



The ORACLE

Published by the Southern Maryland Dental Society

Volume 55, Issue 13

Dec 2017

Save the Dates

New Member

Recruitment Course

12/16/17

Prescription Drug Monitoring & Silver Diamine Fluoride

*Charles Doring, DDS &
Andy Horng, DDS*

12/9-12/10

Pediatric Tongue & Lip Ties

*Dr. Robert Comvissar, Dr.
Marty Kaplan, Ms. Joy Funston*

02/05/18

Dental Emergency Room Visits

*Natalie I. Chalmers, DDS,
PhD*

03/05/18

OFP/TMD

Marcelo Romero, DDS

Seasons Greetings to all SMDS Members!

The Maryland 2018 Legislative Session starts January 10 and runs until April 9 but there has already been a lot of activity going on behind the scenes in preparation. On November 2, a nonpartisan SMDS delegation met with Governor Hogan in Rockville and future meetings with his staff are planned to discuss among other things emergency department diversions, reinstating an adult dental Medicaid benefit, and utilization of Community Dental Health Coordinators (CDHC) to improve access to dental care. Just this past week I met with UMSOD Dean Mark Reynolds and Maryland Delegate Bonnie Cullison who has made dental care for the underserved one of her top legislative priorities. This past month I have spoken to several local study clubs about dental ethics and the legislative/regulatory process in Maryland. Recently, the MSDA has been working to form a coalition to represent the dental profession in Annapolis. This coalition includes the Maryland Dental Society, the Maryland Academy of General Dentistry, as well as Maryland oral surgeon and pedodontists. Besides our UMSOD, we have had discussions with representatives of the Maryland Dental Action Coalition (MDAC) and the Maryland State Board of Dental Examiners. This week, MDAC is releasing its legislative requested study on Medicaid dollars spent on non-trauma dental emergency room visits. Medicaid dollars spent on limited treatment and narcotic prescriptions can easily be diverted to a basic adult dental Medicaid program. CDHC would be the "dental social workers" to make sure patients have access to dental care and do not miss appointments. We need to have a unified front to protect the quality of care we provide our patients while at the same time providing access to those in need.



The October issue of Compendium of Continuing Education in Dentistry was a special issue on "Dentistry and the Aging Population". One of the articles published was entitled "Emerging Modeled of Dental Practice Aim at Addressing Needs of the Aged" (F. Catalanotto et al, Vol. 38, #9, p. 606-610). The article proposed the Minnesota model of dental therapy as the solution to providing care to our aging population and improve access to dental care in general. Dr. Diane Romaine and I penned the attached "letter to the editor" stating why dental therapist mid-level provider will not improve access in Maryland. Our letter discusses better solutions that have already started to improved dental access in Maryland and the need for adult Medicaid dental coverage to help the most vulnerable. Please read the article and share the information with your fellow dentists and local legislators. Remember, every legislator has a relationship with at least one dentist! We will be facing legislation in Maryland authorizing dental therapy providers. We will need your help in Annapolis. Please plan to attend Dentist Day in Annapolis Wednesday February 21, 2018!

Sincerely, Charles Doring DDS MAGD

SMDS President

MSDA Legislative Affairs Committee Chair



Maryland Governor Larry Hogan



Photo: A group of non-partisan Southern Maryland Dental Society members meet with Maryland Governor Larry Hogan and his wife Maryland First Lady Yumi Hogan in Rockville on November 2. From L to R: Drs. Jay Nokkeo, Chris Liang, Charles Doring, Avionne Hill, George Grillon, Adam Schneider, David Gordon, Tris Kruger, and Yaser Roumani. Future meetings with the Governor and staff are planned to discuss reinstating an adult dental Medicaid benefit and other ways to increase access to dental care such as increased utilization of Community Dental Health Coordinators (CDHC) in Maryland.

Aegis Publications, LLC
104 Pheasant Run, Suite 105
Newtown, PA. 18940

Thank you for your special issue “Dentistry and the Aging Population” (October 2017). We wholeheartedly agree that preparing dentistry to treat the “older” adult patient is extremely important. Also important is how the United States is going to come to grips with paying for all healthcare, and reaffirming dentistry's role in reducing chronic disease burden thus reducing overall cost as our

We would like to comment on Dr. Catalanotto et al article entitled “Emerging Models of Dental Practice Aim at Addressing Needs of the Aged”. The article assumes that “there is a Medicare dental benefit in the future”. Though a Medicare dental benefit would be helpful in reducing chronic disease burden among older adults by enabling them to better care for their teeth it is not imminent. Many states have limited or no adult Medicaid dental benefits which makes it even harder for patients with the greatest need for oral care to acquire a dental home. The article considers “whether the oral health workforce will have the capacity to care for the additional millions of newly insured who will seek care.” We believe that workforce supply must be evaluated state by state to determine which models would be most appropriate for each state. The Association of State and Territorial Directors (ASTDD) in November 2015 published a “Best Practice Approach Emergency Department Referral Programs for Non-Traumatic Dental Conditions”. One of the five best practices put forward was from our home state of Maryland and illustrated the proven success of Community Dental Health workers showing a 25% decrease in emergency department dental visits. Dental therapists cannot make the same claim. It is unfortunate that Community Dental Health Coordinator (CDHC) workers were not even mentioned as a cost- effective solution, proven and implemented already with lower costs to train these highly effective members of the dental team. In addition, many states have increased dental school enrolment or opened new dental schools in anticipation of this need. Access to a fully-trained dentist in many states is not a contributing factor to people not seeing a dentist. The bigger factor we find is poor oral health literacy and a mechanism to pay for the care they deserve.

The article goes on to state that dental health aid therapists are a “cost-effective strategy to expand the dental workforce while making it more culturally diverse”. A visit to any dental school will show the great strides dentistry has taken to achieve cultural diversity over the last decade with women and minorities making the majority of dental students today. Dentists are trained to provide specific care



that is needed by many patients including the medically and/or mentally compromised patient and the very frail older patient. The proposed “dental therapist” provider sets up the potential for a two-tiered dental health care system where some adults are relegated to a lesser standard of care. The article goes on to state an unpublished study (reference #13) that estimates nearly 60% of procedures performed by dental therapists on-site were restorative. It is our experience in treating long term care patients for many years the quoted percentage of restorative treatment is too high, particularly for the medically compromised frail patient. Our emphasis has been on periodontal and preventive treatments which are well within the scope of a dental hygienist in consultation with the supervising dentist and medical team. Pneumonia is a particular concern for these patients and our focus should continue to be removal of the biofilm of the oral cavity to reduce risk of aspiration. The article also neglected to mention the exciting potential of arresting caries with the use of silver diamine fluoride on the frail patient with dental caries.

The Minnesota dental therapist model may have worked over the past ten years in Minnesota but other states have concerns.

- 1) Minnesota remains at or near the bottom of states in the payment rate for adult Medicaid services.
- 2) Currently there are 77 licensed dental therapists in Minnesota, with only a small percentage working in a Census-designated rural county.
- 3) Minnesota adults are still seeking dental treatment in emergency rooms are rising, costing taxpayers an estimated \$148 million over the past three years.
- 4) More than half of children enrolled in the Minnesota state health care program received no dental or oral health services.
- 5) The Minnesota model currently is an expansion of the scope of the duties of a dental hygienist.
- 6) Reimbursement for a dental procedure in Minnesota is the same for a dental therapist as it is for a dentist – no cost effectiveness.

In Maryland an ADA Health Policy Institute study has shown our emergency department dental visits are decreasing. Our percentage of children on Medicaid receiving dental services is over 60%.

Currently dental hygienists play a very important role in providing care to elderly patients whether it is in our office, by indirect supervision in a long- term care facility, or tele-dentistry from a remote location. An article in the Journal of Public Health Dentistry by Nash et al (September 2017) states that converting dental hygienists to dental therapists “does not actually increase the size of the workforce.” The article goes on to state that “Additionally, it potentially diminishes the time available for dental hygienists to care for adults with periodontal disease”.

Since the “Access to Care” issue is complicated and multifactorial, we feel the answers need to address many factors. In Maryland, we are very excited about the proven success of Community Dental Health Coordinators (CDHC) in our state and believe they are our best solution along with reauthorizing our adult dental Medicaid benefit to continue to lower our emergency department dental visits and provide dental homes to more patients. Our finding suggest that many patients need assistance to navigate the current complicated health care system including that of dentistry and that is

especially true of the elderly. CDHC's have the education to go out into the community and help patients obtain the dental care they need. Whether it assisting a long- term facility filing the paperwork for an incurred medical expense or instructing a nurse's aid or family member how to best to provide daily oral care, CDHC have the potential to help patients access dental care system. As recognized in the ASTDD Best Practice Report in Maryland dentists have piloted one of the most successful CDHC programs in the country lowering dental emergency room visits by 25%, saved the state in wasteful Medicaid spending for non-productive emergency department visits, and lowered the number of opioids prescribed in the community for potential abuse. To leave out mention of CDHC as a potential possible contributing solution to care for the aging population was an oversight that we felt compelled to correct.

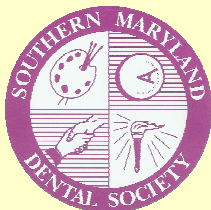
Sincerely,



Charles A. Doring DDS, MAGD
Practicing General Dentist
Rockville, MD
Legislative Affairs Committee Chair
Maryland State Dental Association
Medical Staff
Rockville Nursing Home
Hebrew Home of Greater Washington



Diane Romaine DMD, MAGD
Practicing General Dentist
Frostburg, MD
President, MSDA Foundation



Southern Maryland Dental Society

4920 Niagara Road • Suite 306
College Park, MD 20740
301.345.4196
Fax 301.345.0016

OFFICERS 2017-2018

PRESIDENT
Charles Doring, D.D.S. 301.881.7646

VICE PRESIDENT
Yaser Roumani, D.D.S. 301.231.0744

SECRETARY
Corey Anolik, D.D.S. 301.948.8838

TREASURER
Richard Williams, D.D.S. 301.540.8844

EDITOR
Halima Karim, D.D.S. 202.540.9862

IMMEDIATE PAST PRESIDENT
Andrew Horng, D.D.S. 301.881.7546

SMDS TRUSTEE
Chris Liang, D.D.S. 301.983.3132

SMDS EXECUTIVE COMMITTEE

PEER REVIEW
Scott Gritz, D.D.S. 301.926.2700

D.A. CONTINUING EDUCATION
A. Ted Thomas, D.D.S. 301.681.6101

MEMBERSHIP
Richard Shin, D.D.S. 301.770.7770
Steven Tan, D.D.S. 203.747.4570
David Gordon, D.D.S. 301.258.1998
Tuan Nhu, D.D.S. 240.413.9032
Avionne Hill, D.D.S. 240.454.5718
Monica Chandran, D.D.S. 240.454.5718
Cho Yi Wong, D.D.S. 301.656.0331
Chetan Yelamanchi, D.D.S. 301.231.0744

PROGRAMS
Lisa S. Cohen, D.D.S. 301.593.8077

REMINDER

General Membership Meetings are **FREE** to SMDS members who register in advance.

Failure to register at least one week in advance will result in a \$25.00 late charge.

To register **Please call** 301.345.4196 or
Email Valerie@smds.comcastbiz.net



The ORACLE is published eight times a year by the Southern Maryland Dental Society, 4920 Niagara Road, Suite 306, College Park MD and sent to all members of the Society.

The SMDS will publish signed articles relating to all phases of dentistry (space permitting), but assumes no responsibility for opinions expressed by the contributors.

Acceptance of advertising in no way constitutes professional approval or endorsement. Deadlines for all materials is the 1st of the month preceding the issue. Publishing dates are September, October, November, December, January, February, March, May/June.



Editors Letter

Happy Holidays! The SMDS will be hosting a New Members Recruitment course at the John Mechak Educational Facility located at 4920 Niagara Rd Suite 306 College Park, MD 20740 on Saturday, December 16th, 2017. at 8am.

If you were unable to make it our last General Membership meeting, don't fret! Please check out Facebook Live SMDS Dentist page to watch the video and complete the accompanying evaluation to receive credit.

I look forward to seeing you all at our next General Membership Meeting on February 5.

Hope you and your family have a wonderful holiday season!

Cheers,
Halima Karim, DDS

Message from Dr. O'Loughlin



The Find-a-Dentist national digital advertising campaign, which launched July 10, is demonstrating early results. [Findadentist.ada.org](https://findadentist.ada.org) saw 801,736 visits from July 10–August 30 (results are reported monthly). The campaign generated more than 76.8 million impressions (how many times someone saw an ad), and there were 182,561 completed searches and 275,381 ADA member profile views.

When compared to the traffic from last year to the former Find-a-Dentist tool (the new version launched in April 2017), site visits jumped 1,667 percent from April–August 2016 to April–August 2017.

Please continue to promote member involvement in this program, and if you haven't already done so, update your member profile at [ADA.org/MyADA](https://ada.org/MyADA).


Have a great week!

Message from ADA President Dr. Joseph Crowley

As a trustee I served as board liaison to the Council on Communications while it developed the resolution that became the See Your ADA Dentist program. We're all impressed with the results to date: more than **1.4 million sessions** on the Find-a-Dentist tool, consumer satisfaction holding steady at an **impressive 73%** and **429,000-plus views** of ADA member profiles. Clearly we should celebrate the early success of the campaign. Our ongoing priority is to continue to populate the [Find-a-Dentist tool](https://findadentist.ada.org). We now have more than 36,000 members with photo profiles, and we want to continue that momentum. Photo profiles show up at the top of search results, and we want more members to benefit from this great program.



Thank you,

A handwritten signature in cursive script that reads "Joe".

EDUCATION COURSES IN COLLEGE PARK

IS AN ADA CERP RECOGNIZED PROVIDER

The SOUTHERN MARYLAND DENTAL SOCIETY is announcing its new class schedule for the Dental Team. The application and additional information are available on our website at www.smdsdentists.org or call our office at 301-345-4196.

Dental Assisting Radiology and Basic Anatomy	Jan 22-Feb 28, Mar 26-Apr 30 Mon, Wed 6:00-9:00pm
Expanded Functions in General	Mar 8-May 24 Thurs, 6:30-9:30pm
Expanded Functions in Ortho	Mar 20-May 22 Tues, 6:00-9:30pm
Infection Control Update (Relicensure Requirement)	Feb 1, 2018 Thurs, 6:00-8:00pm
Proper Pharmacologic Prescribing & Disposal	Spring 2018
Updated P.A.N.D.A. Course	Spring 2018

The Classifieds

PART-TIME ENDODONTIST. I will come do those fun endos for you in your office. 10+ years private practice as an Endodontist. Interested parties contact: 703-833-3990 or Johnson.endo@yahoo.com

GENERAL DENTIST FT/PT IN BETHESDA. Amazing opportunity for a highly productive dentist to join our practice immediately. We are an office of general dentists and specialists working together in 2 state of the art locations in Bethesda. Must be personable, talented and committed to both the patients and their future with the practice. Send resume to (301)299-2228.

DENTAL OFFICE FOR SALE: ROCKVILEE- KING FARM AREA. Terrific start-up office. Turn-key Condo, 3 operatories, 1 hygiene room, 4th operatory roughed in, Digital XRs & Panorex. Fully equipped, supplied & computerized. Reception room, business office, lab, sterilizing area & bathroom. Free parking. Call (301) 762-6832.

Dentist...Associate, Bethesda Maryland. Full time. Working in a modern, renovated, relaxed environment. Excellent location, security and free parking.

We are looking for a wonderful, team oriented person who will fit in to an extremely, cooperative, loving environment.

You must be personable, well spoken and very upbeat and be willing and wanting to be trained and mentored by the owner. The owner is a third generation dentist who has an exceptional background and has trained six other (great) dentists including his own.

This is the premier, quality practice in the area. We do all services, including the newest and most exciting.

The financial opportunity is also excellent and the right, go getter, will do very well (almost immediately).

Please call Dr. Jack Austin Mirchin at [301-580-3737](tel:301-580-3737).

GREAT OPPORTUNITY TO SHARE DENTAL SPACE IN DC/ FRIENDSHIP HEIGHTS AREA. Share space with another dental professional with an excellent reputation. Features: state of the art treatment rooms, modern comfortable reception, lab and sterilization areas. Use of up to 3 treatment rooms Tuesday through Thursday after 2:30 and all day Friday and Saturday. Possible part-time associate position may be an option. Located in an excellent, well maintained professional building, on site paid parking, 1 block to Friendship Heights Metro-Red Line. Call [202-686-9100](tel:202-686-9100) or e-mail nancy@cobbdentistry.net

OFFICE SHARING ARRANGEMENT: Seven beautiful operatories, state of the art technology, free parking, perfect for starting a new practice. Aspen Hill. O: [301-871-8880](tel:301-871-8880)





Karpa Dental Brokerage provides many benefits when you are selling or buying a dental practice.



- Serving Washington DC, Northern Virginia, Montgomery and PG Counties
- Show all practices personally
- NO fees to the buyer
- ONLY seller fees: Commission and valuation (if needed)
- All calls returned within hours if not immediately
- Fair commission rates usually lower than our competition


Recently Sold Dental Practices

- Dr Ronald Grossman To Dr Deepa Suryanarayanan •
Hyattsville, MD
 - Dr Michael Blicher to Dr Samantha Siranli •
Washington, DC
 - Dr. James Chun to Dr Amsan Zaiber •
Springfield, VA
- see more details in our website*

Selling or Buying a Dental Practice?

Visit www.karpadentalbrokerage.com for more information
or call 301-233-1814 or fax 301-664-7903 for a **Free Consultation**





MIDATLANTIC DENTAL TRANSITIONS

LOWEST COMMISSIONS IN THE INDUSTRY

No Fee Valuation • Buyer's Due Diligence • Dental CPA Services

Tom Bonsack, DDS
Owner/President
General Dentist
410.218.4061
Tom@MidAtlanticDentalTransitions.com

Edward Ramsey, MBA, CPA, CVA®
VA/DC Transition Adviser
Dental CPA
240.426.5709
Ed@MidAtlanticDentalTransitions.com

MidAtlanticDentalTransitions.com

N/LTransitions

Dental Practice Sales • Practice Value Assessment • Buyer's Representation

www.nltransitions.com

10626 York Road, Suite H, Hunt Valley, MD 21030 410-616-2042 edorner@nltransitions.com

DENTAL PRACTICE SALES

Whether you are in the beginning stages or ready to transition out of your dental practice now, N/L Transitions will guide you through the process with expertise, integrity, and experience.

- Free Consultation
- Transition Planning
- Backed by a team of Dental Professionals
- No Dual Representation
- Market Price Assessment



Ellen Dorner
Director, N/L Transitions

"After a few attempts to sell my practice with other brokers, Ellen and N/L Transitions not only brought in more prospective buyers, but also sold the practice quickly and efficiently. She managed the entire process from the beginning through to settlement – her performance was stellar"
Stuart Gordon, DDS

Other references available upon request

NEW LISTING – ASPEN HILL, MD – Outstanding GP practice- Located in professional bldg. with excellent exposure – free pkgng. 1300 S/F – 4OP's – right or left-handed. Eagle Soft software. Digital radiography, intra-oral cameras. New chairs, x-ray units, compressor and vacuum pump. Plumbed for nitrous. Rent includes all utilities. Over 4,000 active patients. PPO's only. Not actively marketing practice. An immaculate practice that won't last long. For more information, contact Ellen Dorner – 410-616-2042 – edorner@nltransitions.com.

BEDFORD, PA. – GP PRACTICE– Located on main highway right off Pennsylvania Turnpike– great visibility. Stand-alone building with abundant free parking– 3,000 S/F with additional 1200 S/F available for expansion. 7 OPs. Dentirx software. Currently 4-day/week practice. Seller wants to stay on after sale. 70% FFS – 30% Insurance. Average 50 new patients/month. Over 10,000 active patients. For more information, contact Ellen Dorner at NL Transitions – 410-616-2042 or email edorner@nltransitions.com

ANNAPOLIS, MD. TURN-KEY - DON'T DO A START-UP UNTIL YOU CHECK THIS OUT! GP practice in the heart of Annapolis - 1200+ S/F - 2 OP's with top-grade equipment – 2 more OP's plumbed- Dexis digital radiography and digital Pan, massage patient chairs, electronic charts. Fully equipped lab and sterilization area with 2 autoclaves. Dentrix software. 425 active patients. **TRULY SPECTACULAR WITH BEAUTIFUL FINISHES. A MUST-SEE!** For more information, contact Ellen Dorner at NL Transitions – 410-616-2042 or email edorner@nltransitions.com

SEE WHAT OTHER SELLERS ARE SAYING ABOUT N/L TRANSITIONS - After a few attempts to sell my practice with other brokers, Ellen and NL Transitions not only brought in more prospective buyers, but also sold the practice quickly and efficiently. She managed the entire process from the beginning through to settlement – her performance was stellar! **Stuart Gordon, DDS – Timonium, MD** For more information, contact Ellen Dorner – 410-616-2042 – edorner@nltransitions.com.

CATONSVILLE, MD – GP PRACTICE – great location near I 695, I 70, Security Blvd– abundant free parking. 1000+ S/F - 2 OP's with 1 additional OP plumbed. Reasonable rent. Currently a 4day/week practice with huge potential for growth. No marketing being done currently. Dentimax software, digital radiography, Pan and Microscope. Over 1300 active patients. PPO's, Delta Care USA and The Dental Network. Refers out all specialty procedures. **Just waiting to grow!** For more information, contact Ellen Dorner – 410-616-2042 – or edorner@nltransitions.com.

COLUMBIA, MD Turn-key dental suite for sale in prime location; in close proximity to Route 100, Route 29, I95, BW Pkwy., and Route 32. Located in Snowden Professional Center, a Class A office building with bright, 2-story atrium. Beautifully landscaped with public utilities and high-speed internet access. Includes completely built out dental suite, ample free parking, 2,000 S/F, 4 OP's, A-dec modular cabinetry & chairs, Panorex, X-ray units (hard-wired for digital), Intra-oral camera, centrally plumbed for nitrous. For more information, contact Ellen Dorner at NL Transitions – 410-616-2042 or email edorner@nltransitions.com

WALDORF, MD –GP PRACTICE in growing area– Great location in a professional office park with plenty of free parking. Over 2350 S/F with 4 OP's. Digital radiography, digital charts, Panorex. EagleSoft software. Loyal patient base and staff. **Over 6,000 active patients; 30+ new patients/ month.** PPO's only. Truly an outstanding opportunity with great potential. For more information, contact Ellen Dorner – 410-616-2042 – or edorner@nltransitions.com.

ROCKVILLE, MD – GP PRACTICE Outstanding opportunity in most desirable location. GP practice with huge potential for growth. 3 OPs in @1500 S/F in professional hi-rise. Located across from White Flint redevelopment project. EZ Dental software, Dexis digital x-ray, intra-oral camera. Currently a 2-day/week practice. 15-20 new patients/month. For more information, contact Ellen Dorner at NL Transitions – 410-616-2042 – edorner@nltransitions.com.

N/LTransitions

Dental Practice Sales • Practice Value Assessment • Buyer's Representation

www.nltransitions.com

10626 York Road, Suite H, Hunt Valley, MD 21030 410-616-2042 edorner@nltransitions.com

DENTAL PRACTICE SALES

Whether you are in the beginning stages or ready to transition out of your dental practice now, N/L Transitions will guide you through the process with expertise, integrity, and experience.

- Free Consultation
- Transition Planning
- Backed by a team of Dental Professionals
- No Dual Representation
- Market Price Assessment



Ellen Dorner
Director, N/L Transitions

"After a few attempts to sell my practice with other brokers, Ellen and N/L Transitions not only brought in more prospective buyers, but also sold the practice quickly and efficiently. She managed the entire process from the beginning through to settlement – her performance was stellar"
Stuart Gordon, DDS

Other references available upon request

LAUREL, MD – GP PRACTICE Ideal situation for satellite location or solo practice – great location near Route 1 and right off of Rte 198 in office park – abundant free parking. 1100 S/F - 3 OP's with 2 more plumbed. Reasonable rent. Currently a 2 ½ day/week practice. Easy Dental software, digital radiography, digital charts. Over 600 active patients. PPO's and MD Healthy Smiles for children only. Refers out all specialty procedures. No current marketing – just waiting to grow! For more information, contact Ellen Dorner – 410-616-2042 – or edorner@nltransitions.com.

SEE WHAT OTHER SELLERS ARE SAYING ABOUT N/L TRANSITIONS- I interviewed multiple brokers for the sale of my dental practice. Ellen Dorner, exceeded my financial and professional expectations and was optimistic and realistic about the entire transition process. She was focused, managed the process well, and achieved an excellent outcome. The final sale was easier and faster than I was led to believe by other brokers. I thank Ellen for making this a reality. **Stanley B. Foxman, DDS – Rockville, MD** For more information, contact Ellen Dorner – 410-616-2042 – or edorner@nltransitions.com.

ELLCOTT CITY, MD – GP PRACTICE – Located in 1-story office bldg. with free parking- very reasonable rent. Right off Rte 40 and Rte 29 FFS GP practice. Refers out all specialty procedures. 2 OP's in @700 S/F. @600 active patients. This practice is just waiting to be marketed and is great opportunity for a satellite practice. For more information, contact Ellen Dorner – 410-616-2042 – or edorner@nltransitions.com.

SOUTHERN MD – GP PRACTICE- Ideal situation for satellite location or solo practice - GP practice. Great location with excellent visibility on main road – 3 OPs – reasonable rent. Dr currently working 3 days/week. **1700 active patients.** Digital charts; Sirona x-rays; intra-oral camera; Pan. Softdent Currently accepts only 2 PPO's. Huge opportunity for growth. @1700 active patients. Refers out many specialty procedures. For more information, contact Ellen Dorner – 410-616-2042 – or edorner@nltransitions.com.

N/L TRANSITIONS – LISTING YOUR PRACTICE WITH N/L TRANSITIONS MEANS you will get **PERSONALIZED, EXPERIENCED SERVICE** with the **UTMOST INTEGRITY.**

N/L Transitions **PERSONALLY SHOWS YOUR PRACTICE** to prospective buyers and prepares a complete packet for the buyer so there is no delay in the loan process. Call or email Ellen Dorner for more information at 410-616-2042 or email edorner@nltransitions.com. Ask to see the **TESTIMONIALS FROM SATISFIED SELLERS!**

HARFORD COUNTY – GP PRACTICE with loyal patient base. Excellent location in growing area – great visibility. Ample free parking. Approx. 1300 S/F with 4 OP's. Softdent software, intra-oral cameras, panorex, CEREC, laser and WAND anesthetic delivery. **Over 2,000 active patients.** Opportunity for growth – refers out ortho, perio surgery, oral surgery and some endo. For more information, contact Ellen Dorner – 410-616-2042 – or edorner@nltransitions.com.

OXON HILL, MD – GP PRACTICE - Great opportunity to own a practice in one of the fastest growing areas of MD; located one mile from new MGM Grand at National Harbor – near I495 and I95– outstanding visibility in converted single dwelling with ample free parking – building is also for sale. 4 OPs. **Seller works at another location; this location currently open 1 day/week – plenty of patients to increase days - huge growth opportunity – Dr booked out @ 5 weeks -@ 10 new patients/month.** Practice equipped for all specialty procedures. PPO's only. Extremely low A/R. Digital x-rays, digital Pan, electronic charts. For more information, call or email Ellen Dorner at N/L Transitions, 410-616-2042/ edorner@nltransitions.com

Southern Maryland –GP PRACTICE – Beautiful, free-standing building with great signage and visibility. Plenty of parking. Dr. will consider sale of bldg. Over 3300 S/F with great signage. 8 OP's, 6 right-handed, 2 right or left-handed. Private Dr office, with additional space for 2 more private offices. Large staff area and storage upstairs. Excellent equipment including Cerec, Lanap, X-ray units are sensor-ready, currently uses ScanX. Annual collections @1.1 mil 4 days/week with growth potential. Seller would like to stay on with new owner. Truly a must-see practice. For more information, contact Ellen Dorner at 410-616-2042 or email edorner@nltransitions.com

HAPPY BUYERS! HAPPY SELLERS!

POLCARI ASSOCIATES, LTD.

www.policariassociates.com

Practice Sales

WHEN YOU LIST WITH US:

- Free Consultation
- No Up Front Fees
- Appraisal Fee Included
- Free Financing Help
- We Show Our Practices Locally
- All Cash Sales
- Low Commission
- No Buyer's Fees
- Single Representation
- Dentist Owned

OVER 30
YEARS OF
SERVICE

Practice Appraisal Services

- Full accurate market value appraisals for sales, purchase, mediation, partnership, estate, transition planning
- Especially For Buyers: **DENTAPRAISE™** "ballpark" approximation of market value

800-544-1297

410-997-4427 (FAX)

info@policariassociates.com

CLASSIFIED ADS ARE FREE FOR ALL SMDS MEMBERS. All others will be charged a \$50.00 fee. Ads should be 5 lines or 50 words. An additional fee will be charged for longer ads. All ads must be legible and typed copy is preferred. You may fax copies to 240-542-4774. All payments must be paid in advance.

APPROVAL The Southern Maryland Dental Society reserves the right of approval on all ads.