

# NYSDA

AN OFFICIAL PUBLICATION OF THE NEW YORK STATE DENTAL ASSOCIATION

## news



Did Christopher Robin hasten Winnie-the-Pooh's tooth decay with diet of honey?

### A Bear-sized Sweet Tooth

Winnie-the-Pooh, beloved character of children's literature, overindulged in honey and suffered from ravages of dental decay.

*William James Maloney, D.D.S.; Laurie Fleisher, D.M.D., CAGS*

In Winnipeg's Assinboine Park, there is a much beloved statue of a soldier holding hands with a standing bear cub. An observer of the statue might, at first, be taken aback by a lack of tension or fear in either the man or the bear. The soldier is gently holding the bear's paws, while the bear innocently gazes up into the man's eyes.

The story of the soldier and his playful bear friend dates back to the outbreak of World War I. On August 24, 1914, Lt. Harry Colebourn, a veterinarian with a Canadian cavalry regiment, was reporting for service with the Canadian Army Veterinary Corps. While in route, Colebourn noticed a friendly black bear cub for sale at a train stop in White River, Ontario. Colebourn could not resist the affectionate nature of the cub and purchased his new friend for approximately \$20, naming her "Winnipeg" after his home city.

**"Only one bear at present in residence would I trust completely. That is Winnie, who is the original 'Winnie-the-Pooh.' She is quite the tamest and best behaved bear we ever had at the Zoo."**

*— The Evening Post, September 27, 1937*

Winnipeg traveled to England with Colebourn and became the mascot of the Canadian Army Veterinary Corps and the pet of the second Canadian Infantry Brigade Headquarters. The amicable Winnipeg soon became known as "Winnie." When Colebourn's wartime assignment sent him to France, he and Winnie had to be separated.

Winnie subsequently was given a new home and took up residence in the London Zoo. Loveable Winnie attracted many and soon had a new, very special friend and constant visitor—a young boy named Christopher Robin Milne. Christopher Robin was so enchanted with Winnie that he decided to change the name of his own teddy bear from "Edward Bear" to "Winnie-the-Pooh."<sup>1</sup> Christopher Robin's author-father, A.A. Milne, became increasingly inspired by the playful interaction between his son and the bear

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Kevin D'Angelo, Eighth District, tends to patient during NYSDA-sponsored "miniMom" in Ovid, Seneca County.

## NYSDA Reaches out to Patients without Dental Homes

### Volunteers needed for events in Ovid and Webster.

IN 2014, the New York State Dental Association conducted the first-ever New York State Mission of Mercy. Hundreds of dental professionals and support staff volunteered and participated in this amazing event, which provided nearly \$1 million in free treatment to over 1,000 men, women and children.

This year, NYSDA is working with component societies to put on a series of "mini MoMs," geared toward providing free dental care, including screenings, palliative care, prophylaxis, direct restorations and extractions to patients who do not have a dental home.

NYSDA held the first of these events on Nov. 13 at the Finger Lakes Community Health Center in Ovid, Seneca County. Volunteers saw 29 patients,

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## A Bear-sized Sweet Tooth *continued from page 1*



Lt. Harry Colebourn with his pet bear cub Winnipeg, aka, Winnie-the-Pooh.

cub in the London Zoo. Milne created a fictional world in the Hundred Acre Wood for Winnie and his son's other stuffed animals. In actuality, the Hundred Acre Wood was based on the Five Hundred Acre Wood located just south of the Milne's country home at Cotchford Farm. Milne released his first collection of stories about Winnie and friends in 1926. Over the years, Milne's characters and stories have delighted millions of youthful readers.

After the war, Colebourn decided it would be appropriate to leave Winnie with his new young friends in London instead of bringing her home to the zoo in Assinboine Park, as he had previously planned. Winnie led a happy life in the zoo until her death in 1934. After Winnie died, her skull was donated to dental surgeon James Frank Colyer, who was curator of an odontological museum.<sup>2</sup> Sir Colyer incorporated the research of Winnie's skull into a textbook, "Variation and Diseases of the Teeth of Animals," which became the essential text on dental disease in animals used in veterinary training.

Since the conclusion of Colyer's research, Winnie's skull has remained in the collection of the Royal College of Surgeons Odontological Museum. Her skull even survived a Nazi bombing that destroyed much of the collection. Recently, a review of the holdings of the museum was conducted, and it was decided that the celebrity bear's skull should be placed on display at London's Royal College of Surgeons Hunterian Museum. Winnie now proved to be a dental hygiene and cariology lesson for her visitors. As the Hunterian's director, Sam Alberti, recently was quoted as saying, "We can have a look and see what happens to animals when their diet is, I'm sure, delicious, but utterly inappropriate."<sup>3</sup>

Modern-day visitors may notice that Winnie is missing many of her teeth. This is thought to be the result of her high sugar diet, which included sticky foods. She was often fed sticky buns, which allowed the food to remain on her teeth for long periods of time. Of course, Winnie was also fed generous

amounts of her favorite food—honey. In fact, Christopher Robin was photographed feeding Winnie honey while inside the bear enclosure when visiting her at the London Zoo. In A.A. Milne's tales, Winnie the Pooh is seen with his ever-present "honey pot." It is an association made by all children who read of the adventures of the characters of the Hundred Acre Wood. Unfortunately, the real Winnie suffered the consequences of this treat in real life.

Much can be gleaned from the loss of the dentition of the little cub, who remains "alive" for so many children. Today, the friendly little bear cub from Canada lives on not only as a beloved character of children's literature but, also, as a reminder of the importance of oral hygiene for both man and animals alike. ☘

### REFERENCES

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Dr. Maloney

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# 1st Quarter 2016 New Members

DIST	NAME	CITY	DENTAL SCHOOL	YR GRAD	DIST	NAME	CITY	DENTAL SCHOOL	YR GRAD
NYC	Sarah Douglas-Broten	New York	Washington Univ School of Dental Med	1986	7th	Germain Jean-Charles	Auburn	HAITI-UNIV D'ETAT D'HAITI	1999
NYC	Waleed Elchami	New York	Rutgers Univ	2005	7th	Katherine Marshall	Fairport	Univ at Buffalo-State Univ of NY	2014
NYC	Paul Jones Jr	New York	Columbia Univ College of Dental Med	2012	7th	Comlan Missih	Auburn	Stony Brook Univ-State Univ of NY	2012
NYC	Jin Oh	White Plains	Tufts Univ School of Dental Medicine	2012	7th	Paul Rossouw	Rochester	South Africa Univ of Stellenbosch	1980
NYC	Alexander Sadak	New York	Stony Brook Univ-State Univ of NY	2014	7th	Nomaan Tariq	Rochester	Tufts Univ School of Dental Medicine	2007
NYC	Jonathan Sanders	New York	Univ of Pittsburgh Sch of Dental Med	2014	8th	Michael Perry	Buffalo	Univ at Buffalo-State Univ of NY	2010
NYC	Vlad Sudacov	New York	Temple Univ School of Dentistry	2014	8th	Ariyan Ravangard	Buffalo	Univ at Buffalo-State Univ of NY	2014
2nd	Seraphina Chung	Brooklyn	Univ of Pennsylvania Sch of Dent Med	2014	9th	Bilal Chaudhry	White Plains	Univ of Pennsylvania Sch of Dent Med	2008
2nd	David Dayan	Brooklyn	Univ of Pennsylvania Sch of Dent Med	2012	9th	Kerri DeVita	Stony Point	Medical Univ of SC Col of Dent Med	2014
2nd	Jessica Desouza	Brooklyn	Stony Brook Univ-State Univ of NY	2010	9th	Larry Grodin	Wappingers Falls	New York Univ College of Dentistry	1983
2nd	Pamela Donohue	Brooklyn	Virginia Commonwealth Univ Sch Dent	1981	9th	Claire Kim	Mamaroneck	Univ of Pennsylvania Sch of Dent Med	2010
2nd	Mohammed Forhad	Brooklyn	Univ of Pennsylvania Sch of Dent Med	2014	9th	Allison Rifkin	Yorktown Hgts	Boston University Sch of Grad Dent	2014
2nd	Meyleen Izquierdo	Brooklyn	Univ of Florida College of Dental	2010	NAS	Rahila Ahmed	E Meadow	New York Univ College of Dentistry	2014
2nd	Susanna Jacob	Queens Village	Howard Univ College of Dentistry	2014	NAS	Eileen Chun	E Meadow	Columbia Univ College of Dental Med	2013
2nd	Claudine Kashiwabara	New York	Univ of California Los Angeles	2014	NAS	Lizette Hinojosa	Inwood	Stony Brook Univ-State Univ of NY	2010
2nd	Annette Kowalczyk	Brooklyn	New York Univ College of Dentistry	2014	NAS	Simone Reisman	Plainview	Stony Brook Univ-State Univ of NY	2014
2nd	Liezl Lampa	Brooklyn	New York Univ College of Dentistry	2013	NAS	Lawrence Weiss	W Hempstead	Stony Brook Univ-State Univ of NY	1980
2nd	William Perez	Brooklyn	New York Univ College of Dentistry	2012	QUE	Jamie Chan	Jackson Hgts	Stony Brook Univ-State Univ of NY	2012
2nd	Monica Rodriguez-Paz	New York	Univ of Puerto Rico Sch of Dentistry	2014	QUE	Jea Hyun	New York	New York Univ College of Dentistry	2014
2nd	Ishijot Saini	Staten Island	New York Univ College of Dentistry	2014	QUE	Paul Ilan	Queens	Univ at Buffalo-State Univ of NY	2002
2nd	Lawrence Shtarkman	Staten Island	Stony Brook Univ-State Univ of NY	2011	QUE	Ishwinder Saran	Long Island City	Boston University Sch of Grad Dent	2011
2nd	Michael Slomnicki	Brooklyn	New Jersey Univ of Med & Dentistry	2010	QUE	Aman Singh	Jamaica	New York Univ College of Dentistry	2013
2nd	Parbhat Thapar	Brooklyn	King George Med & Dental College	1969	QUE	Lisa Siu	Flushing	Harvard School of Dental Medicine	2014
2nd	Magdalyne Thomas	Brooklyn	Meharry Med College School of Dent	2008	QUE	Lee Wasserman	Flushing	Tufts Univ School of Dental Medicine	2012
4th	Aman Syed	Schenectady	Columbia Univ College of Dental Med	1999	SUF	Geraldine Navarrete	Smithtown	Tufts Univ School of Dental Medicine	2010
5th	Justin Birdsall	Vestal	Univ at Buffalo-State Univ of NY	2014	SUF	Michael Palmieri	Dix Hills	Baltimore College of Dental Surgery	2014
5th	Andrew Nguyen	Carthage	New York Univ College of Dentistry	2001	SUF	Chandra Pham	Islip	New York Univ College of Dentistry	2008
5th	Molie Xu	Syracuse	Case Western Reserve Sch of Dent	2012	BRX	Jackie Bonanno	New York	Univ of Pennsylvania Sch of Dent Med	2014
6th	Elizabeth Cappadonia	Norwich	Univ at Buffalo-State Univ of NY	2014	BRX	Kristen Lee	Bronx	Tufts Univ School of Dental Medicine	2014
7th	Navjot Alag	Rochester	New York Univ College of Dentistry	2014	BRX	Reuven Sherman	Bronx	Columbia Univ College of Dental Med	2014
7th	Melissa Copella	Rushville	Univ at Buffalo-State Univ of NY	2006	BRX	Robert Sonn	New York	Stony Brook Univ-State Univ of NY	2014
7th	Prachi Hanwatkar	Pittsford	India-V S Dental College	2003	BRX	Nishant Thakkar	New York	New York Univ College of Dentistry	2014

## NYSDA Reaches Out continued from page 1



Charles Hannum, Eighth District, is assisted by Nancy Olney, dental assistant at Finger Lakes Community Health Center, site of November free clinic.



Volunteers who staffed clinic at Finger Lakes Health Center include, from left, Zahra Hasham, dental student; Health Center Dental Director Tony Mendocino; Brendan Dowd, Eighth District; Eighth District Executive Director Chris Klimecko.

28 of whom became new patients at the health center. Two more events are planned for March. They are:

Friday, March 4, from 9 a.m. to 5 p.m., and Saturday, March 5, from 9 a.m. to 2 p.m. at the Finger Lakes Health Center, Ovid.

Saturday, March 19, from 9 a.m. to 5 p.m. at the Oak Orchard Community Health Center in Brockport.

Volunteers are needed for these events. They are asked to commit to 4- or 5-hour shifts. If interested, get in touch with Cyndy Fiegl, dental coordinator for the events, at the Eighth District Dental Society, (716) 995-6300; cfiegl@8ddsny.org. ☘

# Your Dental Association Past, Present and the Future

President David J. Miller, D.D.S.

THE NEW YORK STATE DENTAL ASSOCIATION (NYSDA) has just finished a very successful 2015. I wanted to take this opportunity, as we welcome in a New Year, to recall highlights of the past and to let you know what we, as an association, can look forward to in the coming year.

A high point of the past year was the forging of a partnership between NYSDA and its Foundation with the New York State Department of Health to conduct a series of dental demonstration projects. What's unique about this enterprise is that it marks a tangible change in direction by the New York State Executive Chamber

in recognizing that oral health care is intrinsically important to the overall health of the population—and, by extension, that efforts to improve oral health are good for the state's bottom line. For the first time, the Governor's budget included a direct grant to NYSDA to provide oral health care to those who have slipped between the lines in the state's safety net programs, such as Medicaid. I'm going to say a bit more about the Medicaid program but, first, let me expand upon the dental demonstration program.

We held our first demonstration in November, at the Finger Lakes Community Health Center in Ovid, NY.

We provided dental care to 29 patients, and we were able to enroll all but one of those individuals into ongoing treatment. We have other events scheduled in February and March. And we are working to secure funding for a second year. Eventually, we would like to see the state appropriate funding each and every year to enable us to do this sort of program across the state and throughout the year. Having the Governor recognize the significant contribution dentists provide to the citizens of New York State bolsters our reputation as one of the most admired professions.

## ADVOCACY

Now, back to Medicaid. NYSDA continues its sterling record of working to improve this program by ensuring that dentistry remains an essential covered service. In so doing, we also underscore the importance of having that safety net in order to eliminate often misguided efforts to create a midlevel provider.

The issue of scope of practice, always a concern with respect to mid-level providers, also comes to the fore in our ongoing effort to protect dentistry from intrusions by other professions that seek to do what only we can. This year we will reaffirm our ability to conduct salivary diagnostic procedures as part of the physical exam performed on our dental patients.

Also in the advocacy arena, NYSDA succeeded in persuading Governor Cuomo to delay implementation of the requirement that all prescriptions be issued electronically to March 27, 2016. That said, we continue our efforts to block the remaining piece of the I-Stop legislation—which requires that all health care professionals take coursework in opioid prescribing—from adversely affecting our profession. Our e-Prescribing course, available through the New York State Dental Foundation, is comprehensive and more than adequately covers the topics of opioids and potential abuse. Furthermore, dentistry, unlike, for instance, medicine, already has a CE requirement, which we believe fully protects the public. CE for those who prescribe opiates is a prime objective for Albany's public policy makers, but we will work hard to minimize any new impact it has on your dental practice.

## MEMBERSHIP

At the heart of our success and our ability to achieve results is a strong, vibrant and growing membership. Too often, perhaps, we take for granted that everybody knows why membership in organized dentistry matters. But we need to do more. And, in 2016, we will. We are about to embark upon a campaign to educate the public about the value of seeing a NYSDA member dentist. After all, a NYSDA dentist adheres to a stringent Code of Ethics, which underscores the importance we place on maintaining standards of quality, on improving performance and on projecting credibility to

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the public. The best value we can provide to our members is to put extra patients in their dental chairs. Toward that end, I want to thank all of you for your commitment to the profession and for your membership

### SPECIAL NEEDS SYMPOSIUM

For 30 years I have had the privilege of treating patients with developmental, intellectual, physical and medical disabilities. In 2015, I had the wonderful opportunity to incorporate this experience, its challenges and opportunities, into my Presidents-Elect Conference. With the help of our Foundation, NYSDA hosted New York's first oral health stakeholder's summit on the future of special needs dentistry—"The Impending Oral Health Crisis: Ensuring Quality Dental Care and Access for New York's Most Vulnerable Patients."

More than 100 people representing dentistry, hospital training programs, third-party payers, NYS government offices and related patient support associations came together to hear about and make recommendations concerning dental care for patients with intellectual and developmental disabilities, reductions in funding, the transition of Medicaid services into managed care, loss of service locations and the need for expanded training programs.

This dream come true was a huge success, and could not have been possible without the incredible efforts and hard work of my Summit Co-chair, Dr. Carl Tegtmeier; then NYSDA President Dr. John Liang; our Executive Director Dr. Mark Feldman; NYSDA Assistant Executive Director for Health Affairs Judi Shub, PhD; Dr. G. Kirk Gleason, NYSDF Chair; and Ms. Laura Clark Leon, NYSDF Executive Director.

We hope to publish a series of articles based on the presentations at this groundbreaking symposium, which also served as a demonstration to the public of the caring, dedicated nature of the dental profession and its desire to help those in need.

Being President of this organization has been an incredible—and challenging—experience. I am constantly amazed at the capacity of our members for volunteering, for engaging in meaningful debate, and for arriving at innovative solutions to myriad problems and issues.

I invite each of you to attend our Annual Meeting in June, which is being held at the New York Marriott at the Brooklyn Bridge, in the center of the newly developed Brooklyn entertainment district, nearby the Barclay Center. The meeting will feature a gala black tie dinner dance, programs for new dentists and dental residents, walking tours and an open cocktail party hosted by the Nassau County Dental Society. In addition, you will have the opportunity to see your dental association at work by attending the meetings of the House of Delegates. And you can voice your concerns about issues being discussed at the Reference

Committee hearings. ADA President Carol Summerhays will be our honored guest and a featured speaker during the meeting. Please mark your calendars for June 2-5. You will learn more as the event approaches, including information on the discounts being offered on rooms. I'm hopeful you'll consider this an incentive to book a weekend in Brooklyn. You'll be pleasantly surprised by how much there is to see and do in the borough.

Thanks to each and every one of you for allowing me the honor and privilege to represent you and this noble profession.



I wish you all a very happy, healthy and prosperous 2016. ☘

**David J. Miller, D.D.S.**  
President  
New York State  
Dental Association



# Act Now, Reap Later

## *Preparing for a Dental Office Lease Renewal*

Develop a winning strategy long before your lease runs out.

Jeremy D. Behar

**S**mart dental office lease negotiations require long-term strategic planning, and a proactive approach. Like a poker player who analyzes his hand and anticipates the dealer's cards, dentists who prepare for lease renewals and begin negotiations ahead of time are more likely to come out winners.

If you leave your lease negotiation until the last minute, you will find yourself at the mercy of your landlord, with few options. Sure, you can bluff and

say you'll simply relocate your practice if your demands are not met, but landlords know how difficult and costly it is to move a practice—and they count on this when negotiating the terms of your lease. When faced with the pressure of time constraints, there is little room for a tenant to negotiate favorable terms, and landlords often end up holding aces. Here's what you need to know to get ahead of the game and start planning for your upcoming office lease renewal.

### SAVE THE DATE

The first thing to do is to review your current office lease. Note your lease expiry date and lease renewal date—often called an “option to extend”—and mark these in your calendar, with several reminders as the dates draw nearer. It is recommended that dentists start preparing for negotiations at least 18 to 24 months before their lease expiry date. This typically provides enough time to assess your short- and long-term practice goals, prepare a negotiation strategy and bring the landlord to the table.

### READ THE FINE PRINT

Next, review and analyze the language in your office lease to identify any clauses that might impact your flexibility for a renewal or hinder your long-term plans. Often, risky language in the lease is buried under dense legal jargon that can take some digging to find.

### IMPORTANT LEASING CONSIDERATIONS

- **Option to Renew:** Does the lease provide sufficient options to renew the lease? When the time comes to transition/sell the practice, will these options be transferable to a future tenant? Without flexibility in a lease, your practice value goes down immensely in the eyes of a future buyer.
- **Surprise Relocations:** Can your landlord relocate your practice multiple times throughout your tenancy, at your expense?
- **Death and Disability Protection:** In the event of death or an accident that prevents you from working, are you and your family protected? Can you terminate the lease, or will your landlord continue to charge you rent until the end of your lease term?
- **Assignment Language:** Can your landlord deny your

request to sell the practice and retire? Can he or she terminate your lease and kick you out of the premises just for inquiring?

When it comes to deciphering the complex language in your office lease and understanding how to structure a new one, it is recommended that you engage the help of dental office leasing professionals, as there is little room for making mistakes.

### KNOW THE STAKES

Now that you are fully aware of the risks buried in your lease, and its expiration and renewal deadlines, what's next? Track them! When you pass your office lease expiry date, you turn into a month-to-month or "overholding" tenant, which means you are no longer protected by the security of your lease.

This is a risky arrangement, because your landlord now has the right to terminate your lease with 30 days written notice, giving you little time to find a new location and relocate your practice. As you can imagine, a rushed relocation can cost a dentist hundreds of thousands of dollars in demolition/renovation expenses for the old space, moving expenses, re-building a new office from scratch, reprinting marketing and business stationery, not to mention business down time during the move.

### DO THE MATH

As a month-to-month tenant, you not only have to worry about the risk of a short notice relocation, you can also face an unexpected increase in your rental fees—a substantial increase. Depending on the "overholding" terms in your lease agreement, your landlord may be able to charge you double your monthly rent once you pass your lease expiry date. Yes, that means two rental payments per month, in addition to all of your overhead costs, which equals a big price to pay for missing your lease renewal date.

### MAKE YOUR MOVE

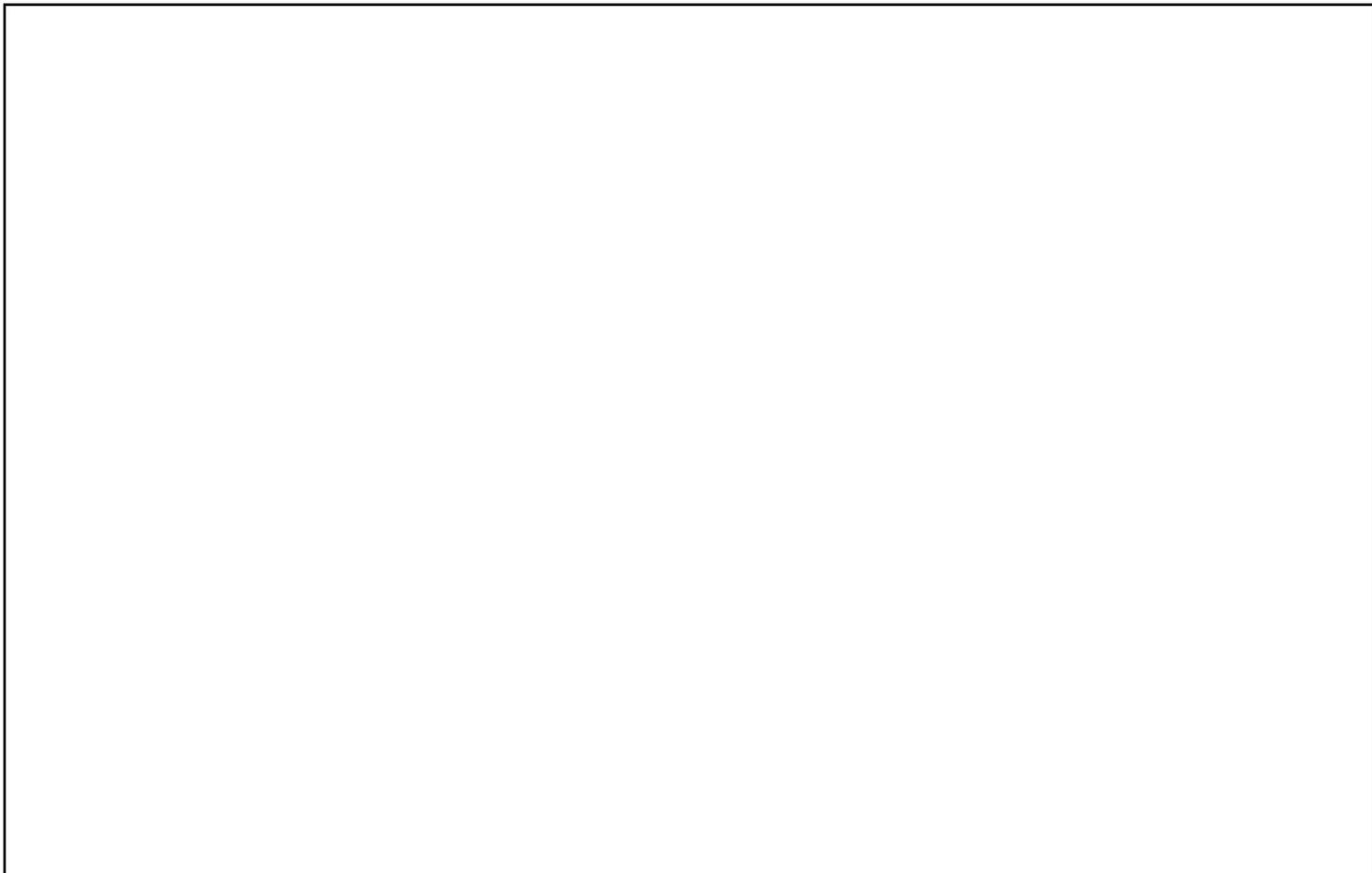
In the long run, a dentist who sits back and does nothing about his or her lease renewal deadline will spend a lot of time, effort and money repairing unnecessary damage. A dentist who prepares early avoids the financial pitfalls and inconvenience brought on by poor planning. All it takes is a careful review of your dental office lease agreement, anticipating—and not simply waiting for—the expiry of your current lease, and knowing

what terms to negotiate so your business is protected.

When it comes to planning for an office lease renewal, dentists should approach their lease negotiation with a full understanding of what it is they want to achieve for their practice in the long run. Don't be a passive tenant. And don't allow your landlord to command the terms of your tenancy. Educate yourself and take action, so that when it's time to negotiate the terms of your new lease, you're the one coming out on top with a winning hand. ☘



**Mr. Behar** is founder, president and CEO of Cirrus Consulting Group. Cirrus, which is based in Toronto, Canada, provides healthcare consulting and lease negotiation services to physicians and dentists across North America. Mr. Behar can be reached at [jdbehar@cirrusconsultinggroup.com](mailto:jdbehar@cirrusconsultinggroup.com), or by calling 1(800)459-3414, ext. 3226.



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**BUFFALO:** Home/office in heavily populated suburb. Total appraised value \$347K. Good demographics. Part-time FFS practice grossing \$150K on two days/week. No Medicaid. Very little PPO exposure. Contact Dr. Thaddeus Pantera at (716) 681-1337; or email: tpantdds@aol.com.

**CAPITAL DISTRICT:** Walk into success with this 36+ year established general dental practice located just outside Albany. Approximately 2,400 square feet. 5 ops, digital X-rays, Pan, doctor's private office and staff lounge. Practice ready to go; turnkey, including staff. 1,500 active patients waiting. Practice grosses over \$450K on just 3 days/week. Real estate also available. Dentist ready to retire and open to offers. Contact: (607) 351-2387 and leave message; or email: tango414@aol.com.

**MANHATTAN:** Large office suite for sale. 115 E 61st St. Great location. Conveniently located between Midtown and Upper East Side. Easy access to transportation and hospitals. Full-time attended lobby. Prestigious all dental/medical building. Light and bright office. Contact Sharon F. Aspis at (212) 692-6139; or email: saspis@elliman.com.

**MANHATTAN:** General and cosmetic practice. Long-established, beautifully decorated, all digital and computerized, high tech office. Only accepting better PPOs and private patients. Owner relocating, but will stay part time for transition as associate. Average gross last 3 years \$1.485M. Asking \$1.2M. Email for details: practicenyc@gmail.com.

**SOUTHERN TIER/STEBEN COUNTY:** Well-established FFS general practice. 1,200 square feet, 3 operatories, providing diagnostic and restorative oral care. Dentrax Practice Management Software and Pan. 2,500+ active patients; grossing \$908K attained on only 30-hour/week. Doctor ready to retire. Selling price: \$495K. Motivated seller. Contact Christina Palma at (585) 370-5301; or email: cpalma1599@gmail.com.

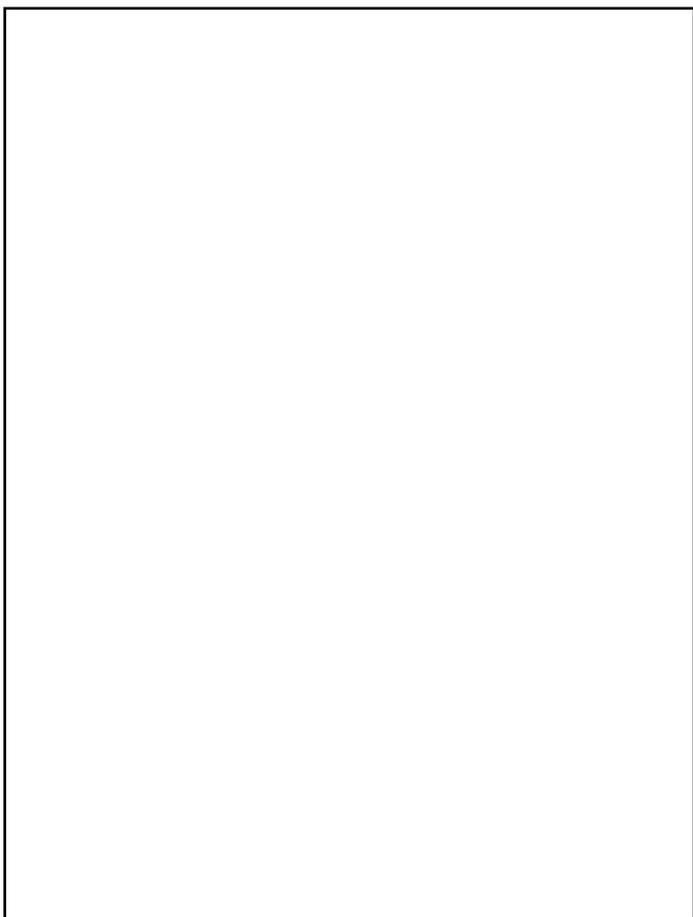
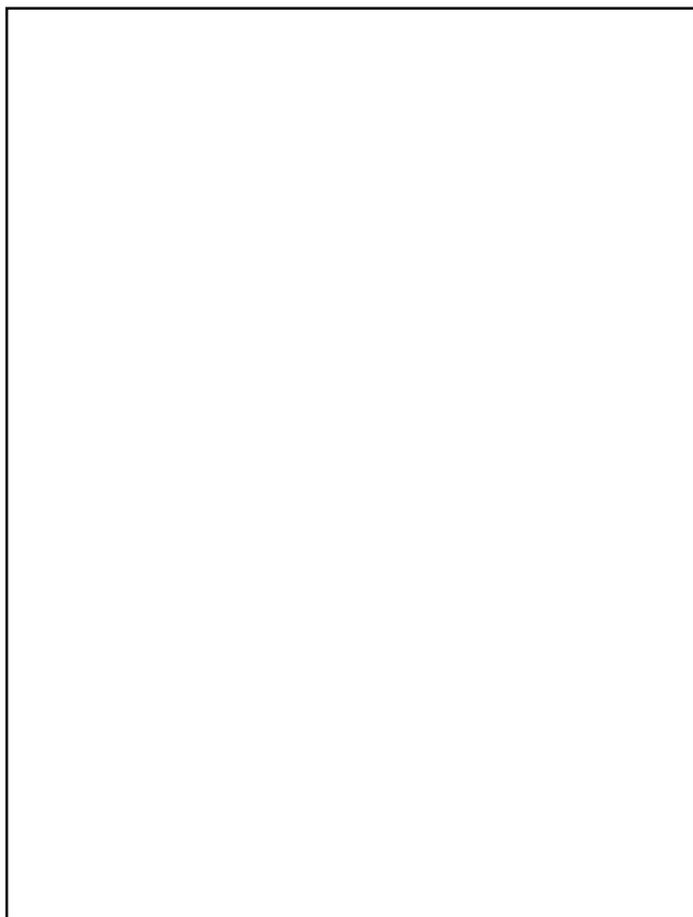
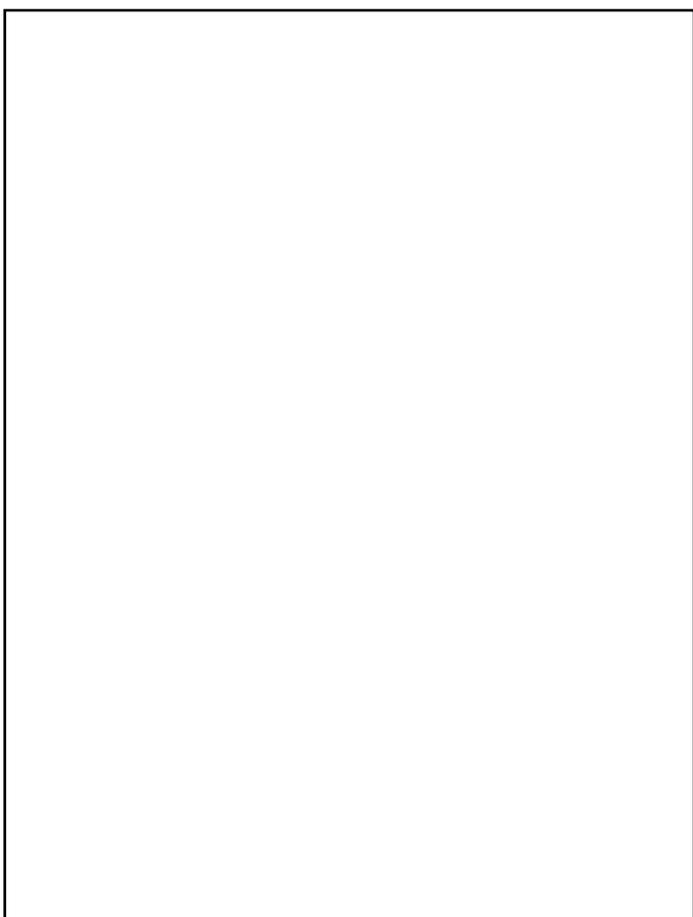
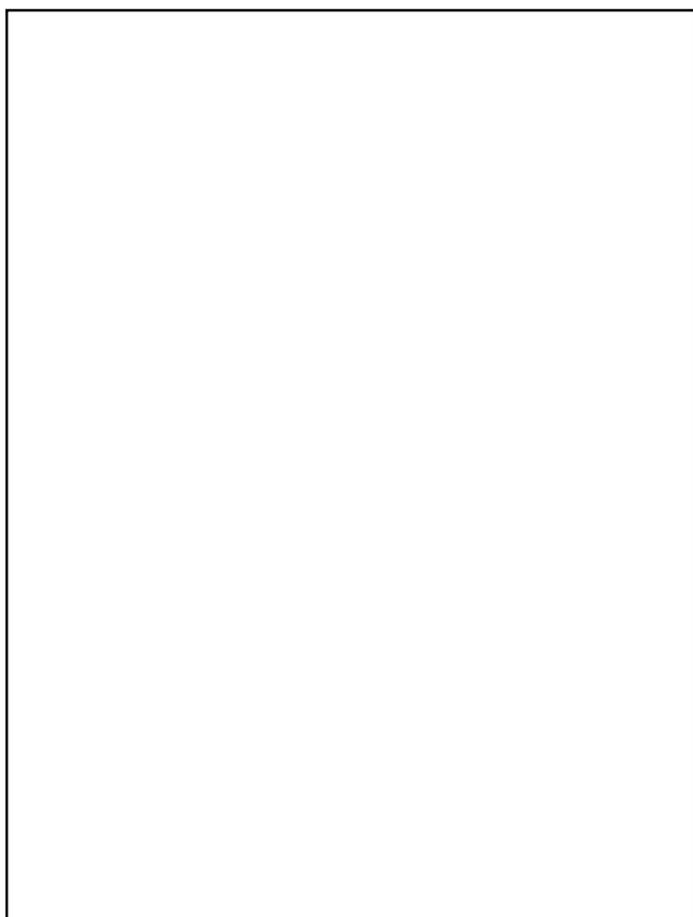
**JACKSON HEIGHTS:** Commercial co-op for sale. 2 operatories, state-of-the-art technology; equipment included. Ground floor on busy street with great visibility, 2 minutes from train station. Turnkey office. If interested, please contact Frank at (818) 661-7129; or email: gt@smilebydesignny.com.

**MARYLAND, DC, VIRGINIA SALES:** No buyer's fees. Tysons Corner, VA – Modern, 4 ops, restorative practice grossing \$500K part time. Salisbury, MD – Pediatric specialty grossing \$1.7M. High net income. Crofton, MD – 5 ops grossing \$850K. Modern. Call Polcari Associates for more information: (800) 544-1297; or email: info@polcariassociates.com.

**CAYUGA COUNTY:** Well-established, highly visible general practice. 4,500 square feet with ample parking, 11 operatories, 14 employees providing diagnostic and restorative oral care. Up-to-date practice management software and fully digital. 13,000+ active patients with gross revenue \$1.7M+. Doctor ready to retire. Must see. Contact Christina Palma at (585) 370-5301; or email: cpalma1599@gmail.com.

**BAYSIDE QUEENS:** Dental practice and co-op for sale. For more information, please call (845) 519-4335.

**PUTNAM COUNTY:** Doctor motivated to sell and just reduced practice and RE selling prices. Extremely successful Perio practice with new patients from NY and CT. 3 ops; fully digital; 1,000 square feet with available 450-square-foot office next door. Gross receipts trending \$825K. Contact Henry Schein Professional Practice Transitions rep Mike Apalucci: phone (718) 213-9386; or email: michael.apalucci@henryschein.com. #CT108.



**FEATURED CLEMENS GROUP LISTINGS:**

**BROOKLYN:** Midwood. Grossing \$475K. Long-established. Retiring. Best location in high-traffic area with parking. Great facility can accommodate 5 chairs. Seller offering flexible transition options. Lots of patients and plenty of dentistry to be done. Mostly third party; good net. Asking \$300K.

**BROOKLYN:** Midwood/Flatbush. Grossing \$786,880. Storefront; 7 chairs; outstanding facility and high visibility. Fully digitized; long-established. Mixed third party and private. Part-time owner. Practice is very underdeveloped and will double with proper attention. Seller wants to retire and is anxious to make deal with long-term favorable lease.

**COLUMBIA COUNTY:** Grossing \$1.6M. Long-established with 6 chairs and 80 new patients/month. No marketing; insurance and cash. Nets \$525K to working chairside owner. Will be profitable to non-chairside dentist as well. Very transferable. 2 full-time hygienists and long-term super staff. Owner will stay for transfer.

**MIDDLETOWN:** Grossing \$431,787. Long-established. 2 chairs expandable to 4 chairs. Mostly insurance with 30 hours of hygiene. Owner does conservative treatment and wants to retire. Will make a good deal for the practice and real estate. Terrific starter in busy growth area, or merge into your office.

**Contact The Clemens Group for more information at (212) 370-1169; or visit: [www.theclemensgroup.com](http://www.theclemensgroup.com).**

**OTSEGO COUNTY:** 13-operator practice with room to grow. Gross revenue \$1.3M+. Selling doctor owns building. Real estate also available. Near colleges. Digital X-rays; computers in operatories and modern software. Contact Henry Schein Professional Practice Transitions representative E. Scott Weinberger by email: [escott.weinberger@henryschein.com](mailto:escott.weinberger@henryschein.com); or call (518) 512-9988. #NY105.

**SYRACUSE SUBURB:** Great opportunity to buy low & grow or acquire satellite location. 3 equipped ops; digital; Dentrrix. Located on main road in growing community 5 minutes from Thruway, Syracuse and Destiny Mall. Selling for \$227K. PPO and FFS mix. Good hygiene production. Contact Henry Schein Professional Practice Transitions representative Donna Bambrick: (315) 430-0643; or email: [donna.bambrick@henryschein.com](mailto:donna.bambrick@henryschein.com). #NY156.

**NORTHERN NY:** Profitable FFS practice. Close to recreation. Recent remodeling and Easy Dental, Dexis, soft tissue laser. Low overhead. Ideal for satellite practice. Grossing \$366K. Contact Henry Schein Professional Practice Transition by email: [Marty.Hare@HenrySchein.com](mailto:Marty.Hare@HenrySchein.com); or call (315) 263-1313. #NY117.

**SYRACUSE:** Western suburbs. FFS general gem. Office 1,470 square feet; 4 operatories on lower level. Main highways and major shopping close by. Dedicated staff supporting well-known retiring doctor. Contact Henry Schein Professional Practice Transitions representative Donna Bambrick by phone (315) 430-0643; or by email: [donna.bambrick@henryschein.com](mailto:donna.bambrick@henryschein.com). #NY148.

**COLUMBIA COUNTY:** Small, part-time practice in beautiful country setting. Extremely motivated doctor seeks successor. Gross just under \$200K. 3 equipped operatories and 3 additional plumbed. Real estate also available. Contact Henry Schein Professional Practice Transitions rep. E. Scott Weinberger: (518) 512-9988; or email: [escott.weinberger@henryschein.com](mailto:escott.weinberger@henryschein.com). #NY114.

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

**BROOKLYN:** Established pediatric practice in community with growing families. 2 operatories with 3 chairs and digital X-ray. 1,200-square-foot office close to public transportation. Doctor ready to retire. Contact Henry Schein Professional Practice Transitions representative Michael Apalucci: (718) 213-9386; or email: [Michael.apalucci@henryschein.com](mailto:Michael.apalucci@henryschein.com). #NY149.

**DUTCHESS COUNTY:** Grossing \$928K. 5 chairs. 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. This is the real thing; rare find. Asking \$750K.

**MID-SUFFOLK:** OMS. Well-established, well-equipped office with CT scan, etc. Office was doing \$1.1M but partial disability limits production. Producing over \$800K on limited hours. Ready to get back and grow to next level. Real estate available. Great situation for first practice or satellite. Ready to make a deal.

**MID-SUFFOLK:** Home/office grossing \$325K. FFS. 4 bedrooms, 2.5 baths, corner property in very desirable community. High visibility; lots of amenities. Asking \$549K for real estate.

**MANHATTAN:** Midtown. Grossing \$800K. Established, 5 chairs. Almost new, high-tech office overlooking W. 57th Street. PPOs and FFS. Upscale practice with many young professionals. No expense spared for plant and equipment, including CAT and CEREC. Definitely a place where you would be proud and productive. Geared to generate over \$1M for 2016.

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

**SYRACUSE:** Eastern suburb. General practice. 7 operatories, Pelton Crane and plenty of extras. Digital, Eaglesoft. Great building with rental space. Great flow in 2,800 square feet; opportunity to grow and have rental income. Doctor retiring. Must see. Contact Henry Schein Professional Practice Transitions representative Donna Bambrick: (315) 430-0643; or email: [donna.bambrick@henryschein.com](mailto:donna.bambrick@henryschein.com). #NY163.

**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 Representative E. Scott Weinberger: (518) 512-9988; or email: [escott.weinberger@henryschein.com](mailto:escott.weinberger@henryschein.com). #NY144.

**CENTRAL NEW YORK:** College town home/office. Big city benefits/small town atmosphere. \$500K+ FFS practice. Fully digital with 4 ops and additional op ready for expansion. Contact Henry Schein Professional Practice Transitions rep. Marty by phone: (315) 263-1313; or email: [marty.hare@henryschein.com](mailto:marty.hare@henryschein.com). #NY102.

**CAPITAL REGION:** Well-established periodontal practice near highways and major university. 6-7 operatories and digital X-rays. Mix of FFS and insurance. New software and computers. Gross receipts \$800K+. Discounted for quick transition. Real estate also available. Contact Henry Schein Professional Practice Transitions rep. E. Scott Weinberger, by email: [escott.weinberger@henryschein.com](mailto:escott.weinberger@henryschein.com); or call (518) 512-9988. #NY107.

**UTICA:** Well-established 35-year-old dental practice in fantastic location available now due to practitioner's planned retirement. Fully equipped 3-operator office. Efficient and profitable with excellent recall system. Poised for future growth. Ideal for young dentist looking to jump start a career. Contact Dave Kasper at Jim Kasper Associates: (603) 355-2260; or email: [info@jimkasper.com](mailto:info@jimkasper.com).

**PARAGON Practice Opportunities**

"We Put the SUCCESS in SUCCESSION"

- SARATOGA:** 6 ops, \$1.2M, 3,500+ active patients.
- ORLEANS COUNTY:** \$875K/year, 5 ops, <50% overhead.
- NORTHERN NASSAU:** \$485K, 3 ops, digital.
- SOUTHERN NASSAU:** \$1.4 M/year, over 3,000 active patients. SALE PENDING.
- ROCHESTER:** \$225K/ year, 3 ops, excellent merger opportunity.
- UPPER WESTCHESTER (Prosth):** \$735K/year, 800+ patients, mostly FFS.
- EASTERN SUFFOLK:** \$625K/year on 3 days/week.
- BROOKLYN:** \$1M/year, 10 ops, PPO & FFS.

Visit our website [www.paragon.us.com](http://www.paragon.us.com) to learn more about all of our opportunities or contact us today!

Dr. Jonathan S. Carey  
 Dr. Ira Newman  
 Phone: (866) 898-1867  
 Email: [info@paragon.us.com](mailto:info@paragon.us.com)

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- UPSTATE NY:** Endodontic practice, highly desirable community. NY 1977.
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- WEST SENECA AREA:** High visibility office on busy well-traveled route. NY 1969.
- SOUTHTOWNS/BUFFALO:** Gross revenues over \$1.4M with high net. NY 1967.
- UTICA:** Profitable with growth potential. NY 1964.
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- ROCHESTER:** Flagship dental practice. Progressive, fee-for-service. NY 1941.
- SYRACUSE:** Solid and long-established practice in desirable area. NY 1906.
- ALBANY AREA:** Excellent restorative practice in great location. NY 1904.
- SYRACUSE:** Modern, 4 treatment rooms with digital radiography. NY 1860.

**SOUTHTOWNS SUBURB:** Part-time family practice. NY 1832.

**RENSSELAER COUNTY:** Fee-for-service general practice. NY 1722.

For more information contact:  
 Jim Kasper Associates, LLC  
 PO Box 143, Walpole, NH 03608  
 Phone: (603) 355-2260  
 Email: [Info@JimKasper.com](mailto:Info@JimKasper.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](mailto:ddspractice@aol.com).

**ORLEANS COUNTY:** Longstanding 5-operator general practice collecting \$875K/year with less than 50% overhead. Take home \$400K after financing. 3,500 active patients; PPO & FFS. Real estate also available. Contact Dr. Jonathan Carey by email: [jcarey@paragon.us.com](mailto:jcarey@paragon.us.com); or call: (585) 451-5898

**FINGER LAKES/SOUTHERN TIER:** Walk to work and restaurants. Beautiful view on scenic river in low stress FFS practice established in 1919. Long-term client base in "the coolest small town in America." 4-5 ops. Digital X-ray, intraoral camera, laser. Last 5-year average gross \$840K; net \$470K with 44% overhead and 8 weeks vacation. Owner ready to retire but can stay 1-2 years for transition. Building with upstairs apartment available, or can lease from seller. Contact: [skident@aol.com](mailto:skident@aol.com).

**FINGER LAKES:** grossing \$2M, 7 ops, associates in place. Recently remodeled, digital paperless. **FINGER LAKES:** Grossing \$830K, 3 ops, digital, real estate available. **ERIE COUNTY:** Grossing \$650K, 4 ops, low overhead. **CAPITAL AREA:** Grossing \$600K, 3 ops, new facility and equipment, 80% Medicaid, motivated seller. For info on any of these listings, contact: [dentalpractice4saleNY@gmail.com](mailto:dentalpractice4saleNY@gmail.com).

**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](mailto:karenjtj@aol.com).

**MANHATTAN:** Midtown. 1-2 dental operatories available in newly built, high-end dental office. Ideally located in Class A building with attended lobby just off Fifth Avenue/Rockefeller Center/St. Patrick's Cathedral. Excellent views of St. Patrick's spires on high floor. Private office for doctor; excellent reception desk space. Rent reasonable. Email: [rfriedm3@optonline.net](mailto:rfriedm3@optonline.net); or call: (516) 817-9907.

**WHITE PLAINS:** Modern, state-of-the-art operatories available in duplex office with reception. Available FT/PT. Turnkey. 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](mailto:broadwayda@gmail.com).

**MANHATTAN:** 1 or 2 operatories for rent full time or part time in beautiful office on 55th Street off Fifth Avenue. Windows, 24-hour building, doorman and private office. Very reasonable rent. Please call (212) 581-5360; or email: [kghalili@gmail.com](mailto:kghalili@gmail.com).

**LOWER WESTCHESTER:** Seeking Endodontist looking to rent space and begin own practice. New office with state-of-the-art equipment, including CT scan, and in close proximity to train. Please send correspondence to: [drsev2003@gmail.com](mailto:drsev2003@gmail.com).

**MANHATTAN:** Operatory for rent full time on Park Avenue at 35th Street. Large 10 x 12 self-contained treatment room and office. Desk, filing cabinets, WiFi, reception area and waiting room. Residential building; accessible 24/7. Please call (212) 686-0158; or email: [mk39@nyu.edu](mailto:mk39@nyu.edu).

**BROOKLYN:** Brighton Beach. Fully equipped dental office space for lease. 1-3 days/week. General or Specialist. Modern office, digital X-rays/Panorex. Please call (516) 286-1073; or email: [rgydental@gmail.com](mailto:rgydental@gmail.com).

**MANHATTAN:** 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 one to four treatment rooms. Transportation: near 4, 5, 6, 7, S, B, D, F, M, N, Q, R, 1, 2, 3 trains. See a virtual tour at [www.aencyproperties.com](http://www.aencyproperties.com). Details available at: (212) 752-3636; or email: [info@nycendo.org](mailto:info@nycendo.org).

**MIDTOWN MANHATTAN:** Competitive rental rates for 1 to 2 fully equipped operatories. Full time or part time, weekdays and/or weekends. Prime location across from Grand Central Terminal; near public transportation. Secure landmark building; sunny exposures. Opportunity for purchase of successful FFS upscale cosmetic/restorative practice. Email: [lschwab@att.net](mailto:lschwab@att.net) with inquires.

**EQUIPMENT FOR SALE**

**GENDEX & DEXIS INTRAORAL X-RAY SENSOR REPAIR.** We specialize in repairing Gendex & Dexis dental X-Ray sensors. Repair and save thousands over replacement cost. We purchase old/broken sensors! Visit: [www.RepairSensor.com](http://www.RepairSensor.com); or call (919) 924-8559.

**KODAK/CARESTREAM & SCHICK INTRAORAL X-RAY SENSOR REPAIR.** We specialize in repairing Schick CDR & Kodak/Carestream RVG 5100 & 6100 dental X-Ray sensors. Repair and save thousands over replacement cost. We purchase old/broken sensors! Visit: [www.RepairSensor.com](http://www.RepairSensor.com); or call (919) 924-8559.

**FOR SALE:** Retiring pedodontist has quality dental equipment for sale: A-Dec dental unit; Two A-Dec dental exam chairs; Three A-Dec dental carts; Intraoral X-ray; Panorex; Cox sterilizer; Two Cavo low-speed handpieces; Two suction machines. Best offers accepted. Pick up March/April. For more details, please contact (315) 336-3270.

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- Scientific Metals**  Precious Metals Refining  
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For further information about NYSDA-Endorsed Programs contact Michael Herrmann 800.255.2100

## 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](http://www.dentaxsolutions.com); or e-mail: [stusinclair@yahoo.com](mailto: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](mailto:info@polcariassociates.com); or call Polcari Associates at (800) 544-1297.

## OPPORTUNITIES AVAILABLE

**WESTCHESTER COUNTY:** Two available positions: PT dental associate and PT oral surgeon, which requires IV sedation. Private, FFS practice in Tarrytown area. Some insurance accepted. Modern facility with state-of-the-art equipment. Hours negotiable. Please send resume to NYSJD Box #F-101. Email inquiries to: [info@nysdental.org](mailto:info@nysdental.org); please put box number in subject line.

**MANHATTAN:** Beautiful, large, 9-room storefront dental office on East 72nd Street seeks dental specialists to share space. Perfect location for multi-specialty site. All PPO and FFS. Immediate. Call for details: (212) 335-0117.

**NEW YORK CITY:** Endodontist needed for multi-specialty practice. Once per month on Saturday. Downtown NYC office. Endodontic students welcome. Salary starts at \$750, with commission. Resumes to: [richardlyons30@gmail.com](mailto:richardlyons30@gmail.com).

**ROCHESTER:** Western New York Dental group is seeking full-time general dentist associate. Great opportunity in group practice setting in very nice, modern practice locations, working for quality-driven health care organization. Inquiries to: [dsylvestri@amdpi.com](mailto:dsylvestri@amdpi.com); or call (781) 295-1131.

**ALBANY:** 1st Advantage Dental Group, a multi-specialty group practice with over 15 practice locations, seeks to hire qualified full-time general dentists for our greater Albany area practices. We offer ownership potential, competitive compensation, 401k with employer match and sign-on bonus. Inquiries to: [dsylvestri@amdpi.com](mailto:dsylvestri@amdpi.com); or call (781) 295-1131.

**SARATOGA SPRINGS:** Oral & Maxillofacial Surgeon. Outstanding opportunity to join busy, innovative, multi-location, 3-surgeon OMS practice. Saratoga is excellent place to live and work, with vast array of cultural and recreational activities. Association leading to partnership for motivated OMS possessing top skills and excellent interpersonal skills. Practice is office-based, full-scope, dental alveolar and implant surgery under general anesthesia. Orthognathic, reconstruction, cleft lip and palate, pathology and TMJ cases in office and hospital settings. Competitive salary, plus comprehensive benefits package, including malpractice, health, life insurance, 401k and profit sharing. Send resume to: [dwhitacre@scomsa.com](mailto:dwhitacre@scomsa.com).

**SYRACUSE:** Seeking Endodontist to join our group. Excellent compensation and benefits. Opportunity to join cohesive group performing state-of-the-art treatment, including surgery and implants. Contact Dr. Jeffrey Maloff by email: [drjrm4life@gmail.com](mailto:drjrm4life@gmail.com).

**NEW YORK STATE:** Exciting opportunities for dentists, hygienists and assistants to provide children with quality dental care in schools in New York. No evenings or weekends. Email resumes to: [jobs@smileprograms.com](mailto:jobs@smileprograms.com).

**DENTIST:** Consulting firm seeks Practice Transition Consultants nationwide. Immediate need in the Capital Region of New York. Unlimited earning potential. Email: [careers@paragon.us.com](mailto:careers@paragon.us.com); or call (866) 898-1867.

## ASSOCIATESHIPS AVAILABLE

**UNUSUAL OPPORTUNITY:** Multi-office (Midtown, Bergen County) oral/systemic-focused, FFS, group practice. Prefer Prosthodontist or general practitioner with Dawson, Pankey, Spear, Kois or LVI-type, big picture experience open to new style that interacts with MDs and promotes total wellness. Send resume and letter explaining WHY you to: [practiceperfectsystems@gmail.com](mailto:practiceperfectsystems@gmail.com).

**ROCHESTER AREA:** Associateship position available for general dentist in west side of Rochester. Base compensation, plus production bonus. Candidate must be proficient in all disciplines of dentistry, including endodontics, oral surgery, prophylaxis and working with children. Proficiency in periodontics a plus. Recent graduates will be considered and welcome. We have wonderful patient base of FFS and PPO patients and cohesive team. Please email me with your interest to: [ericbensondsd@mac.com](mailto:ericbensondsd@mac.com).

**EAST ISLIP:** General dentists skilled in all phases of dentistry needed to join growing Long Island practice. We are proud to provide comfortable and trusted dental care seven days/week. We need associate dentists for early morning, evening and weekend hours. Great opportunity for enthusiastic dentists to grow and excel in patient-centered practice. Associate agreement will outline compensation. Check out our web site at [www.eastislipdentalcare.com](http://www.eastislipdentalcare.com). Please send your CV to: [eidental@aol.com](mailto:eidental@aol.com).

**LAKEWOOD, NY:** Immediate opportunity. Mondovi Dental seeks general dentist for practice opportunity. Our philosophy of preserving and supporting the traditional private practice setting provides great work-life balance, excellent compensation and benefits, and unlimited opportunity for professional development. Comprehensive support team takes care of administrative details, providing you freedom to lead your team while focusing on your patients and skills. If you possess passion for providing quality care and seek rewarding practice opportunity, please contact Brad Smith at (715) 590-2467; or email: [bsmith@mymeritdental.com](mailto:bsmith@mymeritdental.com).

**QUEENS:** Part-time associateship position available for general dentist. Base salary \$300, plus commission. Candidate must be proficient in all disciplines of dentistry, including endodontics, oral surgery and working with children. Recent graduates will be considered and welcomed. Wonderful patient base of Medicaid, Unions and FFS. Please email: [farhada26@yahoo.com](mailto:farhada26@yahoo.com); or fax: (718) 740-8005.

**SYRACUSE:** Associate wanted for established, high-quality, FFS dental practice. Our staff is skilled and friendly. Generous compensation and benefit package, including medical and 401k with employer match. Eventual partnership and/or ownership opportunity. Email: [syracusedentist99@gmail.com](mailto:syracusedentist99@gmail.com).

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# New Study to Investigate how Good Antibodies go Bad

University at Buffalo researcher examines role of little-studied IgM in Sjögren's syndrome.

Marcene Robinson

UB Assistant News Content Manager



Jill Kramer

FOR YEARS, researchers believed IgM, a protective type of antibody, played an insignificant role in Sjögren's syndrome. However, new research, led by University at Buffalo oral biology researcher Jill Kramer, D.D.S., Ph.D., aims to re-examine whether this seemingly harmless antibody is pathogenic, or capable of causing disease. The results may lead to a better understanding of IgM's effect on Sjögren's syndrome—an incurable autoimmune disorder that affects more than 1 mil-

lion Americans, 90 percent of whom are women—and other autoimmune diseases, such as lupus and rheumatoid arthritis.

Dr. Kramer was the first recipient of the Dr. Edward J. Downes Research Fellowship presented in 2014 by the New York State Dental Foundation. She is a graduate of the University at Buffalo, where she was awarded both D.D.S. and Ph.D. degrees, and a graduate of the oral and maxillofacial pathology residency training program at Long Island Jewish Medical Center in New Hyde Park. She is assistant professor in the Department of Oral Biology at the UB School of Dental Medicine.

Her research, "Analysis of the Source and Significance of IgM in Sjögren's Syndrome," is one of several studies funded through a \$16 million Clinical and Translational Science Award provided to UB from the National Institutes of Health to quicken the delivery of new drugs, diagnostics and medical devices to patients.

"The best patient care goes hand-in-hand with clinical research," said Timothy Murphy, M.D., principal investigator, SUNY Distinguished Professor of Medicine, and senior associate dean for clinical and translational research in the Jacobs School of Medicine and Biomedical Sciences. "Dr. Kramer's study will use

novel approaches to identify the type of autoantibodies responsible for Sjögren's syndrome and is critical in guiding the development of better therapies for this disease."

"Patients with Sjögren's syndrome are more prone to dental problems, and often experience difficulty in talking and swallowing food," Dr. Kramer said. "It is important we understand why the disease occurs and develop new ways to prevent the immune system from attacking healthy tissues."

Using mice that lack the ability to produce their own antibodies, Dr. Kramer will administer IgM from mice with Sjögren's syndrome and examine whether the rodents develop symptoms related to the disease, a sign that the class of antibody may be pathogenic. A separate set of mice will receive IgG, another type of antibody that is harmful in many autoimmune diseases, including Sjögren's syndrome.

While IgG is produced primarily to attack bacteria and other pathogens, IgM functions as the body's garbage man, helping to clean up cellular debris and reduce inflammation before a stronger response with IgG is triggered, Dr. Kramer said. Because of IgG's harmful nature in autoimmunity, more Sjögren's syndrome-related research exists on this antibody class than its weaker counterpart. But after recent studies found that those diagnosed with the disorder produce a high amount of IgM, Dr. Kramer speculated that the antibody plays a greater role than previously thought. By testing how IgM affects salivary function in mice, Dr. Kramer can learn whether the antibody is harmful or released as part of a protective measure, which could aid in the development of medicine and other treatments.

Additional contributors to the project include co-investigator Daniel Gaile, Ph.D., assistant professor in the Department of Biostatistics in the School of Public Health and Health Professions, and Liam McCabe, a research technician in the School of Dental Medicine. ☞