



The ORACLE

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Jan 2021

President's Message

Thanks to Dr. Shankar Iyer for his great implant presentation on January 11th and to Dr. Parikh for proposing him to provide a membership meeting educational program. Our February meeting will be held February 8th by virtual platform and dedicated to an update on the COVID-19 Vaccine with a return engagement of Dr. Peter Kim from NIH.



Thanks also to Dr. Doring for the excellent reports on the COVID-19 vaccine status he facilitated particularly from the office of Senator Chris Van Hollen. I also want to recapitulate the call to members to register for Dentist Day in February through the MSDA website. I remind everyone this event will actually be spread over several days. There will be a Pre Dentist Day virtual seminar on February 1st followed by virtual meetings with legislators February 15th through February 19th.

I am excited to report that starting with this issue of the Oracle we are rolling out a series of "Spot Light" articles on the new student members of the executive board. All four of the students serving on the Executive Committee are extremely accomplished and I am pleased to be able to share with you their biographies in the next four issues of the Oracle. We are also giving our vendors who have supported our meetings faithfully opportunities to publish articles in the Oracle this year. This issue is featuring N/L Transitions.

Obviously the main focus and concern of the membership is the status of the COVID-19 Vaccine and the expeditious delivery of it moving forward. As of this date the country finally has surpassed 20 million vaccinations, a number that was supposed to have been achieved by the end of 2020. Obviously, goals have been coming up short for getting vaccines into the arms of people. Per the reports you heard at the general membership meeting on January 11th, our state dental leadership is in constant contact with state and national officials who have influence on the distribution network. Please believe that no-one feels the frustration of the slow vaccination roll out than your leadership.

*Dental assisting radiology
and Basic anatomy
Jan 25—March 1*

Important Links

[ADA Coronavirus Center for Dentist](#)

[ADA Testing Dental Employee for Antibodies and Antigens](#)

[CDC Guidance on Providing Dental Care during COVID-19](#)

[Maryland State Dental Association: COVID-19 Updates](#)

[Maryland Department of Health](#)

President's Message continued

We are taking each day at a time and continue to advocate for our members. We continue to stress that dental professionals and their staffs are priority IA on the roll-out and I think we are making great progress at getting the vaccine to our members although at a frustratingly slow pace. The ADA will also be offering vaccination training later in the month for those members who are interested in providing vaccines in their offices or at points of distribution under the emergency public health authorization. The biggest obstacle to administering the vaccine in dental offices will unfortunately be the availability of it and the proper handling and storage of it.

The advocacy your ADA membership provides is one of many member benefits your dues support so I again remind you to renew your MSDA membership as soon as possible. In the last issue of the Oracle I reminded individuals to be in compliance with CDC guidelines. MOSHA inspections are on the rise and the patients we serve are very savvy as is your staff in noticing when CDC guidelines are not being adhered to. I refer you to the member area on the ADA Website for a comprehensive list of CDC guidelines to keep your offices in compliance.

Finally members are reminded that another round of Payroll Protection Program funding has been authorized. Those members who were not granted funding in the first round are encouraged to apply. In some circumstances even practices that were funded in the first round could qualify as well for an additional grant. As in the past, applications will be handled by SBA certified banks and applications should be made directly with your lending institution of choice.

And so as we as we find ourselves living in these very uncertain times as we witnessed on January 6th and with the "Black Lives Matter" demonstrations it is my hope that our Nations leaders can transition our government back to a bipartisan functional status moving forward into 2021. With luck we can begin by inaugurating a new President in a peaceful fashion. Unfortunately, the pandemic is not going to relent anytime soon until enough vaccinations have been administered to render sufficient "herd" Immunity. As a result this pandemic is going to take many more months to succumb to public health measures. This also means the economy will continue to suffer until the war on the virus is won. I, however, remain optimistic and consider that we dentists are extremely fortunate to be able to work during this public health emergency. Please stay the course with infection control measures and personal social distancing and don't succumb to "COVID fatigue". If we all do our part we will prevail and a bright new future will emerge.

Sincerely,

Richard Williams, DDS

President



Southern Maryland Dental Society

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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,

Welcome to the January edition of the Oracle. We've made it to 2021!



I'd like to highlight the SMDS dental students spotlight page. We will be presenting stories from the 4 talented dental students that have joined our board meetings since last year. This month features Lee Goodloe, a D4 at Howard University. He will be sharing his non-traditional and challenging journey to becoming a dentist; one filled with perseverance and passion for our field.

This month's SMDS vendor edition is from N/L transitions. For those considering selling their practice, it'll be worth a look! They can help maximize growth and facilitate the sales process. Furthermore, they have a no dual representation policy, so you can be sure your interests aren't in conflict with someone else's. If you are looking to buy, then I encourage you to visit the last two pages of the oracle for listings.

For anyone wondering about the Moderna vaccine, I received it 1.5 weeks ago with minimal side effects, just a sore arm for 2-3 days. I'll update everyone after the second dose. See y'all next month!

Best,

H. Iwin Chu, D.M.D.

Governor Hogan Announces Series of Actions to Slow the Spread of COVID-19

<https://governor.maryland.gov/2020/11/10/governor-hogan-announces-series-of-actions-to-slow-the-spread-of-covid-19/>

Webinars

ADA– Economic Impact of COVID-19 on the Dental Care Sector

(Updated Sept 4, 2020)

<https://www.youtube.com/watch?v=piGo-3jhmMw>

CDC– COCA Call Guidance for Dental Setting During the COVID Response

(update 10/22/20 Leveraging Existing Resources to Meet the Challenges Faced by People Who Use Drugs or Who Have Substance Use Disorders During the COVID-19 Pandemic)

https://emergency.cdc.gov/coca/calls/2020/callinfo_060320.asp

The SMDS is committed to providing continuing education through Zoom. Please watch your email, follow the DMV Dentists Facebook page and keep an eye out for texts about these webinars.



The SMDS promises to provide you with the most information as quickly as we can. If you haven't done so already, please email Valerie at valerie@smdsdentists.org to sign up for text messaging.

Next general membership meeting

Feb 8th, 2021

Speaker: Dr. Peter Kim

Topic: a COVID-19 update

SMDS student member spotlight

How I beat the odds in the field of dentistry



Lee Goodloe

Fourth year dental student at Howard University

When I was nine years old, I had my first visit to the dentist. I remember being apprehensive and not knowing what to expect. I grew up in an impoverished area and seeing black men with distinguished careers was rare — until that day. I had never met a man who looked like me in such a high position. It was a distinct honor to meet a doctor, and seeing a black doctor was like seeing a unicorn. It showed me I could do more. After visiting Dr. Walker, I knew I wanted to be just like him. At my fourth-grade show-and-tell, I shared my life-changing experience about Dr. Walker with my teacher and the class. But my dreams were soon crushed. My teacher encouraged me to pursue a more obtainable profession.

I want to share my story because I dared to dream, even if the odds were against me. Dentistry is my passion. However, my path to get here has not been a traditional one. In undergraduate, I worked multiple jobs to support my family. I took time away from school because the pressures of life just became too great. I remember thinking, “Life has to be more than just working a job to pay a bill. There has to be a higher purpose.”

I could no longer ignore my purpose. I studied hard and completed my bachelor’s degree in biology at the University of Arkansas at Pine Bluff. I thought I would start dental school soon after, but my application was unsuccessful. I was heartbroken and devastated. I did not prepare for an alternative career or a plan B for that matter. I was advised to pursue an advanced degree to strengthen my application. I found a post-baccalaureate program for biomedical sciences. I dabbled in research as an undergraduate intern, but I could not foresee a lifelong commitment to benchwork. As my search continued, I discovered dental hygiene.

I didn’t know what a hygienist did, but I learned about their scope of practice. The American Dental Hygienists’ Association (ADHA) defines a dental hygienist as a licensed oral health professional who focus on preventing and treating oral diseases-both to protect the teeth and gums and to protect patient’s total health. A dental hygienist may educate patients on oral hygiene techniques, apply cavity preventative agents such as fluoride and sealants to the teeth, expose and interpret dental radiographs, remove calculus and plaque from the teeth, counsel patients on nutrition, smoking cessation and even administer local anesthesia under the supervision of a dentist. Dental hygiene programs are 2-4 years long. The most common tract is 2 years leading to an associate degree. The bachelor or master degree tract can lead to careers outside of the dental operator. A dental hygienist can be employed in professional roles including administrator, clinician, corporate, educator, entrepreneur, public health and researcher.

According to ADEA, only 4.2% of dental hygiene students were male in 2012–13. Again, the odds were stacked against me. The U.S. Department of Labor shows that in 2014, there were 175,000 dental hygienists in the workforce. Of that number, men accounted for only 2.9% nationwide. This large discrepancy could be attributed to the incorrect perception that dental hygiene is primarily a “women’s profession.”

SMDS student member spotlight (continued)

Prior to enrolling in dental hygiene at the University of Tennessee Health Science Center, I didn't realize I would be the only male in my class. Not only that, but I was the first African-American male to matriculate through the program. I felt alone, but the faculty supported me. They encouraged me to be assertive and to stay involved in organized dentistry. I became class president, president of SCADHA and the Black Student Association, as well as vice president of the Allied Health Student Government Association. I eventually went on to serve as ADHA president in Dallas and the first-vice-president in Texas.

I had an incredible journey as a dental hygiene student. Though there were several moments when my graduation was in jeopardy, including a clinical-exam patient who dropped out at the last minute and my financial struggles. Practicing dental hygiene for more than six years gave me a wealth of knowledge and I fell in love with preventative dentistry along the way.

With my background in dental hygiene, I offer a dynamic perspective that benefits me as a dentist. I've worked as an educator and student advisor, teaching both clinical and didactic dental hygiene courses. I have worked in a variety of practice settings from corporate dentistry and high-end cosmetic private practices to offices that have primarily Medicare/Medicaid participants. I learned how to empathize with patients and convey health information in terms they understand, allowing them to better care for themselves. Over the years, I have encouraged patients to take a leap of faith and trust dental medicine, and I have been able to gain their trust.

But I struggled with the fact that as a hygienist I couldn't meet the full dental needs of my patients. After I completed scaling, it was time to hand them off for restorative treatment. Many times, the patient would not follow through because the clinician-patient relationship was built between the patient and I, and not the doctor. If I wanted to make the greatest impact, I needed to be their next step, so I decided to take my next step.

I studied for the DAT before and after work. I took naps during my lunch break because I was so exhausted. My determination finally paid off when I was accepted to Howard University College of Dentistry. It was my opportunity to pursue my goals to broaden my scope of practice.

By the time I graduate, I will be well beyond my youth, having started as a 36-year-old freshman. Perseverance has been the epitome of my existence. All my previous attempts and experiences prepared me for this moment. I want my story to motivate others to set goals beyond their wildest imagination. I encourage you to have the fortitude to overcome any real or abstract obstacles. Most importantly, I want to inspire you to accomplish your dreams regardless of the sacrifice and regardless of the odds.

SMDS vendor spotlight



Your Trusted Transitions Advisor

N/L Transitions offers invaluable support, expert advice, and insightful recommendations throughout the entire process. Under the guidance of our advisors, you'll receive the maximum return on your investment. With a trusted network of dental CPAs, attorneys, insurance brokers, and bankers on your side, you'll have the peace of mind of knowing your hard work has paid off. With our no dual representation policy, your practice is our top priority.

Maximizing Your Investment

For over fifty years we've been guiding dentists to successful careers. When it is time to sell your dental practice, we offer a seamless process backed up by incomparable expertise.

Our services include:

- Facilitating the initial transition planning process out of dentistry.
- Organizing and managing a customized list of resources necessary to begin to sell your dental practice.
- Determining the market value of your dental practice.
- Creating a customized dental marketing package.
- Assisting with the draft and review of the letter of intent (LOI).
- Providing expert advice and recommendation throughout the entire process.
- Overseeing the sale of your dental practice at closing.

Ellen Dorner - *Managing Director*

Ellen Dorner is the managing director of N/L Transitions. With over 25 years in the dental industry, Ellen's experience will help guide you through the transition process from start to finish. With 15 years of experience in dental management consulting, Ellen has assisted hundreds of dentists with implementing systems to maximize growth, efficiency, profitability and ultimately practice value. This wealth of knowledge and experience provides Ellen with the skills and expertise to guide dentists during and through their transition both in and out of the dental practice. Ellen will not only walk dentists through the process but work diligently to maximize the investment they have made in their practice.

SOUTHERN MARYLAND DENTAL SOCIETY

IS AN ADA CERP RECOGNIZED PROVIDER

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

Tele:301-345-4196 Fax: 240-542-4774 Web site: www.smdsdentists.org E-mail: Janice@smdsdentists.org

DENTAL ASSISTING RADIOLOGY AND BASIC ANATOMY

January 25-March 1, 2021

This course prepares the dental assistant who is employed in a dental office to sit for the Dental Assisting National Board Exam in Radiation Health & Safety Certification. All clinical practice takes place at the student's place of employment (including bringing in x-rays). A total of 11 classes which is 33 hours of class time. If you have any questions, please call 301-345-4196.

Course requirements: 18 years of age, high school grad or equivalency, 3 months experience and the signature of employing dentist on the application verifying employment & commitment of clinical supervision. **Fluency in English is required.**

TUITION: Member/Staff \$550 or Non-Member \$615, Fee Includes Book Pkg.

DATES: Jan. 25,27, Feb. 1,3,8,10,15,17,22,24, Mar. 1, 2021. Mon. & Wed., 11 classes

TIME: 6:00p.m.– 9:00p.m., LOCATION: College Park Classroom

APPLICATION – Please Print Clearly

COURSE TITLE: _____ DATE _____

LEGAL NAME: _____ AMOUNT ENCLOSED _____

HOME ADDRESS: _____

PHONE/CELL: _____ EMAIL _____

DENTIST'S NAME: _____ PHONE _____

NOTICE TO APPLICANTS

The provisions of this publication are not to be regarded as a contract between the student and the Southern Maryland Dental Society (SMDS). The SMDS reserves the right to change any provision or Requirements when such action will serve the interests of the SMDS and other applicants. The SMDS Further reserves the right to ask a student to withdraw when it considers such action in the best interest Of the SMDS. Class size is limited. FLUENCY IN ENGLISH IS REQUIRED.

SMDS is committed to a policy of equal opportunity for all persons to the end that no person, on the Grounds of sex, race, age, color, national origin, ancestry, marital status or status as a qualified individual with a disability shall be excluded from participation in, be denied the benefits of, or be otherwise subjected to discrimination under any program or activity of the SMDS

TO REGISTER - Complete the information on the application and return it at least 10 days prior to the starting date along with payment to: Southern Maryland Dental Society, 4920 Niagara Road, Suite 306, College Park, Maryland 20740. **REFUNDS** can only be given if you withdraw 10 days prior to the first class. A \$30.00 administration fee will be charged for your refund or transfer. **BOOKS** can be picked Up during regular office hours once registration and payment is complete. Classes are held in Suite 300 At this same address unless otherwise indicated. **CHECKS** or Money Orders are to be made payable to the Southern Maryland Dental Society (SMDS). We do not take credit or debit cards. **Late Registration** Is possible based on availability. For additional information contact Janice Farber at 301-345-4196.

Other Location: Maryland State Dental Association, Columbia, MD., 410-964-2880, Debra Lampton.

MARYLAND STATE BOARD OF DENTAL EXAMINERS APPROVED PATHWAYS FOR CERTIFIED RADIATION TECHNICIAN
ALL PATHWAYS REQUIRE A BOARD APPROVED RADIATION COURSE (SOURCE MSDA)

- | | |
|-------------|--|
| Pathway I | <ul style="list-style-type: none">* 18 years of age* 3 months (300 hours full time in clinical setting in a dental office* Basic oral anatomy course* Must be working in a dental office for direct clinical supervision |
| Pathway II | <ul style="list-style-type: none">* 18 years of age* Pre-test for acceptance into radiology course (basic oral anatomy and dental terminology)* If student fails pre-test, must take basic dental assisting course* Must be working in a dental office for direct supervision |
| Pathway III | <ul style="list-style-type: none">* Basic Dental Assisting Course prior to Board approved Radiology Course (18 years of age for Radiology)
Not taken concurrently.* Must be working in dental office for direct clinical supervision, unless classroom facility offers hands on clinical. |

Students are required to have the appropriate non-returnable books, workbook & handouts for each course.

COVID-19 UPDATES

Students will be required to wear face masks and gloves in the education facility. We will be taking everyone's temperature and have you complete a short health assessment. The number of students permitted is limited to allow for social distancing. We have had all the room vents professionally cleaned and added a new medical grade air purifier. The classroom is cleaned after each use.

The Classifieds


DENTAL ASSOCIATE– Salaried part time position in a general dental office in downtown Washington, DC. Applicant must have excellent communication, clinical skills and be able to work independently. Primarily hygiene and diagnosis. We refer out anything you feel uncomfortable doing. DC license + malpractice insurance necessary. Excellent job opportunity. dentalscene@cs.com

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)

Established general family dental practice in **Silver Spring, MD** seeks **dental assistant** that is hard working, personable, has positive attitude, organized, and a team player. Candidate should have two years Dental Auxillary Experience (Preferred). Position is full time and includes evening hours and 1-2 weekend days a month. Please send copy of resume and list of references to admin@grosbergdental.com

MidAtlantic Dental Transitions

SPECIAL RATES FOR MSDA MEMBERS

<p>DENTAL PRACTICES SALES</p> <p>Lowest Commissions in the Industry!</p> <p>Qualified Ready Buyers!</p> <p>No Upfront Fees!</p>		<p>HIS SELLERS SAY:</p> <p>"Honest"</p> <p>"Ethical"</p> <p>"Experienced"</p> <p>"Knows the Market"</p> <p>"Personable"</p> <p>"Easy to work with"</p> <p>"Extremely Responsive"</p> <p>"Sold his own practice"</p>
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"You can't get more honest and committed than Dr. Tom Bonsack. Using Tom to sell or buy a practice will be the best move you ever make." – Dr. Craig Slotke

Tom Bonsack DDS
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SPEAKER: CHESAPEAKE DENTAL CONFERENCE

The Classifieds

Endodontist - A caring doctor, experienced in diagnosis, treatment, retreatment, and surgery with excellent communication and team approach skills is available to work with your office. Willing to work evenings, weekends, and weekdays. Contact: Johnson.endo@yahoo.com or call 703-981-4984

Multiple job openings in DC (must have DC license): Looking for Periodontist :1 day/wk
Hygienist 4-5 days, Dentist 2 days. City Dental DC, 1221 Mass Ave, NW Contact John Tsaknis, 202-628-7979

DENTAL OFFICE CONDO FOR SALE- Rockville-King Farm Area- First floor turn-key condo office. 3 operatories plus hygienist room, reception room, business office, lab, sterilizing and dark room, internal bathroom and kitchenette. Fully equipped, computerized and digital XR, Nitrous and Oxygen in all operatories, 4th operator roughed in, automatic defibrillator and free parking in open lot. 301-762-6832

For Sale! Digital Panoramic PC-4000 in excellent condition; images are great. Can send image or demonstrate as I am still using it now. (2) Kavo Diagnodent units with tips. Best offer takes it. Adam Schneider DDS. 301-948-3111



N/L Transitions

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

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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 – OMS PRACTICE- SOUTHERN MD -
1,800+ S/F with addl. storage space upstairs. Free standing bldg. with excellent visibility in growing area. 4 OP's, addl. plumbed OP. Windent OMS software. CBCT, digital radiography. For more information, contact Ellen Dorner at N/L Transitions – 410-616-2042 or edorner@nltransitions.com.

NEW LISTING – PEDIATRIC PRACTICE – MD -170 corridor – 4,000+ S/F in outstanding condo office bldg. 11 OP's, @17,000 active patients – 35 new patients/month. Dentrix software. Digital Pan/Ceph, digital radiographs, electronic charts. For more information, contact Ellen Dorner at N/L Transitions – 410-616-2042 or edorner@nltransitions.com.

NEW LISTING – PEDIATRIC PRACTICE – Western MD – 4,000+ S/F with addl 1,000 S/F for expansion in condo office bldg. 6 OP's, @12,000 active patients – 60 new patients/month. Dentrix software. Digital Pan/Ceph, digital radiographs, electronic charts. For more information, contact Ellen Dorner at N/L Transitions – 410-616-2042 or edorner@nltransitions.com.

NEW LISTING – PEDO PRACTICE – Washington, DC –
1,900+ S/F in secure office bldg. remodeled 2/2020. 6 OP's, @4,500 active patients – 40-50 new patients/month. EagleSoft software. Digital Pan/Ceph, digital radiographs. For more information, contact Ellen Dorner at N/L Transitions – 410-616-2042 or edorner@nltransitions.com.

NEW LISTING – OMS PRACTICE- SOUTHERN MD -.
Free standing bldg. with excellent visibility in growing area. 1,800+ S/F with addl. storage space upstairs. 4 OP's, 1 addl plumbed, 2 addl unplumbed.. Windent OMS software. Kodak 8000 Pan, Carestream periapicals. For more information, contact Ellen Dorner at N/L Transitions – 410-616-2042 or edorner@nltransitions.com.

NEW LISTING – GP PRACTICE – ROCKVILLE, MD – located in townhouse in office park with free parking. 3 OP's – digital radiography. Dentrix Ascend software. 997 active patients. 10-15 new patients/month. Refers out most specialty procedures. PPO's only. Great opportunity for growth. For more information, contact Ellen Dorner at N/L Transitions 410-616-2042 or edorner@nltransitions.com.

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

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– her performance was stellar"

Stuart Gordon, DDS

Other references available upon request

NEW LISTING – PEDO PRACTICE – Richmond, VA –
7,000+ S/F in strip mall. Abundant free pkg. 9 OP's,
@2,500 active patients – 30-40 new patients/month.
EagleSoft software. Digital Pan/Ceph, digital radio-
graphs. For more information, contact Ellen Dorner at
N/L Transitions – 410-616-2042 or
edorner@nltransitions.com

NEW LISTING – OMS Practice – Montgomery County –
1586 S/F in upscale medical bldg. NueMD software. 2
OP'S. Low overhead. Currently no marketing done, ex-
cellent growth opportunity. For more information, con-
tact Ellen Dorner at N/L Transitions – 410-616-2042 or
edorner@nltransitions.com

NEW LISTING – OMS Practice – Carroll County - @1043
S/F medical bldg. Abundant free parking. 2 OP's.
NueMD software. Low overhead. Excellent growth op-
portunity. For more information, contact Ellen Dorner
at N/L Transitions – 410-616-2042 or
edorner@nltransitions.com.

GP PRACTICE – ST. MARY'S COUNTY, MD – INCREDIBLE
OPPORTUNITY - with ideal location in Leonardtown,
MD – Located on main road in stand-alone building–
free pkg. 6,000 S/F. 10 OP's – all rear delivery. New
Digital Radiography, New Pan-X. @6,500 active pts.
Abelent software. 70% PPO, 30% FFS. For more infor-
mation, contact Ellen Dorner- 410-616-2042-
edorner@nltransitions.com.

EXCELLENT OPPORTUNITY – GP PRACTICE – Baltimore
County - @1,553 S/F in business strip in office park.
Abundant free parking. 4 OP's with 1 more plumbed.
@2,100 active patients – 8-10 new patients/month.
Carestream (Softdent) software, digital radiography,
digital pan, intra-oral cameras, soft tissue laser. Many
specialty procedures referred out. Good growth oppor-
tunity. For more information, contact Ellen Dorner at
N/L Transitions – 410-616-2042 or
edorner@nltransitions.com.

GP PRACTICE – HARFORD COUNTY, MD –Located in
strip mall on busy, main road – free pkg. 2400+S/F. 4
OP's, 2 addl plumbed. Digital X-rays, high-tech equip-
ment. @3,000 active pts. all in totally updated, beauti-
fully designed office. For more information, contact
Ellen Dorner- 410-616-2042 or email
edorner@nltransitions.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 ap-
proval on all ads.