Zane Grey

Dentist-Writer Brought the American West Alive

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

doctor-writer is a term used for individuals with a dual passion for two fields which, at first glance, appear to have little in common. Upon closer inspection, one can see the intimate comingling of traits and characteristics embodied by the practitioners of medicine and those who write—feeling the need to convey the many aspects of the human condition, they find health care and writing their true professional callings. Some of the better known doctor-writers are Anton Chekhov, Sir Arthur Conan Doyle, W. Somerset Maugham, John Keats, Michael Crichton and Oliver Wendell Holmes.

Chekhov once wrote, “Medicine is my lawful wife and literature my mistress; when I get tired of one, I spend the night with the other.” Another doctor-writer, St. Luke, was the Gospel writer who described the medical condition hematidrosis when he writes of Jesus praying intensely in the Garden of Gethsemane after the Last Supper, “and his sweat became like great drops of blood falling down upon the ground.”

In the early part of the 20th century, the literary world saw the transformation of a New York City dentist, Zane Grey, into one of the most beloved writers of the time. Pearl Zane Gray was born on Jan. 31, 1872, in Zanesville, Ohio. His father would later change the spelling of the family name to Grey in an attempt to hide from his creditors. It is interesting to note that Zane’s father, Dr. Lewis Grey, was originally an Ohio farmer, who later became a dentist after having been apprenticed to an established dentist.

The young Grey spent his early childhood developing a deep interest in fishing, writing and baseball. When he was 15, he was locked up in jail for a night after being arrested in a brothel.

In his mid-teens, Zane had less time for baseball and fishing, as his father suffered a series of financial setbacks. Dr. Grey enlisted his son to assist him in his dental office. Within a year, he had taught Zane about the anesthetic properties of cocaine and, subsequently, sent the 15-year-old into the rural Ohio countryside to perform extractions on patients.

But young Zane did not devote all his time to the practice of unlicensed dentistry. He continued to play baseball whenever time allowed, and his talents attracted the attention of many fine colleges and universities. He was offered baseball scholarships by Vanderbilt, the University of Michigan, Ohio Wesleyan and the University of Pennsylvania. Zane accepted the offer from Pennsylvania, as Penn had a dental school.

At the University of Pennsylvania Zane studied dentistry and played baseball on the varsity team. After graduation from dental school, in 1896, he put his career...
in dentistry on hold for two years to play amateur baseball in New Jersey. In 1898, he set up a dental practice in New York City, on West 74th Street, to be near to publishers, as his love for writing was still strong. On a sly note outside his office his first name was referenced only as the single letter “P.” Soon thereafter, he dropped the name Pearl altogether and became known as Zane Grey. By then he was writing nightly after practicing dentistry during the day.

Zane’s other passion, fishing, indirectly played an important role in his becoming a successful writer. During his years practicing dentistry in New York City, Zane would spend all his free time in Lackawaxen, PA, fishing with his two brothers. It was there, in 1900, that 28-year-old Zane met 17-year-old Lina Elise Roth, whom he later nicknamed Dolly. Dolly came from a family of significant financial means. She was a strong supporter of Zane’s writing endeavors and encouraged him to make a career as an author.

In 1903, Zane finished his first book, “Betty Zane.” As there were no publishers interested in the unknown author’s book, Dolly used her own money to have the book printed. Within two years, the couple was married. Dolly continued to encourage her husband. His next book, “The Spirit of the Border,” attracted the attention of a publisher and marked the start of Zane’s very successful career as a writer. It was at this point, he gave up the practice of dentistry.

Dolly and Zane traveled to the Grand Canyon and California on their honeymoon. This opened a new world of vivid imagery for Zane, who found inspiration in the brilliant landscapes, the lifestyles and personalities of the American West.

The couple went on to have three children and live a happy life together. Zane traveled the world in search of adventure, while Dolly edited his work and continued to provide inspiration and career advice. Zane found adventure and financial wealth as a result of his literary works. He wrote a novel almost every year, with many of these works being made into movies. And he founded his own production company.

Zane and Dolly had homes in Altadena, CA, and on Catalina Island. Zane traveled to his fishing camps in New Zealand, Tahiti and Australia—often on one of his yachts. And he continued to publish extensively until his death on Oct. 23, 1939. Dolly lived another 18 years. Upon her death, the couple’s ashes were interred in a cemetery near Lackawaxen, as they wanted to be together eternally near the Delaware River where they had met so many years before.

Dr. Zane Grey’s life was as vibrant and adventurous as were his portrayals of the American West. As a young boy sent off to perform extractions in rural 19th century Ohio, even with his vivid imagination, he could not have dreamed that his passion for writing, baseball and fishing would shape him into a beloved author whose writings would give the world its most enduring literary images of the American West.

REFERENCES

Dr. Maloney is clinical associate professor in the Department of Cariology and Comprehensive Care at New York University, New York, NY. Queries about this article can be sent to him at wjm10@nyu.edu.

Dr. Fletcher 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.

Albany Health Center Looking for Partners To Help it Expand its Dental Program

WHITNEY YOUNG HEALTH CENTER (WHYC) in Albany has announced plans to expand its dental program. Since 1971, the center has offered low-cost medical and dental care to residents of the greater Capital Region. It now has dental offices in Troy, Watervliet and Albany’s Arbor Hill, and treats about 10,000 patients annually.

With a mission to provide access to quality health-care without regard to income, WHYC accepts Medicaid and offers a sliding fee scale to anyone living at or below 200% of the Federal Poverty Level—that’s up to $48,600 for a family of four. The reality for WHYC is while the need for services by those who can’t afford them continues to rise, it is difficult to sustain, much less grow, a practice where so little in patient fees are collected.

So, earlier this year, WHYC launched the “Campaign for Smiles” with the help and guidance of a volunteer leadership team. The campaign is an ambitious initiative with a goal to raise the $2.5 million needed to expand the center’s Albany Dental Practice and enhance the services provided to its patients across the region.

The center is appealing to members of the dental community pointing out the multiple needs to build good oral health habits at an early age, receive routine preventive care and address oral decay as soon as possible. At the same time it is reminding providers how quickly oral health is neglected among competing priorities, especially in low-income households.

Whitney Young is inviting dental professionals to visit the center for a tour, speak with its staff members, and learn more about existing programs and expansion plans. For more information, contact Whitney Young Health Center’s Development Director Maureen Yee at (518) 591-4471, or myee@wmyhealth.org.
REMEMBER JUNIOR HIGH—those few years between childhood and adolescence (when things really got awkward)? For most of us, this period predated the ability to tame our pesky cowlick or find the right shade of cover-up. We hadn’t yet mastered talking to the opposite sex, and for many, this era was further enhanced by such trends as feathered bangs and acid-washed jeans. Unfortunately, it also coincided with the establishment of our reputation, version 1.0.

Are you cringing yet at the recollection? Before we undo all of the therapy it’s taken to get past those impressionable years, let’s get to the point. We’re human, and poor judgement plagues us all at one time or another. Things that seem reasonable in the moment, like getting glamour shots at the mall, later prove to be a mistake. In the past, the consequences of questionable judgment were relatively short-lived and limited to those in close proximity, but thanks to social media and the Internet, our brief lapses in judgement can now be shared with more people than ever…forever.

Embarrassing trends aside, unflattering publicity in any form can have a very real impact on the success of your practice and, just like Dep styling gel, it doesn’t take much. Every patient you see can potentially blemish your reputation with a few keystrokes. One experience with a dental hygienist who’s a little overzealous with the pick can turn into trending hashtags that haunt you—#YourPractice #BleedingGums.

Think no one reads online reviews? We’d hate to call you wrong, so we’ll just say you’re mistaken. According to a Nielsen report,1 opinions and reviews posted online are key influencers in the decision-making process—second only to recommendations from friends and family.

What’s a doctor in the age of rampant reviews to do? While you may be tempted to publically discredit critical reviews (#StopWiggling), we don’t recommend it. Instead, use negative comments as an opportunity to highlight your professionalism. You’ll benefit more from a caring response to those trending hashtags than a curt reply. In this instance, try conveying concern for your patient instead of contempt. “We’re sorry to hear you had a less than pleasant experience. #YourPractice has been treating patients for over 10 years and strives to deliver the highest level of care possible.”

So should you hang back and wait for an opportunity to defend your reputation? Definitely not. “The best defense is a good offense” certainly applies here. One of the best ways to counter unfavorable reviews is to proactively leverage your best asset—satisfied patients. ProSites’s recently released Reputation Marketing feature is designed to help you do just that.

Not only does ProSites Reputation Marketing make it convenient for patients to review their experience, the feature also allows you to determine which comments appear on your practice website. Patients can submit reviews via your Patient Reviews page, but nothing goes live on your site until you hit “publish.” Unlike the bedroom wall you shared with your sibling, you get to control what gets posted.

Caution. Use this power wisely or it could backfire. Only post glowing reviews with five-star ratings and you run the risk of your practice coming off faker than Lee Press-On Nails. No one is perfect, including doctors, and setting unrealistic expectations is more likely to damage your credibility than enhance it. To add legitimacy to your Patient Reviews page, a good rule of thumb is to display a mix of three-, four- and five-star ratings, with a heavier dose of fours and fives.

Feeling iffy about online reviews? You’re not alone. Navigating today’s online arena while keeping your reputation intact is harder than securing a seat at the popular table. Let ProSites help. Our online experts know the ins and outs of dental marketing. For more information about ProSites Reputation Marketing, visit www.ProSites.com/repmkt. For information about ProSites and additional online marketing services, call (888) 932-3644; or visit www.ProSites.com/NYSDA.

Ms. Frechette-Crowley is ProSites Director of Product Marketing. ProSites is endorsed by NYSDA for its website design and online marketing solutions. NYSDA members receive 25% off the standard website setup. For more information, or to start a free trial, call (888) 932-3644; or visit www.ProSites.com/NYSDA.

What are the other principles?" Nicolle asked.

I immediately realized that her question was an excellent one. Over the decades, I have proudly mentored countless dental and predental students. I enjoy having them follow me around the office, observing, questioning, and discussing patients and dental procedures.

Last week, I was discussing a new patient's treatment plan with Nicolle, a bright and cheerful Brooklyn College predental student.

Our disheveled-looking patient was dressed like a homeless vagrant, hadn't seen a dentist in years and was suffering from considerable dental neglect.

When I showed Nicolle the treatment plan I was formulating, consisting of periodontal treatments, Clear Aligner orthodontics and restorative dentistry, she exclaimed, “Dr. Galler, it doesn't look like this patient will be able to afford anything like that!”

I used Nicolle's response to launch into my sermon about how every patient is justified in expecting us to provide a full and comprehensive exam and treatment plan.

“A very important principle for every ethical dentist to remember,” I lectured, “is to never pre-judge what a patient can or cannot afford, what a patient may or may not be interested in doing, or what a patient may or may not wish to hear.”

To my embarrassment, I saw that Nicolle was taking notes as I was speaking. Then, she asked, “What other principles like this should I know?”

I realized it might be a good idea for me to organize my thoughts and write down “principles” that all of us should try to remember.

### PRINCIPLES FOR PRINCIPLED DENTISTS

1. Don’t make assumptions about a patient. Every patient deserves to know what it would entail to have ideal dentistry.
2. When you explain something ahead of time it is an explanation; when you explain it afterwards it sounds like an excuse.
3. Before every procedure, tell the patient what you are going to do and show him or her what you are going to do. “Tell-Show-Do” helps to relax anxious patients.
4. Positive body language and good eye contact are essential features of effective communication.
5. It seems obvious, but treat and address every patient the way you would like to be treated and spoken to.
6. Avoid the temptation to convince yourself that something is “good enough” when it is clearly not good enough.
7. Because the perception of reality is often more important than the reality, place new cups, plastics, sterile instruments, etc., in front of the patient so the patient can see what you’re doing and not before the patient enters the treatment room.
8. Beware of patients with unrealistic expectations.
9. A patient’s time is as valuable as yours. It is never acceptable to keep someone waiting unnecessarily.
10. When you are doing well, remember to do good. There are innumerable opportunities for us to try and help others.

Dr. Galler is a general dentist from Brooklyn and a frequent contributor to the NYSDA News and New York State Dental Journal. He invites readers to share their thoughts on additional principles by writing to him at drgaller1234@verizon.net.
ANTHONY L. DIMANGO, D.D.S., dental educator, mentor and leader, is the 2016 recipient of the Pierre Fauchard Academy Distinguished Service Award, presented by the New York Section of the academy. This is the second time the academy has honored Dr. DiMango. He received his first award in 1996.

The presentation to Dr. DiMango was made on June 4 during the NYSDA Annual Meeting at the New York Marriott at the Brooklyn Bridge. The PFA gathering witnessed as well the induction of 15 dentists as fellows of the academy.

Dr. DiMango, an oral surgeon, lives in Brooklyn, where he also practiced dentistry. At the award ceremony, he was lauded for his many years of service to organized dentistry, including acting as a mentor and advisor to his colleagues, many of whom he ended up recommending for membership in the academy. Additionally, Dr. DiMango taught oral surgery and anesthesia to generations of dentists at Columbia University School of Dental and Oral Surgery.

A past president of the Second District Dental Society, Dr. DiMango held leadership positions with NYSDA, the Bay Ridge Dental Society, the Italian Dental Society and the Catholic Dental Society. He served as ADA First Vice President in 1996. He was previously honored with the NYSDA Distinguished Service Award, the Lutheran Medical Center Department of Dentistry Attending of the Year Award, the International College of Dentistry Distinguished Service Award and the Bay Ridge Dental Society Distinguished Service Award.

Dr. DiMango is a graduate of Fordham University, the Georgetown University Dental School and completed a residency in oral surgery at New York University School of Dentistry. He is a WWII veteran, serving as a sergeant in the Army Medical Corps.

**NEW MEMBERS INDUCTED**

The Pierre Fauchard Academy seeks to educate dental professionals about the latest techniques in dentistry and to foster a sharing of ideas to improve the profession. Amarilis Jacobo, Bronx County, is section chair. Edward Feinberg, Ninth District, is section vice chair. This year’s inductees include the following:

- Babak Bina, Second District; Philip Buccigrossi Jr., Second District; Jeffrey Burns, Second District; Kenneth Cooperman, New York County; Christopher Cuomo, Ninth District; Martin Dominger, Suffolk County; Bernard Fialkoff, Queens County; Luis Fujimoto, New York County; Claudia Mahon-Vasquez, Suffolk County; Joanna Mentzelopoulou, Queens County; Mitchell Mindlin, Second District; Barry Rozenberg, Nassau County; Herman Spera, Sixth District; Ira Titiunik, New York County; Howard Weiner, Nassau County.

**Payroll is complicated. SurePayroll makes it easy.**

Doing your own payroll can create lots of headaches. You don’t have time to constantly follow changing tax regulations and track your employees’ deductions and benefits. With SurePayroll, you can:

- Run payroll online, in less than 2 minutes, in an easy 3-step process.
- Have all federal, state, and local payroll taxes calculated, filed and paid for you.
- Let employees view and print pay stubs and W-2s themselves.

AND, as a NYSDA member, you get exclusive member pricing, one month of FREE payroll processing, and W-2 fees waived for the first year. For more information see SurePayroll.com/ADA or call 866-535-3592.

For more information about this and other Endorsed Programs call: 800-255-2100
New York State Dental Foundation Honors Steven Kess of Henry Schein

Steven Kess, vice president, global professional relations, for Henry Schein, Inc., was honored by the New York State Dental Foundation, which in June presented him with its Lifetime Achievement Award. Mr. Kess, who recently stepped down from the Foundation Board, was cited for his commitment to and support of the Foundation’s mission, said to be significant factors in the growth of the organization.

In his role at Henry Schein, Mr. Kess has been responsible for forging public-private partnerships to address complex global health issues. He is co-founder of Henry Schein Cares and founding president of the Henry Schein Cares Foundation.

The award presentation took place at the NYSDF’s annual Foundation of Excellence Luncheon on June 4 in Brooklyn. The Foundation used the occasion to announce two new initiatives: its Donated Equipment Program and its Volunteer Registry. Both are in effect now and involve in the first instance working with industry partners to provide donations.

continued on page 12

American Dental Association Releases CDT 2017: Dental Procedure Codes

THE AMERICAN DENTAL ASSOCIATION released “CDT 2017: Dental Procedure Codes,” the definitive manual of codes for documentation and reimbursement, at the end of August. This latest edition of CDT is designed to streamline coding and help maximize reimbursement by third-party payers.

“CDT 2017: Dental Procedure Codes” features 11 new codes, five revised codes and one deleted code. The manual builds on previous code sets with codes that fill documentation gaps, making it easier to code quickly and accurately. More detailed options for documentation also provide better protection from legal liability, as well as fewer rejected insurance claims. The “Code on Dental Procedures and Nomenclature” in CDT 2017 is the only HIPAA-recognized code set for dentistry.

Also available from the ADA is the “CDT 2017 Companion: Help Guide for the Dental Team,” designed to train dental staff to code more accurately and efficiently. The completely revamped Companion is now organized by coding category, each chapter written by dental industry leaders. The book includes more than 50 new and updated coding scenarios and answers more than 100 common coding questions.

The CDT Code Check App for iOS and Android allows dental professionals to access CDT codes in the palm of their hand. An eBook and several product bundles complete the CDT 2017 offerings.

The availability of these tools allows time for staff training before the codes go into effect on Jan. 1. CDT 2017 products can be preordered at adacatalog.org, or by calling the ADA Member Service Center at 1(800) 947-4746.
American Dental Association Launches Dental Provider Credentialing Service

In keeping with its commitment to helping dentists work more efficiently and improve their practices, the American Dental Association has completed a nationwide launch of its ADA Credentialing Service, a new timesaving site that enables dental providers to enter credentials one time and in one place for access by multiple payers.

Using software developed by Wonderbox Technologies, an agile, innovative software firm that is part of the SKYGEN USA family of distinguished benefit solutions companies, the ADA Credentialing Service represents a significant improvement for both providers and payers over other credentialing options. The national launch enables dentists throughout the U.S. to enter their credential information into the ADA Credentialing Service one time, where it can then be accessed on-demand by multiple health payers. The service replaces the time-consuming, labor-intensive process of filling out an application for each payer network the provider wishes to join.

Payers, hospitals, employers and third-party administrators will use a separate ADA URL to access the service and download the provider information. Using the ADA Credentialing Service eliminates the need to contact and follow up with each provider individually when credentialing dentists, delivering information in minutes that formerly took weeks to obtain.

The ADA Credentialing Service and supporting components were built using the Wonderbox Technologies Enterprise System. Data is held in dedicated servers managed by Wonderbox Technologies, the ADA’s web host. The ADA and Wonderbox Technologies are committed to implementing reasonable and appropriate security tools and protocols.

The ADA is currently providing use of its credentialing service free to all members and nonmember dentists. For more information or to register, dental providers can go to ada.org/credentialing.

Candidates Sought for HIV Oral Health Training Program

THE NEW YORK STATE DEPARTMENT of Health-AIDS Institute Oral Health Resource Center, in collaboration with the Northeast Caribbean AIDS Education and Training Centers (AETC), offers a unique chance to participate in an HIV Oral Health Preceptorship Program.

HIV Oral Health Preceptorships are available for dentists, dental hygienists and primary care clinicians in New York, New Jersey and the Caribbean. These programs are individually tailored to meet the needs, interests and experience level of the individual provider. Typical sessions are from one to five days and are available for providers with no or very little HIV experience, those looking for a more detailed clinical experience in an HIV Primary Care Center or discovering oral pathology.

Preceptorship sites are in multiple locations in both states. The actual location will depend upon the level of the preceptorship program selected for the applicant following assessment by the program director. Tuition is fully covered by a grant from the Health Resource and Service Administration (HRSA). Nationally accredited continuing education credits are available from the New York State Dental Foundation and the Dental Hygiene Association of the State of New York.

For further information or to register, contact Howard Lavigne, program consultant, at (315) 247-2998; or howard.lavigne2@gmail.com.

Credit Card Fees Too High?

The NYSDA-endorsed Best Card program saves members hundreds of dollars a year on their credit card processing with no hidden fees. Fax or email your current statement to 866-717-7247 or CompareRates@BestCardTeam and receive a $5 Amazon Gift Card.

With the ever increasing regulations in the processing industry you will enjoy true customer service at Best Card featuring people, not prompts.

For more information, call Best Card at 877-739-3952.
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 $350K. Immediate transfer; motivated seller. Call Dr. Steve at [516] 982-9206, or email: jackofdiamonds31@aol.com.

CENTRAL NEW YORK: High grossing FFS periodontal and implant practice. Fully equipped. Collections of $2.5M in 2015. 2-story building for sale with income. 2,000 square feet per floor. Established 1986. 6 operators; solid staff. Near Thruway. Inquiries only to: david@thtlha.biz.

PUTNAM COUNTY, MAHOPAC: 35-year-old restorative practice. Excellent central location in professional building with ample parking. 1,500 square feet; 3 operatories. Average gross $440K on 3.5-day week. Motivated seller. Principals only. Contact: pfmdcs@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: endofoot@optonline.net.


MID-HUDSON VALLEY: Adult restorative practice. Well-established for 28 years. Emphasis on cosmetic and implant dentistry. Modern, 1,800 square foot, 4-operatorie 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: dlwpractice@aol.com.

PARAGON Practice Opportunities

“...We Put the SUCCESS in Successs”

WATERTOWN: $170K, great merger opportunity.

ITHACA: $140K/year, 6 ops, 32 new patients/month and no PPOs.

SUFFOLK: $300K/year part time.

LOWER MANHATTAN: $150K/year. FFS. Perfect merger opportunity.

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

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

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

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

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

NORTHERN NASSAU: $485K, 3 ops, digital SALE-PENDING.

SOUTHERN NASSAU: $145K/year, great merger opportunity.

EASTERN SUFFOLK: $145K/year, 8 ops.

Visit our website www.paragon-us.com to learn more about all of our opportunities or contact us today!

Dr. Jonathan S. Carey & Dr. Ira Newman
Phone: [666] 899-1867 / Email: info@paragon-us.com.

FEATURING CLEMENS GROUP LISTINGS:

MANHATTAN: Upper West Side. Well established. Rare opportunity to acquire 6-chair, 100% paperless, class A office. Consistent collections $1.4M. Better PPO’s and private. hygiene grossing $450K. Owner works 25 hours. Perio, surgery and implants referred out. 400 new patients annually. Owner will stay 2 days/week for one year. Office will work for both a chairside or non-chairside owner. Will net $200K to chairside owner after book loan in first year. Over 100% return to non-chairside owner with addition of specialists to staff. New, competent, experienced staff and owners and fresh energy should easily grow practice to $1.8M in first year. Asking $1.4M. Serious inquiries only.

NYC OUTER BOROUGHS: Padu/Otho. Grossing $1.3M. Well-established, large modern office in attractive owner-build. Good patient balance between insurance and private. Building is for sale or lease and is expandable.

DUTCHESS COUNTY: Grossing $928K. SChair, hitech office with well-established, large fringe base. FFS. Conservative treatment. Endo, Perio, surgery and ortho referred out. Net over $400K. Earn $275K after debt service. The real thing, rare find. Asking $750K.

NORTHERN NY: Practice, ready to make deal. Grossing $1.5M. Long established, 6 chairs. Excellent central location in professional building with ample parking. 1,500 square feet; 3 operatories. Average gross $440K on 3.5-day week. Motivated seller. Principals only. Contact: pfmdcs@aol.com.


Syracuse: Eastern suburb. General practice with 7 ops, Patton Crane, plenty of toys, digital, EagleSoft. Great building with rental space. 2,000 square foot, part time, 3 days/week. Owner willing to sell. Consistently grossing $450K/y. Contact Henry Schein Professional Practice Transitions Consultant Donna Bambick: (315) 430-0643; or email: donna.bambick@henryschein.com. #NY175.

WESTCHESTER COUNTY: Well-established dental practice. Established by faculty. One of the oldest in the city. Part time/Full time. New, competent, experienced staff and owners and fresh energy should easily grow practice to $1.8M in first year. Asking $1.4M. Serious inquiries only.

SYRACUSE: Eastern suburb. General practice with 7 ops, Patton Crane, plenty of toys, digital, EagleSoft. Great building with rental space. 2,000 square foot, part time, 3 days/week. Owner willing to sell. Consistently grossing $450K/y. Contact Henry Schein Professional Practice Transitions Consultant Donna Bambick: (315) 430-0643; or email: donna.bambick@henryschein.com. #NY175.

COLUMBIA COUNTY: Practice Transitions Consultant Michael Apalucci: (718) 213-9386; or email: Michael.apalucci@henryschein.com. #NY150.


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

COLUMBIA COUNTY: Practice Transitions Consultant Michael Apalucci: (718) 213-9386; or email: Michael.apalucci@henryschein.com. #NY150.

BROOKLYN: Established pediatric practice in community with growing families. 2 operators with 3 chairs and digital Xray. 1,200-square-foot office close to public transportation. Doctor looking to retire. Contact Henry Schein Professional Practice Transitions Consultant by email: Mark.Hand@henryschein.com; or call [315] 263-1313. #NY117.

COLUMBIA COUNTY: Practice Transitions Consultant Michael Apalucci: (718) 213-9386; or email: Michael.apalucci@henryschein.com. #NY159.

BUFFALO: A must see. General practice in Buffalo suburb. 3 ops with one plugged. Retiring doctors to leave ten-key-operaion that has great potential. Contact Henry Schein Professional Practice Transitions Consultant Donna Bambrick: (315) 430-0643, or email: donna.bambrick@henryschein.com. NY#113.

CAPITAL REGION: 100% FFS family practice with healthy finances. 40-op procedure operated 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. NY#141.


NORTHERN WESTCHESTER: 6 operators; 2,200 square feet. Fee-for-service practice doing general dentistry and high-end procedures. Grossing $745K. Doctor is available to stay put or retire after transition. Contact Henry Schein Professional Practice Transitions Consultant Michael Apulucci: (718) 213-9386, or email: Michael.apulucci@henryschein.com. NY#167.


CAPITAL DISTRICT: General practice grossing $800K on 3.5 days/week. 4 ops, computerized, digital X-rays, Pan/Ceph machine. Hwy hard tissue laser, piezotome, Odyssey laser. Modern, fee-for-service practice on major road with street traffic, off-street parking. Building Available. Email: 10525dr@verizon.net.

SYRACUSE AREA: Motivated doctor retiring. Digital CEREC, laser. $500K gross on 4-day week. Asking $299K. Great established practice with consistent growth. Prime real estate available. Inquiries to: syracusetransfo105@att.net.

FRANKLIN SQUARE: 40-year-old family practice with or without free-standing building. Tremendous potential for growth. Email: chuckmelt@myway.com; or call (516) 639-6274.

SULLIVAN COUNTY: Well-established general practice for sale located 90 miles north of NYC. Dental retiring and willing to finance. Excellent growth opportunity. Modern, 2-op office suite in professional building. Enjoy high-quality, low-stress lifestyle. Inquiries to: colin57@verizon.net.

LONG ISLAND: CMFS practice for sale or executive lease. Fully updated EMR and cone beam scan. NYCOMS integration. Flexible options for motivated buyer. Available for conversion if desired for general practice with modifications. Existing practice (CMFS) has been 45 years at same location. Gross revenue $85K with 4-day week. No Saturdays. Set up for righthanded CMFS. Integrated and networked. Perfect location; 30 minutes from the Hamptons. Professional building. Central Suffolk County/South Shore. Leave detailed information for immediate contact. Reply to: pdorset@verizon.net.

FOR RENT


MANHATTAN: Space available in established dental practice recently renovated with modern facilities. First floor of luxury, doorman building in desirable Murray Hill location. Daily rates also available, minimum 2 days/week. Please contact Camille by email: mrouxvasl@yahoocom, or call (212) 532-0690.

MIDTOWN MANHATTAN: East 56th Street. One or two operatories with private office, large windows and CEREC unit available in elegant, high-tech, sleek, small office for lease FT/PT weekdays/weekends. Please call (212) 7530-1899, or email: esseony@yahoo.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 decor, newly renovated, modern office and equipment, handicap access. Near all public transportation. Available immediately full time or part time. To schedule appointment, email: dr.greenplant@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. 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: brookwayeyl@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; private office. Very reasonable rent. Please call (212) 581-5360, or email: khalghali@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@drranea.com.

GARDEN CITY: Brand new office in the heart of Garden City. 3 operatories for rent full time or part time with possible front desk space/private office. Located at 601 Franklin Ave. Prime location. Ground floor, private entrance, close to transportation. Plenty of parking; great building. Weekends also available. Inquiries to: (516) 579-0330, ask for Diane; or email: lidge601@gmail.com.

MANHATTAN: Dental office available for lease. Ideal situation for new or downsizing practitioners. Boutique dental office located on 60th Street between Park and Madison Avenue. Convenient access to public transportation, most NY subways and buses. Two modern, turn-key, left/right-handed, windowed operatories with digital radiography (Dexis) and networked software. Reception area, sterilization, lab, private office and office restroom. Contact: brooklyn dentallife1030@gmail.com.

NORWOOD, NJ: Dental office for rent to specialist only. Excellent location; parking. Approximately 1,425 square feet. $2,500/month, plus utilities. 4 plugged ops. Includes 3 chairs, compression, suction. Very good for perio, pedo, ortho or oral surgery. No general dentists or prosthodontists. Contact Dr. Raymond Lynch at (201) 768-9530.

DOWNTOWN BROOKLYN, FORT GREEN: Dental office available for longterm lease and/or possible purchase. Brooklyn Academy of Music and Barclay Center area. Convenient access to large transportation center, most NY subways and buses. Clean, spacious, 1,260 square feet; excellent natural light and views. 4 modern turnkey, left/right, windowed operatories with digital radiography and networked software. Reception, sterilization, lab, private office and staff room. Contact: brooklyn dentallife1030@gmail.com.

MANHATTAN: Beautiful dental office with 5 Peloton Crane chairs, ICAT scanner, digital radiographs, etc. Located between 5th and 6th Avenues on 54th Street. Looking for dentists to rent 1-2 operatories FT/PT. If you are great dentist and would like more info, contact: gdentaltal@gmail.com.

EAST SATUKAI: Dental office space available to set up private practice. No rent; cost based on production. Space equipped and ready for your patients. Please contact Edward Antos, DDS, by email: dr.wantsyo@optonline.net, or call: (631) 941-4435.

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 5-10 year leases of 1-4 treatment rooms. Transportation: near 4, 5, 6, 7, 5, B, D, F, M, N, Q, R, 1, 2, 3 trains. See virtual tour at: www.aesnyproperties.com. Inquiries by email: info@nydnc.org, or call (212) 752-3636.

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 for room for your practice to grow. Ideal for please 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) 685-5012, or email: skater84759@verizon.net.

Index To Advertisers

Afro ........................................... 4
Blaustein & Gillan .......................... 6
Dental Dreams ............................ 10
Epton Practice Brokers .................... 11
Jacobson Goldberg & Kul .......................... 6
Kirschenbaum & Kirschenbaum ............ 5
MMIC ........................................ 12
NYSDA Support Services .................. 5 & 7
NYSSOMS .................................. 3
Paragon .................................. 7
Roumis, Eric ............................... 4
The Clamens Group ......................... 6
UB Continuing Education .................. 10

NYSDA NEWS / OCTOBER 2016
**EQUIPMENT FOR SALE**

**GENDEX & DEXIS INTRAORAL X-RAY SENSOR REPAIR.** We specialize in repairing Genex & Dextis dental X-ray sensors. Repair and save thousands over replacement cost. We purchase old/broken sensors! Visit: [website]

**KODAK/ CARESTREAM & SCHICK INTRAORAL X-RAY SENSOR REPAIR.** We specialize in repairing Schick CDR & Kodak/Panorex dental X-ray sensors. Repair and save thousands over replacement cost. We purchase old/broken sensors! Visit: [website]

**SERVICES**


**NATIONWIDE DENTAL PRACTICE APPRAISALS:** DENTS+ PPAFFE since 1992. “Bapfark” and “Premier” editions. For buy-sellers, estate planning, mediation, partnership. Created by experienced practice appraisers and brokers. For details and brochure, email: [info@dentalappraisals.com](mailto:info@dentalappraisals.com); or call Polcari Associates at (800) 544-1297.

**OPPORTUNITIES WANTED**

**NEW YORK METRO:** Anesthesiologist Board-certified anesthesiologist with many years experience in dental sedation and anesthesia available to provide service in dental offices. Many references from dental practices available. Please call Dr. Salis at (203) 249-3307, or email: fialdzachinesite@gmail.com.

**SEEKING PRACTICE PURCHASE:** Suffolk, Eastern Nassau, No. Westchester, Putnam or Dutchess County. Graduate of UB with 5 years experience seeks to purchase general dentistry practice. Strong hygiene department, updated equipment and good visibility plus a plus. Flexible with purchase options and transition. Financing already in place. Please respond in confidence to: dfdras@yahoo.com.

**BAYSIDE, QUEENS:** Busy, multi-specialty office seeks experienced General Dentist. Preference for 2-3 years experience. Parttime position available (1-2 days). Certificate of Residency a must. Examine, diagnose and provide treatment counseling to patients in comprehensive manner; solicit patient feedback to improve service, direct assistants and other auxiliary personnel. Please email resume to: buildingdentists@gmail.com.

**UPSTATE NY:** Seeking General Dentist for busy group practice in Capital District. Inquiries to: info@scottdentallaboratory.com; or call (518) 387-4243.

**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: doctorandnyc@gmail.com. We’re looking forward to hearing from you.

**MIDDLETOWN:** Seeking parttime Periodontist or Periodontist with excellent dental/personal 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. FFS office in one of NY’s fastest growing areas. Privately-owned practice for 40+ years has 3 associates and 3 hygienists. Resumes to: info@nygreenledental.com.

**NATIONWIDE RECRUITMENT:** Flexible Locum Tenens opportuni- ty. Midwest Dental is seeking experienced dentists to fill daily/weekly/monthly locum tenens needs to cover leaves and extended vacations. Perfect for dentists wanting to pick up extra hours. We offer competitive pay and give you complete freedom to work as many locum sessions as you’d like. May involve travel with or without overnight stays. Typically includes 32-36 hours/week when needed. Opportunities available at practices across the country. Contact Colleen Boer at (717) 847-9056, or cboner@midwest-dental.com.

**SERVICES**


**NATIONWIDE DENTAL PRACTICE APPRAISALS:** DENTS+ PPAFFE since 1992. “Bapfark” and “Premier” editions. For buy-sellers, estate planning, mediation, partnership. Created by experienced practice appraisers and brokers. For details and brochure, email: [info@dentalappraisals.com](mailto:info@dentalappraisals.com); or call Polcari Associates at (800) 544-1297.

**OPPORTUNITIES AVAILABLE**

**HUDSON VALLEY:** Multi-specialty dental practice seeks parttime or fulltime general dentist. Opportunity for partner- ship or buy out. 2 years experience preferred. Compensation: $700/day base pay guaranteed or 30% of production, whichever is higher. Opportunity to earn $1,000+. Please send resume to: explorerone@gmail.com.

**BAYSIDE, QUEENS:** Busy, multi-specialty office seeks experienced General Dentist. Preference for 2-3 years experience. Parttime position available (1-2 days). Certificate of Residency a must. Examine, diagnose and provide treatment counseling to patients in comprehensive manner; solicit patient feedback to improve service, direct assistants and other auxiliary personnel. Please email resume to: buildingdentists@gmail.com.

**UPSTATE NY:** Seeking General Dentist for busy group practice in Capital District. Inquiries to: info@scottdentallaboratory.com; or call (518) 377-4433.

**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: doctorandnyc@gmail.com. We’re looking forward to hearing from you.

**MIDDLETOWN:** Seeking parttime Periodontist 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. FFS office in one of NY’s fastest growing areas. Privately-owned practice for 40+ years has 3 associates and 3 hygienists. Resumes to: info@nygreenledental.com.

**NATIONWIDE RECRUITMENT:** Flexible Locum Tenens opportuni- ty. Midwest Dental is seeking experienced dentists to fill daily/weekly/monthly locum tenens needs to cover leaves and extended vacations. Perfect for dentists wanting to pick up extra hours. We offer competitive pay and give you complete freedom to work as many locum sessions as you’d like. May involve travel with or without overnight stays. Typically includes 32-36 hours/week when needed. Opportunities available at practices across the country. Contact Colleen Boer at (717) 847-9056, or cboner@midwest-dental.com.

**SERVICES**


**NATIONWIDE DENTAL PRACTICE APPRAISALS:** DENTS+ PPAFFE since 1992. “Bapfark” and “Premier” editions. For buy-sellers, estate planning, mediation, partnership. Created by experienced practice appraisers and brokers. For details and brochure, email: [info@dentalappraisals.com](mailto:info@dentalappraisals.com); or call Polcari Associates at (800) 544-1297.

**OPPORTUNITIES AVAILABLE**

**HUDSON VALLEY:** Multi-specialty dental practice seeks parttime or fulltime general dentist. Opportunity for partner- ship or buy out. 2 years experience preferred. Compensation: $700/day base pay guaranteed or 30% of production, whichever is higher. Opportunity to earn $1,000+. Please send resume to: explorerone@gmail.com.

**BAYSIDE, QUEENS:** Busy, multi-specialty office seeks experienced General Dentist. Preference for 2-3 years experience. Parttime position available (1-2 days). Certificate of Residency a must. Examine, diagnose and provide treatment counseling to patients in comprehensive manner; solicit patient feedback to improve service, direct assistants and other auxiliary personnel. Please email resume to: buildingdentists@gmail.com.

**UPSTATE NY:** Seeking General Dentist for busy group practice in Capital District. Inquiries to: info@scottdentallaboratory.com; or call (518) 377-4433.

**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: doctorandnyc@gmail.com. We’re looking forward to hearing from you.

**MIDDLETOWN:** Seeking parttime Periodontist 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. FFS office in one of NY’s fastest growing areas. Privately-owned practice for 40+ years has 3 associates and 3 hygienists. Resumes to: info@nygreenledental.com.
ASSOCIATESHIPS AVAILABLE

NY METRO: Dental associate. Part-time associateship available for general dentist in state-of-the-art, multi-specialty private office. Convenient location to Long Island, Westchester and Manhattan. Excellent compensation for productive, caring provider. We are looking for future partner/owner. Please email resume to: williamabdijedena@gmail.com.

ROCHESTER: General dentists and specialists. QDental is well-established yet growing group practice located in Rochester area. We offer guaranteed salary to start, with unlimited production-based earnings potential thereafter. In addition to compensation, we offer comprehensive benefits package with medical insurance, life insurance, 401(k) and malpractice insurance. Our practice includes large, stable patient base, opportunities for continued education, training and mentorship, as well as long-term practice and regional career growth. If you are committed to providing high-quality dentistry and would like to be part of our dynamic team, please contact us. Inquiries to: mtateo@qdental.com; or call (585) 429-5351.

FINGER LAKES AREA: PT or FT associateship available for general dentists in busy private dental offices. Locations in Steuben and Tompkins County. FFS/PPO/Medicaid. $600/800/day guarantee based on experience or 30% production. Candidate must be dependable, caring, highly motivated and possess excellent clinical and communication skills. Please email resume to: brightwhitedental@gmail.com.

ALBANY: Full-time associate dentist wanted to join our 40-year-old, privately-owned group practice located 1.5 miles from Albany Nanotech Institute. Heavy emphasis on providing fixed restorative dentistry to wonderful patients. Applicants should possess excellent listening skills and good background in diagnostics. Salary commensurate with ability and experience. Visit our website: www.RoseDentalAssociates.com. Please send CV to: Santoro.robert@gmail.com.

SYRACUSE: Associate wanted for established, high-quality, FFS dental practice. Our office is a landmark location. 6 ops, computerized, digital Pan, digital full-mouth Xray. Grossing $1.5M. All phases of dentistry: Endo, extractions, cbl, Invisalign. Low overhead; 100 new patients/month. Smooth transition. Experience preferred. Spanish speaking a plus. Contact: m. jones@yaho.com.

WESTERN SUFFOLK COUNTY: South Shore. Seeking part-time dental associate. Private FFS practice. Experience preferred. Proficient in all phases, especially extractions and pedo. Leads to possible transition. Two days, preferably Monday and Tuesday evenings, and Saturday. Additional days as demand grows. Email CV to: dmclidd@aol.com.


MALONE/NORTHERN, NY: Seeking ambitious, highly skilled dental associate with great chairside manner for FFS practice with talented staff, beautiful office and great patients. Utilizing latest dental technology, including digital impressions and cone beam scanner. Practice known for cosmetic and sedation dentistry, also employing “everything under one roof” philosophy. A chance to be a “bigger fish in a small pond,” where everyone knows your name. Located 3 miles from 36-hole golf club, family ski area, lakes and hiking trails. Close to Montreal and Lake Placid. Offering highly competitive base salary and percentage and mentor opportunity with well-rounded dentistry with years of experience. Inquiries to: kevin.poumpared@hnymail.com.

ROCHESTER: Well-established, growing practice east of the city (Wayne County) seeks full-time associate general dentist. Experienced, friendly and supportive team in place. Attractive compensation and benefits. Desirable location for recreation, education and quality of life. Email: applecountrysmiles@yahoo.com. Check out http://www.hrsa.gov/shortage for more information on dHPSA areas.

Queens Dentist Travels to Latin America To Help Stamp Out Drug Abuse

BERNARD FIALKOFF, D.D.S., is on a mission to end the scourge of drug abuse around the world. It’s a calling that took the Queens County periodontist to Haiti and El Salvador this summer in his capacity as president and founding sponsor of the Foundation for A Drug Free World of The Americas Chapter.

In Haiti, he met with representatives of the National Council of Drugs and participated in the signing of an accord to implement the Drug Free World educational and prevention program across the country. His trip to El Salvador brought him in contact with directors of the International Human Rights Commission and GC Consultants to discuss implementation of the Drug Free World program and to make arrangements for distributing free drug education training and prevention materials aimed at deterring drug abuse in the country.

The Foundation for a Drug Free World the Americas Chapter is a non-profit public benefit corporation that empowers youth and adults with factual information about drugs so they can make informed decisions and live drug free. “It’s important,” Dr. Fialkoff said, “to share the knowledge we have gained as adults with our children. They are the future generation and can be helped to avoid problems that we went through in our lives.”

Dr. Fialkoff is active in this country as well, having sponsored drug education booths at events in New York City, as well as youth outreach and educational efforts conducted at schools, after-school programs and other community sites.

A native of Cuba, Dr. Fialkoff has a periodontal, dental implant and cosmetic laser surgery office in Bayside. His Fialkoff Dental Study Club has been meeting monthly since the mid-90s.

New York State Dental Foundation continued from page 6

of equipment and supplies to assist organizations further their outreach and improve access to care to people in need.

The registry has been established to recognize volunteer service performed by dental professionals and bring attention to the profession’s altruism. It enables dentists to record hours spent providing pro bono charitable dental care to vulnerable and at-risk populations. Participants receive an annual certificate commemorating their commitment.

The luncheon coincided with the annual meeting of the NYSDA House. Guest speaker was Nitin Ron, associate professor of pediatrics at New York Methodist Hospital, a world-famous neonatologist and motivational speaker. 

BERNARD FIALKOFF, D.D.S., is on a mission to end the scourge of drug abuse around the world. It’s a calling that took the Queens County periodontist to Haiti and El Salvador this summer in his capacity as president and founding sponsor of the Foundation for A Drug Free World of The Americas Chapter.

In Haiti, he met with representatives of the National Council of Drugs and participated in the signing of an accord to implement the Drug Free World educational and prevention program across the country. His trip to El Salvador brought him in contact with directors of the International Human Rights Commission and GC Consultants to discuss implementation of the Drug Free World program and to make arrangements for distributing free drug education training and prevention materials aimed at deterring drug abuse in the country.

The Foundation for a Drug Free World the Americas Chapter is a non-profit public benefit corporation that empowers youth and adults with factual information about drugs so they can make informed decisions and live drug free. “It’s important,” Dr. Fialkoff said, “to share the knowledge we have gained as adults with our children. They are the future generation and can be helped to avoid problems that we went through in our lives.”

Dr. Fialkoff is active in this country as well, having sponsored drug education booths at events in New York City, as well as youth outreach and educational efforts conducted at schools, after-school programs and other community sites.

A native of Cuba, Dr. Fialkoff has a periodontal, dental implant and cosmetic laser surgery office in Bayside. His Fialkoff Dental Study Club has been meeting monthly since the mid-90s.