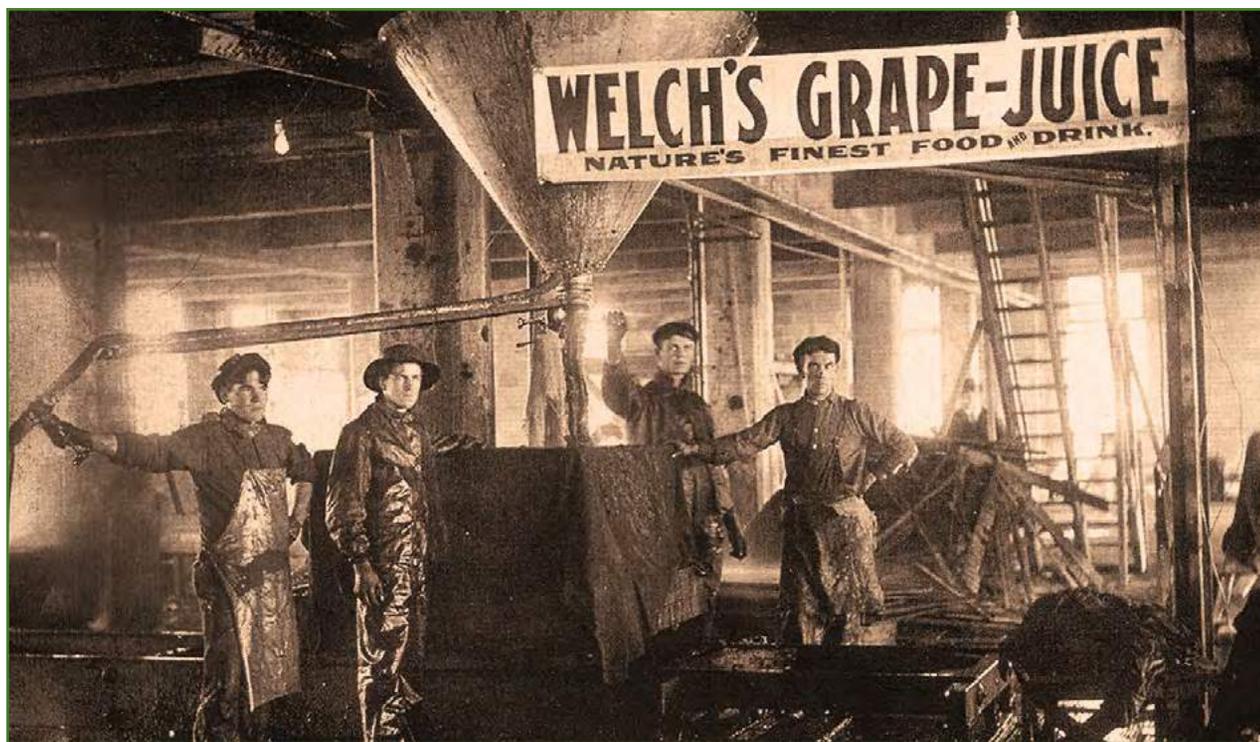


NYSDA

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news



In the 19th century, Welch's Grape Juice was "the national drink," touted for its purported many health benefits.

Dentistry, Religion and Grape Juice

Dr. Thomas B. Welch was the embodiment of all three disparate pursuits.

William J. Maloney, D.D.S.; Laurie Fleisher, D.M.D., C.A.G.S.

When one sees Welch's grape juice on the shelves of grocery stores in America, the brand's connection to dentistry and religion probably never enters the mind. However, dentistry, religion and the popular beverage are forever linked through a dentist born in Glastonbury, England, on Dec. 31, 1825.

Thomas B. Welch emigrated to America with his parents when he was 12 years old. In 1852, he graduated from the New York Central Medical College in Syracuse. After practicing medicine in Penn Yan, NY, for three years Dr. Welch entered into a dental apprenticeship under the tutelage of Dr. Foster, a practicing dentist in Watertown, NY. Dr. Welch then moved to Minnesota, where he practiced dentistry for a year before returning East and settling in Vineland, NJ.

Dr. Welch went on to have a remarkable and distinguished career in dentistry, with private practices both in Vineland and Philadelphia, PA. Despite his many accomplishments in the dental profession, however, Dr. Welch would be most remembered for his contributions to his religion and for the grape juice that bears his name.

Dr. Welch was a prominent and prolific dental journalist. He was an editor of "Items of Interest" for 17 years, and was later the editor of "Welch's Monthly," a publication that subsequently became known as the "Dental Brief." He continued in this editorial position until poor health forced him to resign in 1899.¹ While editor, Welch strongly condemned the use of extraneous words in writing, profanity, and the consumption of tobacco and alcohol, practices he often denounced in his dental journals.²

And he founded the Welch's Dental Supply Co. in Philadelphia with his son, Charles, who was also a dentist. His dental materials and products, which included improved forms of amalgam and dental cement that he developed, were commercial successes.³

But Welch was dedicated not only to dentistry; he was also extremely religious. Prior to embarking on his career in medicine and dentistry, he had hoped to become a minister. He joined the Wesleyan Methodist Connexion, which was opposed to the production, distribution and use of alcohol. He graduated from the Gouverneur Wesleyan Seminary two years later. His time

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Dear Capitol Club Colleagues:

ON BEHALF of the EDPAC Board of Directors, I want to recognize our Capitol Club contributors and thank them for their generous contributions to the 2016 EDPAC Capitol Club.

It is because of their support that dentists have a strong voice in Albany, heard by both the Governor and the Legislature. It is gratifying to know that we can count on them to ensure that our presence remains solid and the profession is able to withstand the many challenges it faces today and in the future.

The list of 2016 Capitol Club members (as of December 5) appears beginning on page 4 of this issue of the *NYSDA News*. Again, thank you for all your support.

Sincerely,

Joel M. Friedman, DDS
EDPAC Chairman

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Dentistry, Religion and Grape Juice *continued from page 1*

as a minister, albeit very successful, was brought to an end when he developed difficulty speaking.⁴ He was subsequently elected to be a communion steward by his religious community. The alcoholic wine commonly used in communion presented a quandary for Welch, who would not even lay his hands upon the chalice that contained the wine.

Fortunately, Welch's innovativeness was not limited to dentistry. He turned to Louis Pasteur's revolutionary techniques and principles, and applied them to the production of grape juice. By 1859, Dr. Welch had perfected in his kitchen a juice pasteurization process. He began selling the unfermented, alcohol-free product to churches as "Dr. Welch's Unfermented Wine." After four years of trying to sell the product and failing to develop a following for it, Welch gave up on the idea. Two years later, his son Charles encouraged him to again start producing the alcohol-free substitute for communion. This time, he marketed the drink beyond the church. He brought Welch's Grape Juice to the 1893 Chicago World's Fair, where he offered samples of what he proclaimed was a health tonic with medicinal uses.⁵ The popularity of Welch's Grape Juice continued to grow and is now enjoyed globally.

Welch's Grape Juice was produced in Vineland until 1896, when its production was moved to Westfield,

NY, and later to Concord, MA.⁵ And it all came about as a result of the work and religious dedication of dentist Dr. Thomas B. Welch. ☚

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Dr. Fleisher is director of urgent care and clinical assistant professor, Department of Cariology and Comprehensive Care, Department of Endodontics, New York University College of Dentistry, New York, NY.

ADA Installs Top Elected Officers



Gary Roberts

GARY L. ROBERTS, D.D.S., a general dentist in Shreveport, LA, was installed as the 153rd president of the American Dental Association in October during the annual meeting of the ADA House of Delegates in Denver, CO.

At that same meeting, Joseph P. Crowley, D.D.S., a general dentist practicing in Cincinnati, OH, was elected and installed as ADA President-Elect. He is in line to become president in 2017.



Joseph Crowley

Dr. Roberts was 12th District Trustee to the ADA House, a member of the ADA Council on Ethics,

Bylaws and Judicial Affairs, Council on Government Affairs and chair of the Committee on Budget and Finance. He received his dental degree from Baylor College of Dentistry. Dr. Crowley was Seventh District Trustee to the ADA House and chair of the Council on Government Affairs. He is a graduate of The Ohio State University College of Dentistry. ☚



On hand for ribbon cutting marking official opening of Touro College of Dental Medicine are, from left: NYSDA President Richard Andolina; ADA President Carol Gomez Summerhays; Touro Founding Dean Jay P. Goldsmith; NYSDA Executive Director Mark Feldman; Ninth District President-Elect Mary Ellen Lukaswitz; Touro Senior Associate Dean Ronnie Meyers; Edward Feinberg, Ninth District.

Touro College is Officially Opened

TOURO COLLEGE of Dental Medicine in Valhalla, Westchester County, had its official unveiling in September, an event that attracted quite a few notables, among them, a state senator, county executive and, of course, national and state dental leaders.

The first new dental school in New York State in nearly 50 years, Touro welcomed its inaugural class of 111 students in July. The school is located on Touro's New York Medical College campus and is known officially as Touro College of Dental Medicine at New York Medical College.

The school's founding dean, Jay P. Goldsmith, D.M.D., and other administrators have high hopes that Touro will play a major role in stemming an anticipated shortage of dentists in coming years and in providing relief to countless New Yorkers currently having difficulty accessing oral health care. It proposes to do this, in part, by expanding dental programs and increasing the recruitment of students of diverse backgrounds into these programs.

Information about Touro College of Dental Medicine can be found at TouroCDM@NYMC.edu. ☚

Annual Gathering to Review Political Action

Photos by Mark Bauman, DDS



On hand for presentation of \$1,000 contribution to EDPAC from New York State Association of Endodontists are, from left: NYSDA Executive Director Mark Feldman; EDPAC Treasurer Joseph Caruso; Maria Maranga, past president, endodontists association; ADA Trustee Chad Gehani; Nassau County EDPAC Component Chair Albert Granger. This is endodontists' fifth contribution in as many years to EDPAC.



Joel Friedman, center, chair, Empire Dental Political Action Committee, receives \$5,000 contribution made to EDPAC by Second District Dental Society and presented by SDDS Component Chair Raymond Flagiello, right. EDPAC Board member Steven Gouardes is at left. This is fourth \$5,000 contribution SDDS has made to EDPAC.



Involved in proceedings at EDPAC Annual Meeting are, from left: Nancy Mo, Columbia College of Dental Medicine, ASDA District II Advocacy Coordinator; James Soltys, Seventh District, and David Shipper, New York County, at-large Board members. Meeting in November took place at New York Marriott East Side, New York City.

Dealing with Death in the Dental Family

Dental widows soon discover there are no easy answers to deciding what to do and when. However, there are key actions they can take to help ease them into a comfort zone.

Karen C. Altfest, Ph.D., CFP

THIS ARTICLE DOCUMENTS serious actions for widows to consider when the time is right for them. In addition to these key actions, dental widows face an extra short-term responsibility: making decisions about how to maximize the value of the practice.

Widows tell me their bereavement groups do not cover how they can live in the future. Finances are rarely discussed. At Altfest Personal Wealth Management, we unite widows' emotional and financial circumstances, so that women can choose the right path for their situation.

Key Action 1: Slow Down

As a recent widow, you may experience disorienting feelings at various times and may not be aware of emotional highs and lows. Others may notice inconsistent emotions before you do. If your mood changes frequently, it may be unsettling to you and to those around you. Take it as a sign that your body and mind are aware of changes and are telling you to slow down. You may not be as ready to take on new challenges or resume usual activities as you thought you were.

Key Action 2: Face Some Decisions Early On

Ignore common wisdom that encourages widows not to take action for a year; bills have to be paid. Some things cannot wait. Take care of those things that require immediate attention, and get help from loved ones or professionals—your financial planner, accountant and attorney—in making early decisions. Try to postpone other decisions until you are clear-headed. Use this time to learn where things are and to be sure you have an emergency fund—ready cash—to take care of your short-term needs. Dental widows face a rapid decline in value of the dental practice when they wait too long to sell. Speak to someone knowledgeable about sales and the tax implications of selling or closing the practice sooner rather than later.

Key Action 3: Take Legal and Financial Steps

Meet with professionals and consider whether you need an updated will, retitled accounts in your own name or new beneficiaries for your retirement accounts. You will need certificates of death and letters of testamentary to access some accounts. Funeral homes may provide these documents; ask your attorney to advise you. Note that some brokerages where you hold your investment assets have their own forms.

Key Action 4: Rely on Friends and Relatives

Learn to accept help when it is offered. This is a good time to tell people how they can really help you, by providing emotional support, lending a sympathetic

ear, or accompanying you to medical, legal and financial appointments. It's a sign of strength to know when to speak up and ask for the help you need. A second set of eyes to look over an agreement, or a second set of ears to listen to a new idea, could be a better use of good intentions than another night out at a restaurant.

Key Action 5: Postpone Irreversible Changes until You are Ready

After two years of not looking at the portfolio her husband had monitored, a widow told me, "Doing nothing is a decision in itself." While some widows are eager to change their lifestyle, their portfolio, their friends or their habits, it is best to take a deep breath, think things through from all angles and not take on too much. When you are ready, make choices that are comfortable for you that can be changed later on. Watch out for new initiatives that are difficult to reverse, such as new homes, locations and jobs that uproot you permanently. That goes for forming new friendships too quickly as well. Always ask for a second opinion from those you trust.

Key Action 6: Decide What to Keep and What to Change

You will likely want to make things your own. For example, do you want tickets to sporting events, as your spouse did, or would you prefer a subscription to the ballet? Do you want to invest the way your husband did? Do you want to see some friends more often and others less? It is all up to you. After a pause in which you don't make permanent changes, decide what truly feels like it fits you now. While you did not seek out this major life change, you should ease into a comfort zone that is right for your new lifestyle going forward. ☘

Karen C. Altfest, Ph.D., CFP, is principal advisor at Altfest Personal Wealth Management, a NYSDA-endorsed vendor in New York City. She often advises women and widows on their financial choices. She can be reached at Inquiry@Altfest.com.

FIND OUT MORE

Altfest Personal Wealth Management and NYSDA are offering a complimentary service to dentists' widows and widowers. This service can help make smart financial decisions at a time of uncertainty, to avoid mistakes, and to simplify things. For more information about the NYSDA Survivors Financial Roadmap or for a link to a podcast Karen Altfest participated in with The Wall Street Journal about widows' concerns, contact Reza Rezvi at rrezvi@altfest.com, or (212) 406-0850.

A Year-End Salute to our EDPAC Boosters

As we close out 2016, NYSDA says thank you to all its members and supporters who made an extra, voluntary contribution to the Empire Dental Political Action Committee (EDPAC) as of Dec. 5. Each has earned a place at the Liberty Level (contribution of \$500 or more), on the EDPAC Honor Roll (\$250 or more), and/or in the EDPAC Capitol Club (\$100 or more). Their names are listed here.



LIBERTY LEVEL

Andolina, Richard (07)
Aslani-Breit, Maria (07)
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Help Your Patients Get the Care They Need Sooner



Patients were recently surveyed and asked about recommendations for treatment from their dentists:

- 60% of patients surveyed indicated care was an absolute necessity
- These patients, however, took an average of 69.8 days to make a decision when treatment required an out-of-pocket investment

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Farrell, Timothy (06)
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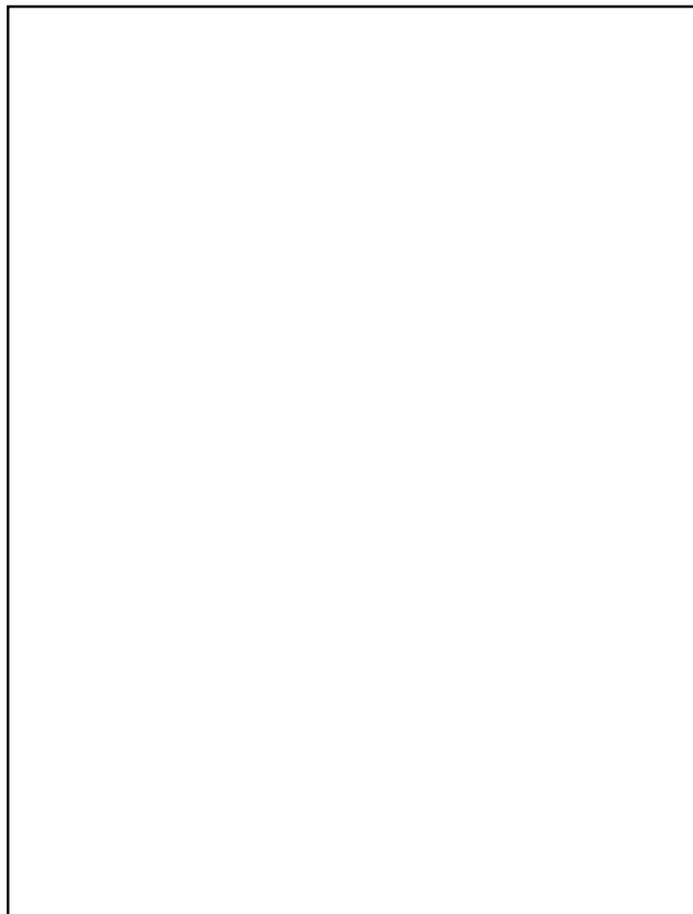
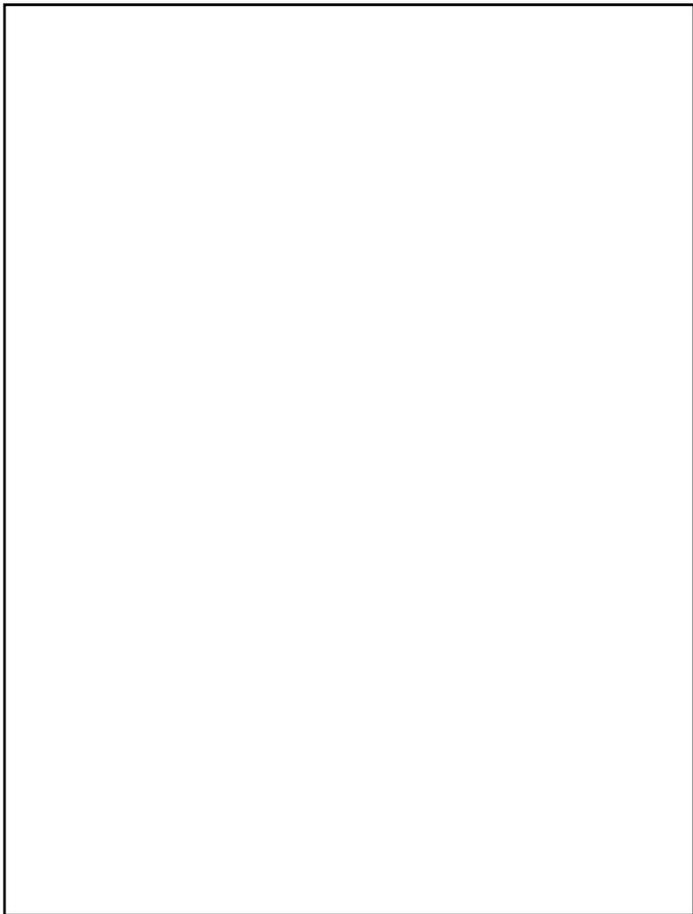
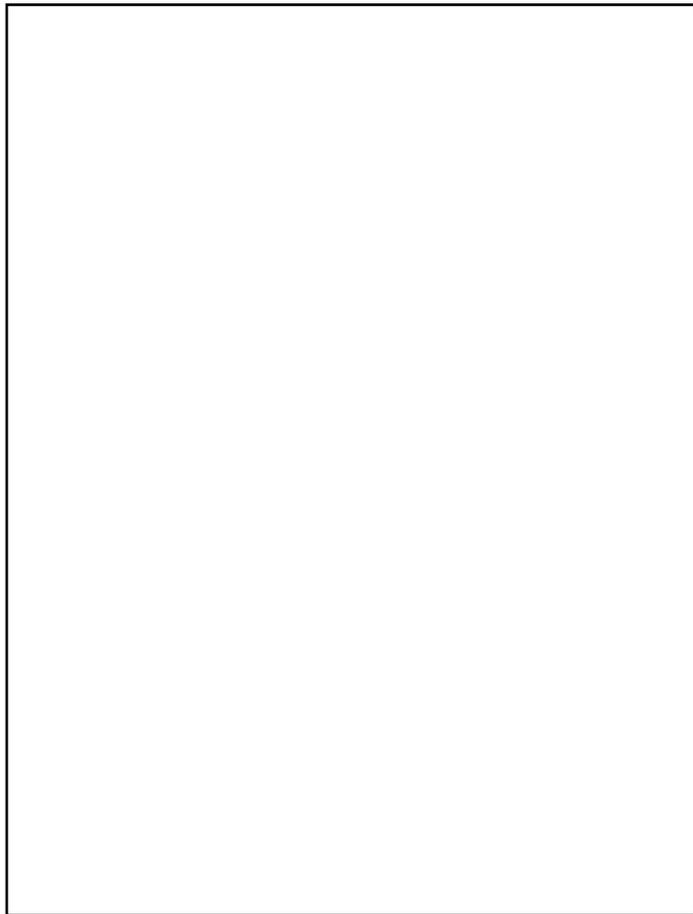
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Warshaw, Andrew (02)
Weiler, Richard (09)
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Weinstein, Sol (07)
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Wheeler, Meghan (07)
Wilk, Robert (09)
Winslow, Brian (07)
Wolfgang, Lawrence (08)
Wolpert, Fred (04)
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Worth, Ronald (09)
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Yellin, Bonnie (S)
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CLASSIFIEDS

FOR SALE

BROOKLYN: Excellent opportunity to purchase 40-year-old practice for well below market price due to health reasons. Great location. 925 square feet; 2 ops with room for third. Bus and subway on corner. 10-year lease; very low overhead. Part time (15-20 hours) for last 4 years. Grossing \$200K part time; asking \$50K. Immediate transfer; motivated seller. Call Dr. Steve at (516) 982-9206; or email: jackofdiamonds31@aol.com.

QUEENS: Busy, well-established, computerized Endodontic practice for sale. 4 fully equipped operatories; microscope. Owner planning retirement; will stay for smooth transition. Solid referral base; highly populated area. Excellent growth potential. Ideal for one or two energetic endodontists. Inquiries to: endooffice@optonline.net.

MARYLAND, DC, VIRGINIA SALES: No buyer's fees. Glen Burnie, MD – 4 ops, retiring Grossing \$250K part time. Bethesda – 2 ops with room for 3, restorative, part time. Retiring. Salisbury, MD – Pediatric specialty grossing \$1.7M. High net income. Call Polcari Associates for more information: (800) 544-1297; or email: info@polcariassociates.com.

MID-HUDSON VALLEY: Adult restorative practice. Well-established for 28 years. Emphasis on cosmetic and implant dentistry. Modern, 1,800-square-foot, 4-operator office with AAA location. Paperless, digital; 100% FFS. Revenue consistently \$800K on 21 patient hours/week with 8-10 weeks vacation annually. Easy transfer; owner can stay on; experienced staff. 15 minutes to Poughkeepsie, Newburgh or Kingston. Real estate available. No brokers. Letters of interest via email to: ddspractice@aol.com.

SYRACUSE SUBURB: General practice in wonderful location. 7,282-square-foot professional building on 1.2-acre corner lot. Rental space; plenty of parking; 2 operatories, expandable. Dedicated staff. Easy Dental software. Owner can stay if needed. Practice and building \$375K. Contact Henry Schein Professional Practice Transitions Consultant Donna Bambrick: (315) 430-0643; or email: donna.bambrick@henryschein.com. #NY168.

LAKE GEORGE/ADIRONDACKS: Busy fee-for-service general practice. Great practice in small town; lots of outdoor activities. Dentrax, fully digital, up-to-date equipment; great staff. Growing population of baby boomers. Contact Henry Schein Professional Practice Transitions Consultant Donna Bambrick: (315) 430-0643; or email: donna.bambrick@henryschein.com. #NY172.

MIDTOWN MANHATTAN: FFS established solo general practice. Grossing \$784K with 3 treatment rooms – 2 functional and 1 plumbed. Includes digital X-ray. Clean and elegant office just under 1,000 square feet in high-demand location. Contact Henry Schein Professional Practice Transitions Consultant Michael Apalucci: (718) 213-9386; or email: Michael.apalucci@henryschein.com. #NY179.

WESTCHESTER COUNTY: Well-established oral surgery practice in excellent community. 2 ops in just under 1,000 square feet. Close to parkways, Metro North and public transportation. FFS with insurances also accepted. Contact Henry Schein Professional Practice Transitions Consultant Michael Apalucci: (718) 213-9386; or email: Michael.apalucci@henryschein.com. #NY150.

SYRACUSE: West side. Opportunity knocking to view patient-centered, well-established general practice. Experienced, well-trained staff, utilizing Dentrax in 8 well-equipped ops, complete with digital. Gross receipts \$1.6M. Contact Henry Schein Professional Practice Transitions Consultant Donna Bambrick: (315) 430-0643; or email: donna.bambrick@henryschein.com. #NY159.

SYRACUSE: Northwest side. General practice in retail location. 5 furnished ops + 1, 3 offices, in-house lab, digital radiography, Eaglesoft. In-house denture lab produces full line of removable partials. FFS that participates with many insurance plans. Quality associates and staff would like to remain. Contact Henry Schein Professional Practice Transitions Consultant Donna Bambrick: (315) 430-0643; or email: donna.bambrick@henryschein.com. #NY177.

CAPITAL REGION: 100% FFS family practice with healthy finances. 4-operator practice, equipped with digital X-rays and practice management software. Real estate to lease or purchase. Uniquely located. Doctor willing to stay for transition. Contact Henry Schein Professional Practice Transitions Consultant E. Scott Weinberger: (518) 512-9988; or email: escott.weinberger@henryschein.com. #NY144.

SYRACUSE: Western suburb. Practice nestled in great village. Priced to go. FFS; 3 days/week. Gross revenue \$450K in 2015. Potential for 5-day week outstanding. Practice and building \$450K. Doctor ready to retire. Building for sale with rental income. 4-op practice and superior staff. Contact Henry Schein Professional Practice Transitions Consultant Donna Bambrick: (315) 430-0643; or email: donna.bambrick@henryschein.com. #NY148.

FAIRFIELD COUNTY, CT: High quality general practice. Nicely appointed with digital X-rays, intraoral camera and 4 fully equipped ops. Plumbed for 5 rooms. Rare opportunity that will not last long. Contact Henry Schein Professional Practice Transitions Consultant Tyler Russell: (617) 447-8760; or email: tyler.russell@henryschein.com. #CT129

PARAGON Practice Opportunities

"We Put the SUCCESS in SUCCESSION"

BUFFALO: \$185K/year, excellent merger/satellite/semi-startup.

ROCHESTER: \$145K/year, great merger opportunity. SOLD.

WAYNE COUNTY: \$190K/year, great merger opportunity. SOLD.

ITHACA: \$1.4M/year, 6 ops, 32 new patients/month and no PPOs.

SUFFOLK: \$300K/year part time. SALE PENDING.

BROOKLYN: \$400K/year, 4 fully digital ops. Beautiful facility.

SOUTHERN NASSAU: \$350K/year, perfect merger. SALE PENDING.

SOUTHERN NASSAU: \$700K, fully computerized and digital.

MIDTOWN MANHATTAN: Ortho. \$600K/year; ideal merger or satellite.

EASTERN SUFFOLK: \$625K year on 3 days/week.

EASTERN SUFFOLK: \$1.4M/year, 8 ops.

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FEATURED CLEMENS GROUP LISTINGS

BRONX: Desirable locale. Grossing \$1M+. Long-established, visible storefront location. 6-chair office; good lease. Office run with little onsite management. Perfect for experienced operator who will focus on this money maker, which can easily do 50% more.

N.Y.C.: Outer Boroughs. Pedo/Ortho practice grossing \$1.3M. Well-established, modern office in attractive, owner building. Good patient balance between insurance and private. Building for sale or lease and is expandable.

CENTRAL WESTCHESTER COUNTY: Grossing \$1.4M. 5 chairs; prime street-level location; run primarily absentee. Excellent lease. 2 FT hygienists. Mostly PPO.

DUTCHESS COUNTY: Grossing \$928K. 5-chair, high-tech office with well-established, large, patient base. FFS; conservative treatment. Endo, perio, surgery and ortho referred out. Nets over \$400K. Earn \$275K after debt service. The real thing; rare find. Asking \$750K.

COLUMBIA COUNTY: Grossing \$1.4M. Long-established. 6 chairs; 80 new patients/month. No marketing, insurance and cash. Nets \$525K. 2 FT hygienists. Booked 3 months. Organized, long-term staff. Great volume; can easily increase 50%. Owner highly motivated. Asking \$725K for this gold mine.

NASSAU COUNTY: Grossing \$172K. 3 chairs; PPO; great location. Charts have plenty of work to be done. All specialty referred out. Owner building with income available for rent or sale. Asking \$125K for practice.

NASSAU COUNTY: Five Towns. Grossing \$275K. Long-established, part-time office with 2 chairs. Mostly good insurance; specialty referred out. Reasonable rent. Motivated seller. Plant needs upgrading. Practice operating way below potential. Professional building with onsite parking.

EAST SUFFOLK: Grossing \$800K. Well-established. 5 chairs; insurance-oriented. Owner building for rent or sale. Great location on main road; growing area. Unlimited potential.

NORTH FORK: Pure opportunity. Grossing \$284K. Long established with great patients and quality reputation. Conservative treatment; referring out endo, perio and surgery (approximately 25 per month). All FFS; accepts limited new patients. Perfect starter or second office for enhanced income, lifestyle and growth. Asking only \$145K. Practice opportunity will change your life.

Contact The Clemens Group for more information at (212) 370-1169; or visit us online at: www.theclemensgroup.com.

NORTHERN WESTCHESTER: 6 operatories; 2,200 square feet. Fee-for-service practice doing general dentistry and higher-end procedures. Grossing \$745K. Doctor is available to stay part time or retire after transition. Contact Henry Schein Professional Practice Transitions Consultant Michael Apalucci: (718) 213-9386; or email: Michael.apalucci@henryschein.com. #NY167.

SYRACUSE: Eastern Suburb. General practice. 4 ops with A-Dec equipment, Dentrax, digital. Stand-alone building with plenty of parking also for sale. FFS and insurance mix. Located near main highways. Contact Henry Schein Professional Practice Transitions Consultant Donna Bambrick: (315) 430-0643; or email: donna.bambrick@henryschein.com. #NY190.

WESTERN, NY: Newly renovated, well-established family practice. Up-to-date practice management software and fully digital; FFS; 32-hour week. 4 spacious operatories, providing diagnostic and restorative oral care. 1,980 square feet, ample parking. Gross receipts \$470K. Contact Henry Schein Professional Practice Transitions Consultant Donna Bambrick: (315) 430-0643; or email: donna.bambrick@henryschein.com. #NY191.

DELAWARE COUNTY: Beautiful office in village location; all digital; 6 treatment rooms. Solid team with all systems in place. Building with income apartment. Turn-key operation. Contact Henry Schein Professional Practice Transitions Consultant Donna Bambrick: (315) 430-0643; or email: donna.bambrick@henryschein.com. #NY189.

SUFFOLK COUNTY: Immaculate, part-time general practice with emphasis on high-end restoration. 100% FFS. Grossing \$775K. 4 ops in 1,144-square-foot condo. Real estate available. Contact Henry Schein Professional Practice Transitions Consultant Michael Apalucci: (718) 213-9386; or email: Michael.apalucci@henryschein.com. #NY182.

DUTCHESS COUNTY: Amazing, patient-centered general practice grossing \$1.95M in 2,200-square-foot-office. Strong hygiene; fully digitized. 6 ops, plus 2 additional for expansion. PPO and FFS. Contact Henry Schein Professional Practice Transitions Consultant Michael Apalucci: (718) 213-9386; or email: Michael.apalucci@henryschein.com. #NY193.

ORANGE COUNTY: High-quality, diversified, private general practice in terrific hometown setting. 5-ops and family-oriented patient base. Combination of FFS and high-end insurances generating \$1.65M. Contact Henry Schein Professional Practice Transitions Consultant Michael Apalucci: (718) 213-9386; or email: Michael.apalucci@henryschein.com. #NY195.

WESTCHESTER COUNTY: Mature, family practice with 4 treatment rooms, digital pan, sensors. Very loyal patient base. 70% PPO; 20% traditional insurance; 10% FFS, with no Medicaid. Predominately restorative/prosthetic practice. Contact Henry Schein Professional Practice Transitions Consultant Tyler Russell: (617) 447-8760; or email: tyler.russell@henryschein.com. #NY194.

CAPITAL DISTRICT: Prime location. 100% FFS practice. Exceptional visibility from very busy thoroughfare with ample off-street parking. \$610K gross. 4 ops; digital X-rays, Easy Dental. Prime real estate also for sale. Contact Henry Schein Professional Practice Transitions Consultant E. Scott Weinberger: (518) 512-9988; or email: escott.weinberger@henryschein.com. #NY188.

CAPITAL DISTRICT: General practice grossing \$680K on 3.5 days/week. Four ops; computerized; digital X-rays; Pan/Ceph machine. Hoya hard tissue laser, piezotome, Odyssey laser. Modern, fee-for-service practice on major road with street traffic, off-street parking. Building available. Email: 1025dmd@verizon.net.

SYRACUSE SUBURB: Motivated doctor retiring. Digital, CEREC, laser. \$500K collections on 4-day week. Asking \$299K. Great established practice with consistent growth. Prime real estate available. Inquiries to: syracusedentaloffice@gmail.com.

QUEENS: Modern, computerized, 4-chair dental office for sale. Highly populated area; ideal growth potential. Across from middle school. Ideal for orthodontist, pedodontist group or dentists who want larger office. Inquiries to: office4sale@optonline.net.

GREENWICH VILLAGE: Modern dental office for sale by owner in heart of Greenwich Village Manhattan. Great location. Ground floor with separate entry. 2 chairs; fully renovated and equipped. Start working right now. New, low 10-year lease. Without patients. Started from scratch 5 years ago, we gained 3,000 patients in first 2 years. Yearly production \$1M+. Inquiries to: (646) 932-3503; or email: gene.brayman@gmail.com.

SYRACUSE SUBURB: Selling practice and real estate in southeast Syracuse suburb with Fayetteville/Manlius schools. Beautiful historic office; adjacent additional house and large garage on large lot. Great exposure on main road. 4 ops with room for much more. Call (315) 727-4845; please leave message.

QUEENS: Busy OMFS practice for sale. Unique opportunity. Fully updated EMR and digital Panorex. WINOMS integration. Prime location in heart of Queens, in upscale building, steps from subway. Inquiries to: omfsofficeforsale@gmail.com.

SOUTHERN ADIRONDACKS: Beautiful home/office. Spacious, 6,000 square feet; 8 ops. SoftDent, Dexis, pan/CT, lasers, endo microscope. General dentistry, implants, laser periodontal surgery, prosthetics. Fee for service. Gross \$502K on 4-day week. Inquiries to NYSDJ Box #: D-103.

SOUTHERN DUTCHESS COUNTY: Beautiful Hudson Valley. High-quality Perio-Prosthetic practice with comprehensive care focus and high-end cosmetics. FFS and insurance mix. Gross production \$400K on 3 days/week with no advertising. Implants, ortho and most oral surgery referred out. Paperless, digital; 4 operatories. Large volume work ensuring consistent cash flow. Serious buyers only: edbusns@gmail.com. Photos at: www.Bit.ly/1KP5xSR.

MANHATTAN: Newly renovated dental office for sale. Practice not included. 3 ops; approximately 1,100 square feet. Private office, private bath, computers and screens in every operatory, plus more. Professional building at 30 East 40th Street. Please call (516) 659-0289.

DUTCHESS COUNTY: Awesome opportunity. Home/office combo. 4 acres, plus cottage rental house, 12-car heated garage. Positive cash flow. Buy property, get dental practice free. No brainer. Well-established, part-time practice grossing \$200K on two days/week. 1,200-square-foot office attached to main house. Separate heat and entrance. FFS, no insurance; can be easily expanded. 2 modern ops, fully equipped; lasers, digital, computerized. 1860s Victorian house; lots of character. Beautiful landscaped grounds. 4 bedrooms, 3 baths; approximately 4,200 square feet. Retiring and moving out of state. No brokers needed. Seeking great deal? This is it. \$989K. Come visit. You'll want it. Email: smiledoc51@aol.com.

EAST HARLEM: GP dental practice for sale. Storefront location. 3 chairs; fully renovated. Unions, Medicaid, no capitation. Please call (516) 652-0288; or email: oselkin@yahoo.com.

SARATOGA SPRINGS: Practice for sale in beautiful Saratoga Springs. Grossing \$800K with one dentist and one hygienist working 35-hour week with 4 weeks vacation. PPOs and private patients; no Medicaid. 3 ops built but plumbed for 6. Email: SaratogaDentalCare@gmail.com; or call (518) 330-9372.

FOR RENT

MIDTOWN MANHATTAN: Beautiful, new, large-windowed dental operatories for rent. Pelton Crane equipment; massage chairs; private office; front desk space and staff available. Doorman; warm environment. Best location – 46th Street and Madison Avenue. Please call (212) 371-1999; or email: karenjtj@aol.com.

BENSONHURST, BROOKLYN: Dental office for lease/sale. Modern dental practice in very busy area located on first floor; corner building. Approximately 1,000 square feet; high ceilings. Three fully-equipped ops, custom cabinets, flat screen TVs, computerized, central AC & heat. Nitrous oxide, pulse oximeter. Eagle software systems, digital Schick X-rays, panoramic machine. Waiting room area and nice size reception area, plus flat screen TV. Equipped lab area, kitchen storage room, basement. Alarm and stereo system, phone system, 24-hour surveillance camera. Private office with separate entrance. Near public transportation. Long-term lease option and available immediately. Please contact us at (718) 435-0045.

MIDTOWN MANHATTAN: East 56th Street. One or two operatories with private office, large windows and CEREC unit available in elegant, high-tech, street-level office for rent FT/PT weekdays/weekends. Please call (212) 753-0189; or email: eesenay@aol.com.

MIDTOWN MANHATTAN: Facing Central Park South. Computerized dental office with Wi-Fi for lease. Great opportunity; be on your own. State-of-the-art décor, newly renovated, modern office and equipment; handicap access. Near all public transportation. Available immediately full time or part time. To schedule appointment, email: drdakaplan@gmail.com; or call: (212) 489-4867 or (917) 679-6013.

WHITE PLAINS: Modern, state-of-the-art operatories available in large office with reception. Available FT/PT. Turn-key. Rent includes digital radiology with Pan, equipment, Nitrous, all disposables. Start-up or phase down. Need a satellite or more space? Upgrade and down size. Please call (914) 290-6545; or email: broadwayda@gmail.com.

MANHATTAN: One operatory for rent in recently renovated Midtown building and office located at Madison Ave and 52nd St. Reasonable rent. Please call: (212) 688-2820 or email: info@drkarena.com.

GARDEN CITY: Brand new office in heart of Garden City. 1-3 operatories for rent full time or part time, with possible front desk space/private office. Located at 601 Franklin Avenue. Prime location; ground floor, private entrance; close to transportation. Plenty of parking. Great building. Weekends also available. Inquiries to: (516) 579-0330, ask for Diana; or email: lidg601@gmail.com.

MANHATTAN: Midtown. Operatory for rent in newly renovated dental office conveniently located two blocks south of Grand Central. Full or part time, with minimum 2-day commitment. Spacious, attractive office with room for your practice to grow. Ideal for pleasant dentist seeking great place to stay long term. Reasonable rent and eventual buyout possible of prestigious Midtown restorative practice. If this sounds interesting, contact: (212) 685-0312; or email: skater8475@verizon.net.

MANHATTAN: Upper East Side. Operatory for rent in newly renovated, spacious and modern office in prime location. Fully equipped and furnished up with your own private office, reception area for your staff and storage available. Full time or part time with minimum 2-day commitment. Contact: doc144@aol.com.

MANHATTAN: 1, 2 or 3 operatories for rent full time or part time with opportunity to take over 15-year lease. Located at 17th Street and 3rd Ave. Street-level entrance and 24-hour doorman building. Email: gweitzer@gmail.com; or call (212) 228-1450.

ALBANY: Dental office for rent. 2,200 square feet. Located between 2 hospitals. Perfect for specialist. Plumbed for 5 operatories. Huge parking lot. For info, please call: (518) 225-2221.

GRAND CENTRAL AREA: Up to 4 large, brand new treatment rooms in designer state-of-the-art dental facility near Grand Central Station. Large rooms with large windows, Doctor's office, front desk space, sterilization/lab areas, staff room, conference room. From as little as half-day or daily rentals to full-time lease. Both monthly or 5- and 10-year leases of 1-4 treatment rooms. Transportation: near 4, 5, 6, 7, S, B, D, F, M, N, Q, R, 1, 2, 3 trains. See virtual tour at: www.aenycproperties.com. Inquiries by email: info@nycendo.org; or call (212) 752-3636.

GARDEN CITY: Two operatories available in beautiful, modern office on Stewart Avenue. Great opportunity for specialist, start-up or downsized practice. Large lab, consultation room, attractive front desk and reception. Busy building; easy access to major roads and parkways. Easy parking. Call (516) 222-1717; or email: info@contegreen.com.

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GREAT NECK: Dentist located 1 block south of LIRR is looking to rent large, modern dental office 2-3 days per week. Operatories include use of digital X-ray equipment, sterilization area, laboratory equipment. Rental does not include instruments, handpieces or dental office supplies. Storage area will be provided. Email inquiries to: greatneckdds@yahoo.com.

BRONX: Morris Park & Van Nest. Brand new construction at highly desirable intersection. 2,350 square feet on ground level with 1,300 square feet on lower level. Open floor plan. Charles Rutenberg Realty – Exclusive. Please call Anthony Mameli at (347) 387-9768; or email: anthony@md-cre.com.

UPPER EAST SIDE MANHATTAN: East 60s. Dental operatory available for rent in attractive, well-established general practice. Prestigious and convenient location (60th & Park). Fully equipped state-of-the-art dental office. Warm and friendly environment. Ideal for specialty practitioner; opportunity for internal referrals. Great opportunity to build your own business. Very reasonable price includes new dental chair, X-ray and front desk space. Minimum 1 day/week. CT scan on premises. Please email: info@drphilshay.com with your name, phone number and days that you'd be interested in renting. We will call you back promptly.

EQUIPMENT FOR SALE

INTRAORAL X-RAY SENSOR REPAIR: We specialize in repairing Kodak/Carestream, Dexis Platinum, Gendex GXS 700 & Schick CDR sensors. Repair & save thousands over replacement cost. We also buy & sell dental sensors. Visit: www.RepairSensor.com. Inquiries to: (919) 924-8559.

SARATOGA COUNTY OFFICE SELLING EQUIPMENT: Saratoga County office selling following equipment: Panorex X-ray by Sirona, dental chairs and units by ADec/DentalEZ/PeltonCrane, stools and other equipment. All equipment in mint condition; will sell for best offer received. Contact: (518) 792-1111; or email: vdbakhr@gmail.com.

SERVICES

TAXES: Your office, business or personal. Specialty dentists. Personable CPA. Call Stuart A. Sinclair, CPA, at (516) 935-2086. Visit our website: www.dentaxsolutions.com; or e-mail: stusinclair@yahoo.com. Offices located at 1120 Old Country Rd., Plainview, NY 11803.

NATIONWIDE DENTAL PRACTICE APPRAISALS: DENTAPPRAISE since 1992. "Ballpark" and "Premier" editions. For buyers, sellers, estate planning, mediation, partnership. Created by experienced practice appraisers and brokers. For details and brochure, email: info@polcariassociates.com; or call Polcari Associates at (800) 544-1297.

OPPORTUNITIES AVAILABLE

MIDTOWN MANHATTAN: Don't want to renew your lease, or retiring? Join our fee-for-service restorative practice in Midtown. Our experienced staff will provide smooth transition for you and your patients into modern office with each op open to lovely city views. Unmatchable. Please call (212) 753-7400; or email: mszabaturaddspc@aol.com.

ROCHESTER: Pediatric dentist. Western New York Dental Group has been committed to providing quality dental care and excellent service to our patients in the Buffalo and Rochester, NY, area since 1972. With convenient private neighborhood dental offices, your own personal dentist, a team of caring professionals and our "always here for you" attitude, Western New York Dental Group offers the utmost convenience and patient satisfaction. We're seeking a part-time Pediatric Dentist in Rochester, NY. Great opportunity in group practice setting in very nice, modern practice locations, working for quality-driven health care organization. Please send CV and cover letter to kateanderson@amdpi.com.

MIDTOWN MANHATTAN: Periodontist. Don't want to renew your lease, or retiring? Join our fee-for-service restorative practice in Midtown. Our experienced staff will provide smooth transition for you and your patients. 10+ years private practice experience. We can refer both regular periodontal and implant procedures to you. Please call (212) 753-7400; or email mszabaturaddspc@aol.com.

UPSTATE NY: Seeking general dentist for busy group practice in Capital District. Inquiries to: info@scotiaglennvilledentalcenter.com; or call (518) 377-4431.

MANHATTAN: Retiring or losing your lease? Join us in our modern, high-quality, FFS restorative practice. Ideal for dentists seeking an exit strategy. Our experienced staff will help you seamlessly transfer and integrate your patients into our well-managed office. Financial arrangements will be tailored to suit your individual needs. Please call (212) 697-1122; or email: doctann@aol.com. We're looking forward to hearing from you.

MIDDLETOWN: Seeking part-time Perio-Prosthodontist or Periodontist with excellent dental/people skills, outgoing personality, good work ethic and positive attitude. Able to place implants, bone grafts, membranes, remove teeth, soft tissue grafts and other Perio procedures. Minimum of 2 days/month. Join this state-of-the-art, FFS office in one NY's fastest growing areas. Privately owned practice for 40+ years has 3 associates and 3 hygienists. Resumes to: info@nygentledentistry.com.

MANHATTAN: Busy dental office seeks experienced Endodontist to work one day per week. Applicant must possess an endodontic certificate from an accredited dental school. Email CV to: jggulbenkian@aol.com; or fax: (212) 977-1787 for consideration.

MIDDLETOWN & MONTICELLO: Great Expressions Dental Centers has immediate opening for full-time general dentist to join our upstate NY practices in Middletown and Monticello: 127 #E. Main Street, #131, Middletown, 10940, and 523 Broadway, Monticello, NY 12701. Enjoy rewarding role with dedicated and experienced staff in productive multi-specialty setting. Call Molly McVay at (248) 430-5555; or email: molly.mcvay@greatexpressions.com.

ORANGE COUNTY: Seeking general dentist to work full time at our nonprofit community health centers located in beautiful Orange County. Provide dental care to both adults and children; some travel required. We offer excellent benefit package. Send resume to: emalave@middletownchc.org.

CENTRAL NEW YORK: Seeking full-time/part-time general dentist to join dynamic team in Fulton, NY. Extreme need in this area for general dental services and additional care/treatment associated with general dentistry. Offices committed to providing best oral health care for our patients for 6 years in greater Central/Upstate New York area. Offering full range of general dentistry and specialty care, including periodontics and oral surgery. Fun, enthusiastic, knowledgeable office environment with professional and extremely well-trained management team. Dental and medical professions in Central NY have historically proven to weather economic downturns better than majority of country. Area remains extremely steady in growth and expansion, thanks to economic base heavily dependent on healthcare, education and military. Favorable economic climate also makes area one of the most favorable and stable housing and job markets for dental professionals in the country. Full-time general dentists' base salary \$175K. FT position; 40 hours/week. Benefits include medical professional liability insurance, life and disability insurance; 401(k) with employer match; 3 weeks paid vacation; continuing education allowance. Our doctors enjoy traditional doctor-patient relationships while practicing in fun, enthusiastic, progressive team environment that offers opportunity to discuss clinical cases with peers and support for professional/group development and growth. Interested in full-time/part-time opportunities? We would enjoy opportunity to share with you our goals and values in greater detail and learn more about you and your professional interests. For more information about McCue Dental, please contact Cammie Lyndaker at: cammierdh@hotmail.com; or call (315) 771-6513.

ASSOCIATESHIPS AVAILABLE

ROCHESTER/FINGER LAKES AREA: Opportunity of lifetime in beautiful part of Western New York. Quality of life, affordable housing, excellent schools. FT associateship leading to speedy partnership for right individual with exceptional, 40-year-old FFS family practice. Strong emphasis on comprehensive care, IV sedation and implantology. Cone Beam; latest dental software. Experience a plus. Inquiries to: care@liviionsmiles.com; or call (585) 346-3028.

CAPITAL DISTRICT: 40-year-old, well-respected family practice seeks career-focused associate with buy-in/ownership potential. 3-4 days/week to start. Practice is 60% FFS/40% PPO. Carestream digital X-rays and Pan. Excellent people; listening and clinical skills. Earn our patients' trust and be team player and you will prosper. Send CV to: taoneill59@gmail.com.

CHAMPLAIN VALLEY: Advanced, modern dental practice seeks associate dentist committed to excellence and motivated to be leader in the field. Help us grow new relationships and continue to deliver high-quality services to our family of loyal patients. We offer competitive salary, paid holidays/vacations, bonus incentives and

opportunities for professional and financial growth. Relocation assistance possible. All qualified candidates encouraged to apply, including new graduates and seasoned professionals. Be eligible to obtain NY state license. Current license must be in good standing. Resumes to: suzanne@dentalsuccess.today.net.

MIDTOWN MANHATTAN: General dental practice seeks experienced, energetic and motivated part-time associate. Must be excellent diagnostician and highly skilled in all aspects of restorative work. To maintain our high quality of care, must have outgoing personality, superb chairside manners and gentle touch, be competent and exceptional in comprehensive treatment planning. Need presentable, professional and mature individual with years of experience. In other words, we are looking for perfect clinician. In return, we have great patients and outstanding crew. Resumes by email to: hiscare1934@gmail.com.

SAUGERTIES: Dental practice located in Catskill Mountains seeks general dentist associate 3 days per week (Mon, Wed, Thurs) in neighborly environment. Paperless office has most up-to-date technology, including digital imaging, E4D scanner and milling machine, soft tissue laser, Dextrix software. Please email: rose1@polaskidental.com.

BUFFALO AREA: Village of Kenmore. Seeking associate dentist who is extremely competent, moral and ethical to join team, leading to ultimate buy-in/out. Offering patients comprehensive list of general, restorative and cosmetic dental services designed to meet needs of entire family. Conveniently located in free-standing, one-floor building on main road in center of Village. Patient base is mix of professionals to blue collar workers; mostly upper middle and middle class; most living within 15-mile radius. Village of Kenmore is well-maintained area, with much residential pride in neighborhood. For more information or to set up an interview, please call office of Dr. Mark Danziger at (716) 875-4243.

UTICA AREA: Seeking associate leading to partnership in FFS practice. Close knit, family-oriented practice, with 5,000-square-foot office. 10 ops, fully digital and 4 hygienists providing broad range of services, from orthodontics to implants. If you are looking for progressive, quality-oriented practice, please contact: Glenn Reaves: greaves@reavesdental.com.

SUFFOLK COUNTY, EAST ISLIP: Seeking dentists proficient in all aspects of general dentistry. Privately owned office expanding and needs additional associates to join our team. Great opportunity for enthusiastic, skilled dentists to excel in fast-paced environment where patients are #1 priority seven days/week. Confident in your ability

to provide quality dental care? Earn competitive per diem and generous compensation. Check our website: www.eastislipdentalcare.com and send CV to: careers@eastislipdentalcare.com.

CAPITAL DISTRICT AREA: Solo general practice located 20 minutes south of Albany seeks experienced general dentist. 90% FFS; CEREC. 1-2 days/week, with opportunity for ownership. Must possess excellence in both clinical and social skills. Please email resume or contact information to: toothdrdavid@aol.com.

BALLSTON SPA: Associateship available full time or part time. Ballston Spa dental practice looking for full-time general dentist. Please send CV to: dkrdds@gmail.com.

ASSOCIATESHIP WANTED

SEEKING ASSOCIATESHIP: General dentist with 17 years private office experience seeking associateship position in Westchester, Rockland, Northern NJ or NY metro area. Preferably from retiring dentist to buy in/buy out. Personable and competent in all phases of treatments, including molar endo, extractions, implants and Invisalign. Please contact: adkny@hotmail.com.

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Electronic Benefit Payments *are Not Mandatory*

NYSDA is aware that MetLife has issued letters instructing providers that, “As of October 31, 2016, electronic funds transfer (EFT) will be our only method of provider reimbursement.” The letter further states, “You’ll be required to enroll in EFT on or before October 31, 2016.”

MetLife has acknowledged that not every dentist has practice management software that is fully equipped to handle end-to-end electronic claims processing.

Association members are advised that unless they have contracted with MetLife as a participating pro-

vider in its MetLife dental network, despite the language in this letter, they cannot be compelled to provide their banking information to MetLife or to accept EFT. If you do not wish to participate in EFT, you should advise MetLife in writing that you will not accept this change in provider reimbursement.

If you have entered into a contract with MetLife’s participating provider panel, you should review your contract to determine your options based upon your contract language. ☘

Mystery Author Pens Dental School Exposé

IF YOUR TIME in dental school left you thinking, “I could write a book,” you won’t be surprised to learn that someone has. The problem is, we can’t tell you who he is, because the book, “Dental School: A Bizarre Comedy,” is an irreverent, sometimes off-color, recounting of four years spent at an unnamed New York State dental school by the author, who has chosen the improbable pseudonym of “Dr. I. Mayputz.” The most he will reveal about himself is that he’s an athlete, prosthodontist and former pharmacist.

The book comprises a collection of vignettes about what the author says are actual events, teachers and classmates. While not a particularly flattering portrayal, the author insists there was no malicious intent on his part, that he intended only to bring humor to the rigors of dental school and to entertain those who have been through it.

If you want to judge for yourself, copies of “Dental School: A Bizarre Comedy” (2015; Mr. Nick Productions, LLC) are available on Amazon.com for \$12.95. In the meantime, a chapter from “Freshman Year” is reproduced here.

Learnin’ On Each Other?

How do you think we learned about those nasty-tasting and messy dental materials? That’s right—we were forced to practice on each other, especially during the first year. It was brutal, and all our efforts were harshly graded, to our chagrin. We were told not to eat before certain lab sessions. Barf buckets were strategically placed as ignorant students began shoving, placing and squirting waxes, sour pastes, vile solutions, and goeey impression materials in each other’s mouths. Not a pretty sight. Well, you couldn’t let us loose on patients before we at least had a rudimentary knowledge of the stuff we would later use on them. It was a necessary evil. It was also surprising how few of us actually became sick; although some became quite ill from the poor grades they received! We choked but learned quickly and for the most part kept those barf containers empty. I went through a few ties, however.

From Dental School: A Bizarre Comedy
By Dr. I. Mayputz

Dental Foundation Board Members Approved

At a meeting of the New York State Dental Foundation Board of Trustees in October in New York City, the following people were approved to fill seats on the Board:

One-year terms—Fred Ferguson, Suffolk County; Donald Tucker, Eighth District.

Three-year terms—Joseph Brofsky, Nassau County; G. Kirk Gleason, Fourth District; Maria Maranga, Suffolk County; Carl Tegtmeier, Ninth District.

Also: The following people were returned to office: G. Kirk Gleason, chairperson; Donald J. Fager, vice chairperson; Mark Feldman, secretary; and Robert Doherty, treasurer. ☘