO.

WHEELING: Sold!

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DOWNTOWN CHICAGO #22134: Qualified buyer seeks to buy or merge practice/charts. All types of situations will be considered.

WESTERN SUBURBS OF CHICAGO #22135: Qualified buyer seeks practice to buy or merge. All types of situations considered.

NORTHWEST #22137: Doctor retiring from established \$550,000 production practice with growth potential.

CHICAGO #22140: Nine operatories, multi-doctor, gross receipts \$1.8 million.

NORTH CENTRAL #22141: Beautiful modern office, four operatories, gross receipts \$850,000.

WEST SUBURBS CHICAGO #22142: Well established, six operatories.

KANKAKEE COUNTY #22143: Four ops, nice location, annual gross \$250,000.

DUPAGE COUNTY #22144: Chicago, western suburbs. Very profitable, three-op practice with growth potential.

SOUTHWEST SUBURB #22145: Four ops in strip center at high-traffic intersection. Collections \$450,000.

WESTERN SUBURBS #22146: Three ops, \$500,000 plus collections, building also for sale.

SOUTHWEST SUBURBS #22147: Five-op office with good growth potential. Gross receipts \$400,000.

Services

FOR THE COMFORT of your patients: General dentist is available to work in your office, performing surgical extractions and removal of impacted third molars. Fax inquiries to 847.940.9885 or email saf62151@aol.com.

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MEETING PLACE

Dental meetings and CE opportunities

Virtual Reality Meeting

September 19

All day starting at 9 a.m. (CST)

1 hour CE credit per course

Register at <http://on.cds.org/vrm919>.

The Virtual Reality Meeting is free to CDS members and nonmembers alike.

Speakers/Topics: (to date)

- Lou Graham, DDS: Building the Ideal Hygiene/Dental Team into a Recession-proof Office (Practice Management)
- Robert Lowe, DDS: Minimally Invasive Aesthetic Dentistry (Porcelain, Indirect Composites and Prefabricated Composite Veneers)
- Gail Williamson, RDH, MS: Troubleshooting Common Image Errors (Radiology)
- Lawrence Zager, DDS: Has Dentistry Become a Subspecialty of Medicine? (Systemic Health)

Exhibitors: (to date)

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Study clubs

Central Lake County Dental Study Club

Meets third Tuesday of every month at noon, January-November, Grandma V's Pancakes, 10 E. Maple Ave., Mundelein. For information, contact Paul Showers, 847.816.3636.

Chicago Aesthetic Masters, a Hornbrook Group Study Club

Meets monthly, 6:30-8:30 p.m. at the office of Sheldon Seidman, 410 N. Michigan Ave., Suite 1014, Chicago. For information, call 312.644.4321 or email smilechicago2@aol.com.

Chicago Dental Study Club

For information, visit www.chicagodentalstudyclub.com or call Forrest Tower, 708.423.0610. Newcomers are free. Please RSVP.

Greater Evanston Dentists Association

Meets first Monday of every month, noon-1 p.m., Gio Restaurant, 1631 Chicago Ave., Evanston. For information, contact Roger Nouneh, 847.475.7754.

Uptown Dental Forum

Meets every Friday, 12:30-2 p.m., Via Veneto Restaurant, 6340 N. Lincoln Ave., Chicago. Academy of General Dentistry sponsorship approved. For information, contact Marshall Dolnick, 773.588.3880.

Waukegan Dental Study Group

Semi-monthly meeting, noon-2 p.m., Waukegan Ramada, 200 Green Bay Rd., Waukegan. For information, contact Robert Stanuch, 847.336.8080, or Ellis Neiburger, 847.244.0292.



Publicize your event

Submit your information using our online form at CDS.org or fax it to 312.836.7337.

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.

The editor reserves the right to edit material for space and style.

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- Friday, Sept. 7: DoubleTree by Hilton Hotel, Oak Brook, 9:30-11:30 a.m.
- Friday, Oct. 5: Advocate Christ Medical Center, Oak Lawn, 10 a.m.-noon



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<http://www.cmsdocs.org/events/osha-aggregator>



FINAL IMPRESSIONS

by Walter F. Lamacki, DDS

Contact Dr. Lamacki at wlamacki@aol.com.

Is the ADA House too big to fail?

The 2011 ADA House of Delegates (HOD) passed a resolution authorizing a comprehensive governance study with funding up to \$300,000. The ADA Board of Trustees (BOT) selected Westman and Associates, a firm experienced in the management issues of associations, but I think they face a daunting task.

Like our federal government the ADA has grown, somewhat willy nilly, to encompass 150 committees, councils, (the ever popular) task forces and other entities. Rumor has it that a task force, authorized in 1999 by the HOD to investigate the ADA's place in the space program, is missing somewhere near Cape Canaveral.

The financial health of the association is facing potential implosion; 37 percent of the membership is older than 55. When they reach age 65 their dues are reduced by half if they still work, and to zero if they retire. Overlaying this problem is the poor performance of ADA investments in the last decade and the diminishing market share of membership.

Accordingly, Westman has interviewed 80 ADA leaders and conducted a questionnaire survey of 700 additional leaders to elicit suggestions on how the governance of the ADA could be improved. Although their work is not complete, they have identified some promising suggestions. Among them, reducing the size of the HOD, now at 460-plus members, and the sunset review of some 150 entities.

Westman never asked me, but I have some suggestions.

Instead of reducing the size of the HOD, the governance committee should look at eliminating it! Not only is the size of the HOD unwieldy, it has been hijacked by an ultra conservative block that, like in Congress, takes no prisoners.

Further, in my opinion, the HOD has acted capriciously over the last decade by adding an average of \$1 million in spending to the budget every year; a few years ago there was exuberant delight and chortling in the House when they beat back a modest dues raise, resulting in a deficit budget. There

are just so many additions to the budget that an organization can absorb without income to support them. It reminds me of Congress voting for guns and butter and cutting taxes.

Of course, I'm kidding on the square; the HOD will never vote itself out of existence. However, I believe a smaller HOD could be more nimble and quick — let alone effective. A sizeable deliberative body is no wiser than a smaller one.

Sunsetting review of the 150 ADA governing units is an idea that has come of age. The governance committee should focus on what's vital to the association's mission; it must be doable and cost effective. We have had too many programs that seem to die with a whimper and little to show for it. Consolidating councils or even eliminating them has to be on the table. An entity for every program or activity can no longer be supported.

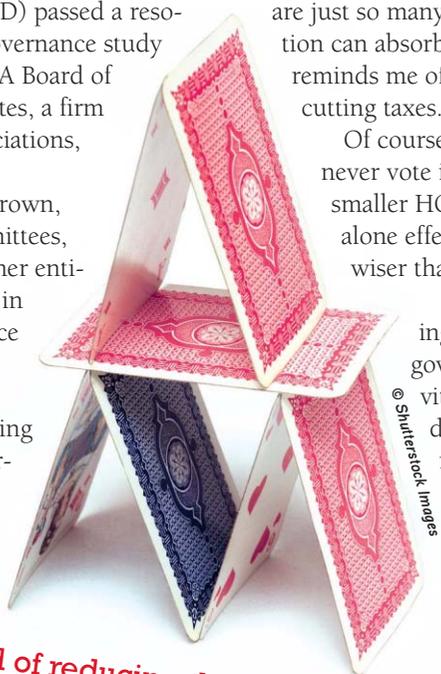
Getting back to Westman's daunting task, in 1992 the HOD authorized the BOT to spend more than \$300,000 to study the management of the ADA (see, nothing's new).

Coopers and Lybrand was selected to conduct the study. The BOT in 1994 submitted the report and proposed a package of resolutions to streamline the association based on the firm's recommendations. Not only was the study lambasted, but also every resolution was

defeated because someone's ox was being gored. Surprise, surprise: the debate was political. On the final day of the meeting, and only on reconsideration, the House passed one of the resolutions that combined three science-related councils into one.

The delegate chosen for the honor of making the motion for the adjournment of the House admonished the association, saying, "The next time we pay for a governance study we should tell the firm conducting it, 'we don't want any changes.'"

In short, we are not so big that we can't fail. There will be no Washington bailout. ■



Instead of reducing the size of the HOD, the governance committee should look at eliminating it! Not only is the size of the HOD unwieldy, it has been hijacked by an ultra conservative block that, like in Congress, takes no prisoners.



CHICAGO DENTAL SOCIETY

2012-13

MEETINGS



Chicago Dental Society Meetings

Unless otherwise noted, Regional Meetings are held Wednesdays, 9 a.m.-2:30 p.m., Drury Lane, 100 Drury Lane, Oakbrook Terrace. Regional Meetings are free to all CDS members and their auxiliaries, as well as dental hygienist members of the Illinois State Dental Society. A fee of \$250 is charged to dentists who are not ADA members. The fee may be applied to membership for the current year. Registration is not required to attend. Webinars are free to CDS members; \$30 for non-members.

Registration for Regional Meetings ends 30 minutes after the start of the program. Attendees will receive barcoded badges that capture their time of entry. Badges will be scanned at the end of the program as attendees leave. No partial credit will be issued. CE credit forms will be emailed/mailed after the meeting.

September 19: [Virtual Reality Meeting at CDS.org](#)

Building the Ideal Hygiene/Dentist Team into a
Recession-proof Office
— Lou Graham, DDS

Minimally Invasive Aesthetic Dentistry
— Robert Lowe, DDS

Troubleshooting Common Image Errors
— Gail Williamson, RDH, MS

Has Dentistry Become a Subspecialty of Medicine?
— Lawrence Zager, DDS
Register at <http://on.cds.org/vrm919>

November 7: [Regional Meeting](#)

Sleep Apnea
Brian Allman, DDS

January 9, 2013: [Regional Meeting](#)

Cosmetics
Martin Zase, DMD

April 24, 2013: [Regional Meeting](#)

Management
Suzanne Bozwell

May 15, 2013: [Webinar at CDS.org](#)

Speaker and topic TBA

November 13, 2013: [Regional Meeting](#)

Finances
William Blatchford, DDS

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Chicago Dental Society designates Regional Meetings for 5 continuing education credit hours and webinars for 1 CE credit hour.

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Englewood

Meetings are at Francesca's Vicinato, 12960 S. LaGrange Rd., Palos Park, unless otherwise noted.

Cocktails: 6 p.m.; Dinner and Program: 7 p.m. For information, contact Ammar Adam, 708.425.5290 or axa34@yahoo.com.

October 16	Staff Appreciation Night @ Ridge Country Club, 10522 S. California Ave., Chicago	
November 13	Speaker and topic TBA	
December 9	Christmas Brunch featuring Santa Claus @ Edgewood Valley Country Club, 7500 S. Willow Springs Rd., LaGrange	
January 8, 2013	Speaker and topic TBA	
March 12, 2013	Speaker and topic TBA	
April 9, 2013	Speaker and topic TBA	
May 2013	Installation of Officers	Date and location TBA
June 2013	Englewood Branch Golf Outing	

Kenwood/Hyde Park

Meetings are at Norman's Bistro, 1001 E. 43rd St., Chicago, unless otherwise noted.

Cocktails: 6:30 p.m.; Dinner: 7 p.m.; Program: 8 p.m. For information, contact Jason Grinter, 815.600.9022 or jgrinter@gmail.com.

October 2	Early Intervention, Long-term Success (pediatrics/orthodontics)	Neil Warshawsky, DDS, MS, and Marylene Vitiello, DDS
November 6	Dilemmas and Solutions: To Keep or Not To Keep (endodontics/periodontics)	De'Alvin Olguin, DDS, MS, and Jamal Flowers, DDS, MS
December 4	Teamwork for Optimal Results (prosthodontics/oral surgery)	Alexander Chan, DDS, and Cornell McCullom, DDS, MD
March 5, 2013	Tech Night: Using Cerec and Cone Beam Imaging in the Office	Ozzie Smith, DDS, and Patrick Smith, DDS
April 2, 2013	Social Media: Use It or Lose Out	Jessica Schroder, Demand Force
May 7, 2013	Installation of Officers	Location TBA

North Side

Meeting locations to be announced.

Cocktails: 6 p.m.; Dinner: 7 p.m.; Program: 8 p.m. For information, contact Jun Lim, 773.794.1299 or edgebrookperio@yahoo.com.

September 25	Understanding Legal Tools: The Key to Asset Protection and Tax Reduction	Speaker TBA
November 13	Soft Tissue Grafting	David Gaston, DDS
January 8, 2013	How We Got Here	Walter Lamacki, DDS
March 12, 2013	Cosmetic Dentistry is More Than Making White, Straight Teeth	Sheldon Seidman, DDS
May 2013	Installation of Officers	Date and location TBA

North Suburban

Meetings are at Green Acres Country Club, 916 Dundee Rd., Northbrook, unless otherwise noted.

Cocktails: 6 p.m.; Dinner: 7 p.m.; Program: 8 p.m. For information, contact Benjamin LoGiudice, 847.945.6700 or benlogiudice@sbcglobal.net.

October 9	Using Custom Abutments to Create Anatomical Crowns on Round Implants	M. Nader Sharifi, DDS, MS
November 13	ISDS Update on Statewide Issues: Legislation, Insurance and More	Greg Johnson, ISDS Executive Director
December 4	Amorphous Calcium Phosphate: The New Frontier in Biomimetic Materials	Alan Boghosian, DDS
January 8, 2013	Rebuilding Esthetics by Managing Soft and Hard Tissues	Stephen Russo, DDS, and Nadine Brodala, DDS, MS
March 12, 2013	Cone Beam Volumetric Tomography in Dentistry: A New Era in Diagnosis	Mohamed Fayad, DDS
April 2013	Installation of Officers and Dinner Dance	Location and theme TBA
May 2013	Suburban Scramble 2013: Annual Branch Golf Outing	Location TBA

Northwest Side

Meetings are at Rosewood Restaurant, 9421 W. Higgins Rd., Rosemont, unless otherwise noted.

Cocktails: 6:30 p.m.; Dinner: 7 p.m.; Program: 8 p.m. For information, contact Richard Stiles, 847.299.4811 or rstiles@gmail.com.

October 2	ISDS Update on Statewide Issues: Legislation, Insurance and More	Greg Johnson, ISDS Executive Director
November 6	Record Keeping and Essential Elements of Avoiding a Lawsuit	John M. Green, DDS, JD
December 4	Holiday Party @ Cube at Rivers Casino, 3000 S. River Rd., Des Plaines	
March 5, 2013	Clinical Diagnosis Using Cone Beam Technology	Mohamed Fayad, DDS
March 6, 2013	CPR Certification @ Holy Family Medical Center, 100 N. River Rd., Des Plaines	
April 2, 2013	Recent Advances in the Detection and Prevention of Oral Cancer (Installation of Officers)	Mark Lingen, DDS, PhD

Northwest Suburban

Meeting locations TBA.

Cocktails: 6 p.m.; Dinner: 7 p.m.; Program: 7:30 p.m. For information, contact Ahmed El-Maghraby, 847.618.5573 or aelmaghra@nch.org.

October 9	Increasing Your Practice's Value for a Transition	Bruce Lowy
November 13	Maximizing Practice Performance with Implant Dentistry	George Camp, DDS
January 8, 2013	Current Methods and Treatment Planning for Craniofacial Disorders	John Polley, MD
March 12, 2013	Esthetic Options in Implant Dentistry	Kevin Kopp, DDS
April 9, 2013	Installation of Officers @ <i>Makray Memorial Golf Club, 1010 S. Northwest Hwy., Barrington</i>	
May 2013	Suburban Scramble 2013: Annual Branch Golf Outing	

South Suburban

Meetings are at Balagio Restaurant, 17501 Dixie Hwy., Homewood, unless otherwise noted.

Cocktails: 6 p.m.; Dinner: 7 p.m.; Program: 8 p.m. For information, contact Patricia Castor, 708.849.8627 or patricia.castor@gmail.com.

October 9	Political Night	State and local representatives
November 13	Embezzlement in the Dental Practice: How to Avoid It	Elaine Pesavento, CPA
January 8, 2013	Pharmacology	Speaker TBA
March 12, 2013	Local Anesthetic Complications	Robert Bosack, DDS
April 9, 2013	Clinic Night: Soft Tissue Grafting and Root Coverage Success Stories	Megan Ratliff, DDS, MS
May 2013	Installation of Officers	Date and location TBA
June 2013	Annual Fishing Trip	Date and location TBA

West Side

Meetings are at Barclay's American Grille at The Carleton of Oak Park, 1110 Pleasant St., Oak Park, unless otherwise noted.

Cocktails: 6:15 p.m.; Dinner and Program: 7 p.m. For information, contact Frederick Orendach, 773.586.6622 or orendach@comcast.net.

September 11	Tax Strategies for the Self-employed	Kelly Clark, Bradford and Company, Inc.
October 9	Current Trends in Pharmacotherapeutics: What Works, What Doesn't and Why	Michael Gaynor, DDS, MS, RPh
November 13	A Tour of Midwestern University College of Dental Medicine <i>@ Midwestern University College of Dental Medicine, 555 31st St., Downers Grove</i>	Luann Stirek, Office of the Dean
December 11	Teeth in a Day: All-on-Four and Zygoma Implants	Sunil Sinha, DDS
January 8, 2013	Bright Ideas for General Practice	Harvey Mahler, DDS
March 12, 2013	Updates in Endodontics: Diagnosis, Procedures and Outcome Studies	Richard Munaretto, DDS
May 2013	Installation of Officers	Date and location TBA
June 2013	Annual Golf Outing	Date and location TBA

West Suburban

Meetings are at Naperville Country Club, 25W570 Chicago Ave., Naperville, unless otherwise noted.

Cocktails: 6 p.m.; Dinner: 7 p.m.; Program: 7:45 p.m. For information, contact John Milgram, 630.922.0005 or damr53@ame.com.

October 9	Laser Assisted Periodontal Therapy	Kirk Noraian, DDS, MS
November 13	Dentistry Today and Tomorrow	Lou Graham, DDS
January 15, 2013	Cosmetic Dentistry <i>@ Maggiano's Little Italy, 1847 Freedom Dr., Naperville</i>	Speaker TBA
March 12, 2013	Clinic Night: Speaker and topic TBA	
April 9, 2013	Speaker and topic TBA	
May 2013	Installation of Officers	Date and location TBA
May 23, 2013	Annual Golf Outing	Location TBA

Find branch program updates throughout the year at

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Tim Donley, DDS, MSD

Periodontal Diagnosis is now Risky Business (1 CE hour)

Jeffrey Bonk, DDS

Perception of Beautiful Dentistry (1 CE hour)

Douglas Kerr, DMD

Yikes! There's a Child in the Operatory (1 CE hour)

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