



# The ORACLE

Published by the Southern Maryland Dental Society

Volume 55, Issue 29

Aug 2019

## Save the Dates

09/5– 11/21/19

### **Dental Assisting Radiology & Basic Anatomy**

*Dr. Joseph Frew & Dr. Robert Tilken*

09/27– 09/29/19

### **Combined Inhalation-Enteral Conscious Sedation for the Adult Dental Patient**

*Dr. Marvin Leventer & Dr. Richard Wynn*

10/05/19

### **Practical Steps to Decreasing Stress & Increasing Profit in your Dental Practice**

*Dr. Travis Campbell*

11/09/19

### **The Making of a Dental Start-Up**

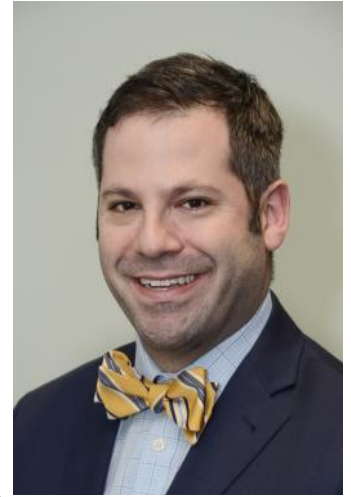
12/07-08/19

### **Lasers in Pediatric Dentistry**

*Dr. Martin Kaplan*

## **President's Message**

Hello! My name is Corey Anolik, I am the new president of the Southern Maryland Dental Society. I have been involved in organized dentistry for my entire career to this point. I have happily served on the SMDS board in various positions over the last 11 years. I am in practice with my father which has been a great experience for me getting to work with my Dad every day, it is not for everyone but for us it has been great! One virtue that my Dad instilled in me is the importance of the ADA and organized dentistry. The value of organized dentistry runs deeper than the free CE that we provide, the peer review system we have in place, the numerous resources we have



for dentists from employment to mentorship, etc. The value becomes even great in the political arena. What a lot of people do not see on a daily basis is the tireless work our members who serve as delegates to the ADA and as advocates for dentistry in Annapolis helping to protect our best interests as a group. While all dentists are benefiting from this, we NEED more support in the form of membership to help continue the work that is being done. I am saddened to see that Maryland ranks LAST in overall membership of the dentists in our state. If there is something that you feel is missing from your experience, please reach out to us and allow us to work for you!

There are two upcoming events that I wanted to mention to you as well. First the Mid-Maryland Mission of Mercy is being held on Sept. 12-14 on the University of Maryland Campus. This is an amazing volunteer opportunity to help those in need get the care that they can not afford! For more information please visit

[www.catholiccharitiesdc.org/mom](http://www.catholiccharitiesdc.org/mom)

Secondly, this will be the last year that the Chesapeake Dental Conference will be held in Ocean City! Do not miss out, it will take place between September 20-22 2019. For more information please visit <http://www.msda.com/register-cdc.php> I hope you all had a great summer even though as usual it has flown by too quick!

Sincerely,

Corey Anolik, DDS, FAGD



## Southern Maryland Dental Society

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

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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

Dear friends,

As the summer winds down, things are just starting to heat up at SMDS. We have a fresh line up of General Membership Meeting speakers this year. Please make a note of the dates on page 4 and plan on attending.



The strength of our dental society depends on you! If you are interested in getting more involved or have an idea about CE courses we should have, please let us know. Don't forget to join our Facebook group, "DMV Dentists" which offers networking, mentoring, information sharing, job opportunities, etc.

We look forward to seeing you at our next General Membership Meeting in the Fall and at the Chesapeake Dental Conference.

Cheers,

Halima Karim, DDS



Immediate Past-President, Dr. Yaser Roumani passing the gavel to New President, Dr. Corey Anolik

## Mid-Maryland Mission of Mercy Partners



For more information visit:  
[www.catholiccharitiesdc.org/mom](http://www.catholiccharitiesdc.org/mom)  
[www.sph.umd.edu/center/che](http://www.sph.umd.edu/center/che)

**Children Under 18**  
Will Not Be Allowed into the Building



**Mid-Maryland  
Mission of Mercy**

Presented By:



## CLÍNICA DENTAL GRATIS PARA ADULTOS

### Cuando:

**September 13-14, 2019**

Atención por orden de llegada  
Las puertas abren a 7:00am

### Dónde:

**Universidad de Maryland**

**Xfinity Center**

2001 Paint Branch Drive  
College Park, Maryland 20740

¿Tiene problemas con los dientes, las encías o la mandíbula pero no puede visitar a un dentista?

Venga a nuestra clínica dental gratuita para adultos para recibir atención dental Más avanzada ¡GRATIS!

Se brindará atención a todos los adultos mayores de 18 años por orden de llegada.

**Los servicios dentales para pacientes incluyen:**

Limpiezas  
Radiografía  
Rellenos restauradores  
Extracciones

*Se prestan todos los servicios dentales.  
Por dentistas e higienistas autorizados.*

## Mid-Maryland Mission of Mercy Partners



Para más información visite:  
[www.catholiccharitiesdc.org/mom](http://www.catholiccharitiesdc.org/mom)  
[www.sph.umd.edu/center/che](http://www.sph.umd.edu/center/che)

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[www.catholiccharitiesdc.org/mom](http://www.catholiccharitiesdc.org/mom)  
[www.sph.umd.edu/center/che](http://www.sph.umd.edu/center/che)

**No se permiten menores de  
18 años durante el evento**

# General Membership Meetings

## Fall 2019

October 7:

**Anterior Attrition: Orthodontic & Restorative Treatment Options**

*Dr. Viney Sinai*

December 2:

**Director, Office of Oral Health and MSDA Officers Visitation**

*Dr. Debonny Hughes*

February 10:

**Measles, Hepatitis C, and HIV**

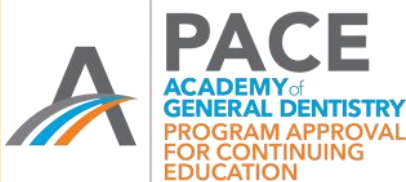
*Dr. Peter Kim, M.D.*

March 2:

**TBA**

All will be at the Sheraton Hotel Silver Spring  
8777 Georgia Avenue, Silver Spring, Maryland 20910

Meetings start promptly at 6:00pm  
Dinner Buffet is free to SMDS members



2 hours of Free CE



## 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@smdsdentists.org](mailto:valerie@smdsdentists.org)





R.K. Tongue Co., Inc. has been a trusted partner of the dental community since 1941, when it first earned the endorsement by the Baltimore City Dental Society. Today, Tongue is the exclusively endorsed insurance provider for the Maryland State Dental Association and its members. With its rich history and understanding of the Maryland insurance market and commitment to organized dentistry, there is no organization better positioned or suited to serve the insurance needs of Maryland Dentistry.

Insurance solutions available to MSDA & SMDS members include:

***The Professional Protector Plan® for Dentists (PPP)***

Exclusively administered by Tongue in MD, the PPP provides coverage for Professional Liability, General Liability, and Property (if needed) into a comprehensive “Package” of insurance that eliminates coverage gaps and extensive overlaps.

5% premium discount for MSDA & SMDS members

***Disability Income Insurance***

10% premium discounts available through Guardian / Berkshire and Principal

***Life Insurance***

***Workers Compensation***

***Employee Benefits***

Group Medical

Group Disability / Life

Voluntary Benefits

***Auto / Home Insurance***

In addition to offering comprehensive insurance solutions specifically designed for Dentists and their dental practices, R.K. Tongue prides itself on delivering superior service to their clients with the ultimate goal of establishing long lasting, trusting relationships.

For more information, please contact R.K. Tongue Co.

Website: [www.rktongue.com](http://www.rktongue.com)

Email: [info@rktongue.com](mailto:info@rktongue.com)

Phone: 410.752.4008

# THE SOUTHERN MARYLAND DENTAL SOCIETY PRESENTS

**1 Day  
8 hours CE**

**Practical Steps to Decreasing Stress and  
Increasing Profit in your Dental Practice**

## **When:**

**Saturday**

**October 5, 2019**

**8:00 AM - 4:00 PM**

**College Park, MD (near Washington, DC)**

4920 Niagara Road Suite 306, College Park, MD 20740

## **Meet the Instructor:**



**Travis Campbell,  
DDS**

Dr. Travis Campbell is a full-time practicing dentist. He started his practice from scratch after graduating from Baylor College of Dentistry (2009) and

has grown this single dentist practice to be in the top 1% in the country. Having made the typical mistakes as a new business owner, he has worked diligently to learn how to become a highly capable business owner and dentist. He has a passion for helping others avoid the typical dental business pitfalls and become highly successful business owners, "CEOs" and team builders in addition to being Doctors. As a result, Dr. Campbell has become well known for his knowledge/experience in dental business management and efficiency. He is an author, speaker at dental seminars, a contributor of various on-line dental communities and a dental coach/consultant. His book on dental office management released in 2019, and another book for new dentists is scheduled in 2020.

### **Registration:**

**301 345-4196**

**Email:**

**Valerie@smdsdentists.org**

Would you like to Decrease your Stress and Increase your Profitability?

Success can be either increased income or more flexibility and freedom. Either way, learning to more efficiently run your office can help you reach your goals. Spend a day learning practical steps to reach those goals.

### **Overhead and Profit: Are Bonus Programs Worth It?**

Learn how to evaluate your office for ways to improve profitability. Learn the pros and cons of bonus programs and whether they will work for you.

### **Delegation and Team Development**

Learn how to setup a great on-boarding process for new team members, how to train and develop team members to become rock stars individually and collectively, as well as reviewing ways to stay legal without letting toxic employees run you over.

### **Marketing Cycle and Media**

Learn why marketing works great for some, and not for others; everything from PPC and SEO to Mailers and Social Media. Gain simple techniques your team can implement tomorrow to improve your marketing efforts, regardless if your goal is 20 or 100 new patients each month.

### **Insurance and Discounts**

Simple and practical steps to understanding the Insurance Game and how you can Win. Learn to improve reimbursement and your relationship with patients. Change dealing with insurance from a nightmare to just a mild annoyance.

### **Implementation**

Let us end off with ways that you can go home tomorrow and implement the changes you want to see in your office. The skills and techniques discussed here will be useful for any seminar or CE you take in the future.

### **Tuition**

<b>SMDS Members:</b>	<b>\$195</b>	<b>Non SMDS members:</b>	<b>\$295</b>
<b>Residents/Students:</b>	<b>\$95</b>	<b>Team member:</b>	<b>\$95</b>

Breakfast, Lunch, Afternoon snack, hot and cold beverages will be provided.



Approved PACE Program Provider #212256

AGD Endorsement: 01/01/2019 to 12/31/2022





# The Southern Maryland Dental Society P r e s e n t s

The Making of

# A DENTAL STARTUP

Saturday November 9th 2019  
8:00 AM - 4:00 PM

4920 Niagara Road, Suite 306  
College Park MD 20740



Mike Limsky, JD  
Legal



Stacie Dowling, JD  
Legal



Tim Lott, CPA, CVA  
Tax/Forecasting



Chuck Feitel  
Real Estate



John Sanati  
Construction

DENTAL  
PRACTICE  
LAWYERS

The Original  
**Dental CPAs**  
a division of Naden-Lee LLC

**HPRG**  
HEALTH-PERSONALITY GROUP

**LIBERTY**  
GROUP  
CONSTRUCTION

## Tuition

SMDS Members	Free
Non SMDS Members	\$ 30
Residents/Students	\$ 20

Breakfast, Lunch, Afternoon  
snack, Hot & Cold Beverages  
will be provided

Registration

301 345-4196

[Valerie@smdsdentists.org](mailto:Valerie@smdsdentists.org)

**PACE**  
ACADEMY  
GENERAL DENTISTRY  
PROGRAM APPROVAL  
FOR CONTINUING  
EDUCATION

Approved  
PACE program provider  
#212256  
AGD Endorsement:  
01/01/2019 to 12/31/2022

# The Southern Maryland Dental Society Presents



## Pediatric Tongue- and Lip-Ties and Laser Frenectomies

### 2 Days Hands-On Course 12 CEUs

#### When

Saturday & Sunday  
December 7-8, 2019  
8:00 AM - 4:00 PM

#### Where

4920 Niagara Rd, Suite 306  
College Park, MD 20740

### Meet the Instructor



**Martin Kaplan**  
DMD, DABLS

Dr. Kaplan has been an early adopter of laser dentistry since 2004. He has lectured nationally and internationally, has co-authored several articles and was a contributing

author of the unique, first of its kind, Color Atlas of Infant Tongue-Tie and Lip-Tie Laser Frenectomy. Dr. Kaplan is a Member at the American Laser Study Club, a Diplomate of the American Board of Laser Surgery (ABLS) and the director of Dental Laser Education and Development for the ABLS.

Breakfast, Lunch, Afternoon snack, hot and cold beverages will be provided.

### Tuition

**SMDS Members:** \$695      **Residents:** \$495  
**Non-SMDS Members:** \$825      **Staff/IBCLC:** \$330

### Registration

**Call**  
(301) 345-4196

**Email**  
Valerie@smdsdentists.org

**Introduction:** Enhance your understanding of the issues of pediatric laser dentistry, including tongue-ties and lip-ties! As many as 5 percent of all babies born in the US have tongue-ties significant enough to cause breastfeeding difficulties. Affected babies often fail to thrive and can be erroneously labeled as "lazy nursers" or "stubborn feeders".

A good surgical laser for cutting soft tissue must be able to vaporize soft tissue, while at the same time efficiently coagulating surgical margins. Not all laser wavelengths are suitable to comply with both requirements. This course focuses on the practical aspects of soft tissue laser surgery and on the fundamental processes involved in the laser-tissue interaction; it helps attendees learn how deep the laser beam cuts and how deep the coagulation and hemostasis extend into the surgical margins. Our **hands-on participation lab** is designed to train attendees on what surgical lasers can do safely and efficiently.

### Clinical Curriculum:

- Demonstrate a wide range of didactic and clinical tools for the use of lasers in pediatric dentistry
- Present basic knowledge about Dental lasers adhering to the established standards of education
- Instruct Dentists, Lactation Consultants, Speech and Language Therapists, and other allied health care providers to understand the efficient and safe application of laser energy in everyday practice
- Provide sound scientific basis and proven efficacy of use of lasers in Dentistry in order to ensure public safety
- Explore current methods of clinical assessment, diagnosis and treatment of lingual and labial ties  
Attendees will be able to:
  - Understand infant sucking physiology and how tongue ties impair infant suck;
  - Use reliable diagnostic criteria to screen babies for this condition; and
  - Understand all consequences and benefits of using lasers to remove oral restrictions
- Through participation in a hands-on workshop, the course attendees will learn to remove oral restrictions using soft-tissue lasers
- Explore current methods of identification of TOTS for diagnosis, treatment, and management
- Demonstrate two different practice models to integrate TOTS therapy into various practice settings

### Laser Curriculum:

Laser Surgery and Safety Basic Knowledge Certification Curriculum for this Course has been developed by the American Laser Study Club (ALSC). The ALSC's curriculum overcomes the known limitations of many laser dentistry courses, and includes the detailed physics of soft tissue ablation and coagulation with laser and hot tip (non-laser) devices. Laser hands-on wetlab on tissue samples will include different laser wavelengths and will include laser safety instructions and demonstrations. Laser instructions will be assisted by guest speaker Peter Vitruk, PhD, MInstP, CPhys, DABLS, a laser physicist who founded the American Laser Study Club and LightScalpel LLC.



### Hands-On Participation Session:

**2 HOURS**

- Laser Safety
- Laser Surgical Technique Simulations
- Superficial Ablation
- Superficial Coagulation
- Shallow Incision
- Deep Incisions
- Practicing Surgical Techniques on a Pig Jaw

**Course Certificates:** Course participants, who successfully complete examination, will be awarded a **LASER SAFETY basic knowledge CERTIFICATE** from the Board of Laser Safety of the Laser Institute of America (**DISCOUNTED** cost for the ALSC members), as well as a **Laser Dentistry and Laser Surgery Basic Knowledge and Hands-On participation Wetlab CERTIFICATE** from the American Laser Study Club (**FREE** for the course participants).



**About the ALSC:** American Laser Study Club (ALSC - [www.AmericanLaserStudyClub.com](http://www.AmericanLaserStudyClub.com)) was founded to promote science-based laser dentistry, surgery and safety education. The ALSC is proud of its curriculum and its distinguished membership, including our honorary members **Gordon J. Christensen**, DDS, MSD, PhD and **Rella P. Christensen**, RDH, PhD, world renowned leaders in dental product research and education, who welcomed the ALSC's mission: "Peter, we congratulate you on starting a laser study club. It is greatly needed, and you are the man to do it." Other Honorary Members of the ALSC are **Charles M. Cobb**, DDS, MS, PhD, Professor Emeritus, Department of Periodontics, School of Dentistry, University of Missouri-Kansas City; and **C. Kumar N. Patel**, PhD, MS, the Inventor of the CO<sub>2</sub> Laser; Recipient of National Medal of Science (1996); Member of US National Inventors Hall of Fame 2012; Professor Emeritus, UCLA. The ALSC is proud to have helped many dentists and surgeons.



# **SOUTHERN MARYLAND DENTAL SOCIETY**

## **LASERS in PEDIATRIC DENTISTRY**

**DECEMBER 7-8, 2019**

<b>SMDS members \$695.00</b>	<b>NON SMDS Member \$825.00</b>
<b>Residents \$495.00</b>	<b>RDH/Staff \$295.00</b>

**Please send a Check made out to  
Southern Maryland Dental Society  
And mail along with registration to:**

**Suite 306  
4920 Niagara Road  
College Park, Maryland 20740**

**NAME:** \_\_\_\_\_

**ADDRESS:** \_\_\_\_\_

\_\_\_\_\_

**TELEPHONE:** \_\_\_\_\_ **e-mail** \_\_\_\_\_

**Cancellation Fee \$50.00 NO refunds after November 25, 2019**

**SOUTHERN MARYLAND DENTAL SOCIETY**

4920 Niagara Road, Suite 306, College Park, MD 20740

Tele: 301-345-4196 Fax: 240-542-4774 Website: [www.smdsdentists.org](http://www.smdsdentists.org) E-mail: Janice@smdsdentists.org

*AN ADA CERP RECOGNIZED PROVIDER*

***DENTAL ASSISTANTS***  
***HERE IS YOUR OPPORTUNITY***  
***GET LICENSED IN***  
**EXPANDED FUNCTIONS IN GENERAL**

**THURSDAYS ONLY**

**Dates: Sept. 5, - Nov. 21, 2019 Time: 6:30 – 9:30 p.m.**

Fee: SMDS Member/Staff \$745. or Non-Member/Staff \$795. including books

Our course for the dental assistant focuses primarily on the dental assistant and his/her advancement. The goal is to prepare the assistant to be test ready for the DANB Expanded Functions General Exam. It is our responsibility to review didactic material while the doctor/assistant review the clinical material during the course of the office's daily routine. A positive interaction will advance the assistant while working, and the office can benefit from the increased ability of the assistant as he/she accomplishes more complex tasks as outlined by the dental law. We feel this mentor type environment fosters a positive working environment for both the doctor and assistant while accomplishing continuing education.

The formal lectures and in-office clinical experience combine the dynamics required for review and the setting to expose the assistant to materials required for licensure. The course requirements are attendance, competency sheets, quizzes and examinations. This course should be of interest to the doctor and assistant to keep the office productive, dynamic, and cooperative. This is a 12-week course.

-----  
**EXP. FUN. GEN. APPLICATION**

**LEGAL NAME** \_\_\_\_\_ **AMOUNT ENCLOSED** \_\_\_\_\_

**HOME ADDRESS** \_\_\_\_\_ **EMAIL** \_\_\_\_\_

**HOME/CELL PHONE** \_\_\_\_\_ **SS#** \_\_\_\_\_ **HIGH SCHOOL GRAD** \_\_\_\_ **YES** \_\_\_\_ **NO**

(Last four # only)

**DENTIST'S NAME** \_\_\_\_\_ **PHONE** \_\_\_\_\_ **FAX** \_\_\_\_\_

**ADDRESS** \_\_\_\_\_ **EMAIL** \_\_\_\_\_

**EMPLOYING DENTIST PLEASE COMPLET THE FOLLOWING:**

This employee has been working for \_\_\_\_ months \_\_\_\_ years in this dental office and I agree to provide clinical experience under my direct in room supervision. I agree to evaluate the applicant's performance. Once the course is completed assistant may NOT continue to perform these duties until the required boards are passed & state certificate received. Additional information on website.

\_\_\_\_\_ **Dentist's Signature** \_\_\_\_\_ **Date**

July 2019

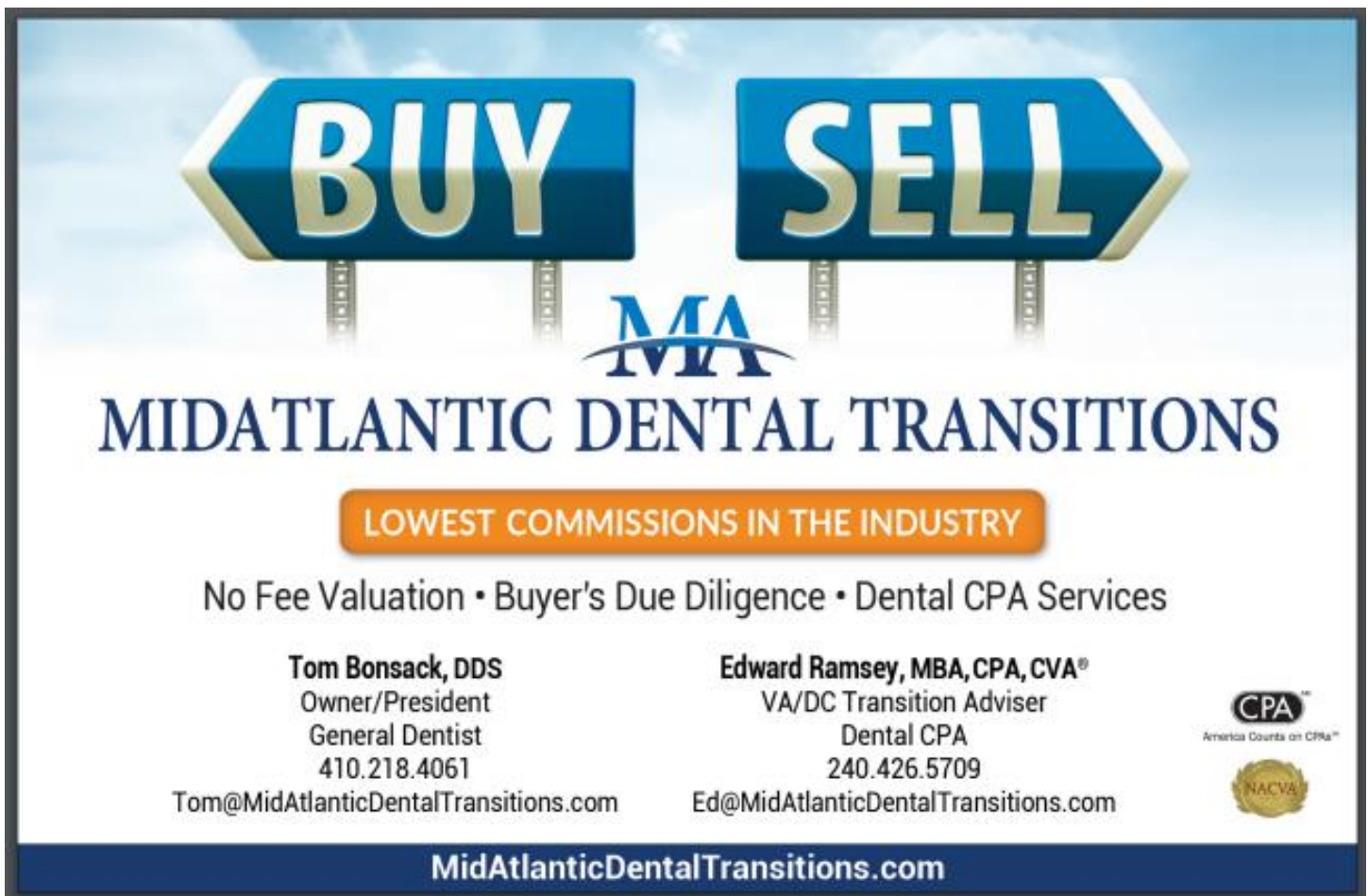
## The Classifieds

**DENTAL OFFICE FOR SALE: ROCKVILLE- KING FARM AREA.** Terrific satellite or start-up practice. Turn-key Condo, 3 operatories, 1 hygiene room, 4th operatory roughed in, Digital XRS & Panex. Fully equipped and computerized. Reception room, business office, lab & bathroom. Price reduced. Free parking. [Call \(301\) 762-6832](tel:3017626832).

**OFFICE SHARING ARRANGEMENT:** 7 beautiful operatories, perfect for starting a new practice, all digital technology, Aspen Hill, Maryland. PH: [301-871-8880](tel:3018718880), email [rgmdds@aol.com](mailto:rgmdds@aol.com)

**PART-TIME ENDODONTIST.** I will come do those fun endos for you in your office. 10+ years private practice as an Endodontist. Available on Saturdays. Interested parties contact: [703-833-3990](tel:7038333990) or [Johnson.endo@yahoo.com](mailto:Johnson.endo@yahoo.com)

**SILVER SPRING DENTAL OFFICE FOR RENT** 1300ft<sup>2</sup>, 4ops, 2equipped, 4plumbed, 2baths, digital xray. Excellent location close to DC, beltway, public transportation, free parking. PT FT arrangements available. For satellite or startup. Serious inquiries [240-505-1139](tel:2405051139)





**BUY** **SELL**

**MA**

**MIDATLANTIC DENTAL TRANSITIONS**

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

<b>Tom Bonsack, DDS</b> Owner/President General Dentist 410.218.4061 <a href="mailto:Tom@MidAtlanticDentalTransitions.com">Tom@MidAtlanticDentalTransitions.com</a>	<b>Edward Ramsey, MBA, CPA, CVA®</b> VA/DC Transition Adviser Dental CPA 240.426.5709 <a href="mailto:Ed@MidAtlanticDentalTransitions.com">Ed@MidAtlanticDentalTransitions.com</a>	 <small>America Counts on CPAs™</small> 
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**MidAtlanticDentalTransitions.com**



## The Classifieds

**RIVERDALE PARK, Maryland**-corner of Baltimore Avenue (US 1) & East-West Hwy General dental practice 1 mile from University of Maryland 1786 ACTIVE patients, refers out molar endo, Invisalign, & Implant placement. Very low accounts receivable, Softdent dental software, Biolase Laser. Digital radiography and digital panorex. Call William P. Karpa, DDS [Call \(301\) 233-1814](tel:3012331814)

**DAMASCUS, Maryland**– 20 year old practice between Germantown and Frederick and close to Clarksburg, digital radiography, 4 operatories, 1300 ACTIVE patients, Eaglesoft software, PAPERLESS. Call Dr. William P. Karpa at Karpa Dental Brokerage [Call \(301\) 233-1814](tel:3012331814).

## FOR SALE

### **SIRONA XG PLUS PANOREX + CEPH ~ 3D Ready**

The all-in-one Sirona XG Plus system combines advanced 2D panoramic and cephalometric x-ray capabilities, with optional cone beam 3D upgradable, into one comprehensive dental x-ray machine for ultimate diagnostic flexibility, accuracy, and versatility.

**Call (443) 535-9500**

**SPACE SHARING OPPORTUNITY:** Established FEE FOR SERVICE Practice, Prime location Washington DC GoldenTriangle. Currently refer all endodontics, oral surgery, surgical periodontics, orthodontics, some cosmetic procedures, TMD and sleep disorders. Exceptional growth potential. Contact: L.J. Peterson email; [drpeterson200@gmail.com](mailto:drpeterson200@gmail.com)

**DENTAL PRACTICE FOR SALE,** Leesburg, VA 5 treatment rooms, averages, \$800,000 collections past two years, 50+ hyg hrs/wk, 30% hyg production, computerized office, digital Pan-Xray, 1380 sq/ft free standing building. Fantastic opportunity. Fastest growing Country in VA. Tim Lott [tlott@dentalcpas.com](mailto:tlott@dentalcpas.com), 410-616-2058

**SEEKING FULL-TIME DENTAL ASSISTANT.** Ready to join a dynamic Dental Team in DC???? We are looking for a DEDICATED BILINGUAL Dental Assistant:  
[https://re11.ultipro.com/arc1012b/jobboard/JobDetails.aspx?\\_\\_ID=\\*B2BF8AD02CABB757](https://re11.ultipro.com/arc1012b/jobboard/JobDetails.aspx?__ID=*B2BF8AD02CABB757)

Click on Video Below to Access a Classified Ad:



**Rockville** – Fully equipped office available. Five ops, 2210 sq. ft. Adec rear delivery units approximately 6 years old. Gendex x-ray in each op. All in good working order. Bonus – building conference area adjacent to office featuring Starbucks coffee 8-11am free for building. Excellent area for study club or presentations. Perfect for general of specialty dentistry – [301-807-6751](tel:3018076751)

**Part-Time ENDODONTIST** I will come do those fun endos for you in your office. 10+ year in private practice as an Endodontist. Available on weekdays or Saturdays. Interested parties contact 703-883-3990 or [Johnson.endo@yahoo.com](mailto:Johnson.endo@yahoo.com)

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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"*  
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*Other references available upon request*

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**GP PRACTICE – CARROLL COUNTY, MD** –Excellent opportunity to practice in area with little competition. Currently a 4 day/week practice – great growth opportunity. Converted house with plenty of parking. **Building is also for sale and produces rental income.** 4 OP's @1700 S/F. Refers out all specialty procedures. Softdent software. Digital x-ray, digital pan, For more information, contact Ellen Dorner at 410-616-2042 or email [edorner@nltransitions.com](mailto:edorner@nltransitions.com)

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**ANNE ARUNDEL COUNTY – GP PRACTICE** - High-tech practice currently collecting over 1 mil. 2,000 S/F with 5 Op's. Ample free pkg. Over 1600 active patients. 67% PPO- 33% FFS. Dentrix software. Digital radiography dentistry. Seller would like to stay on post-sale. **For more information contact Ellen Dorner at N/L Transitions– 410-616-2042 or [edorner@nltransitions.com](mailto:edorner@nltransitions.com)**

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**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](mailto:edorner@nltransitions.com).