



The ORACLE

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September

September 2021

Dear Colleagues

This September marks the 20 th anniversary of the events of September 11. Like most of my peers, I can recall the moment when I learned what was happening in New York City and in Washington DC. I was working as a Dental Officer in Sydney, Australia, half a world away and learned about the attacks on the late-night news on TV. At first, we all thought it was a movie... but then the news anchor



assured us that the footage was live and real. Since then, our lives changed drastically as the world tried to prevent further attacks. 20 years later, the world experienced another major event that turned our lives upside down. It was only about a year and half ago that the COVID pandemic roared all over the world and our lives were completely changed. It has changed our daily lives and how we practice dentistry. We are still not out of the woods yet from the shadow of COVID but there are silver linings of hope as the vaccine is introduced to the nations around the world.

As we returned to work after a busy summer and a well-earned Labor Day weekend, we are reminded yet again of the important work that the ADA and MSDA are undertaking on our behalf. You may be aware that the ADA is encouraging its members to take urgent action on Medicare by contacting the legislators. The ADA supports the Medicare for the vulnerable adults but does not support dentistry to be included in Part B. The ADA is proposing Part "T" for teeth to get a robust number of providers with fair reimbursement. This is a very important legislature that we need to make sure that the legislators hear from us directly how it would impact us. The ADA has set up an action website: <https://actioncenter.ada.org/oppose-medicare-dental-benefit-part-b/>.

*Dental assisting radiology
and Basic anatomy*

Oct 27 - Dec 1, 2021

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

Once again, we need to unify our collective voice and show our strength in number. Please renew your membership if you haven't already done so and please encourage your colleagues, friends and classmates to join if they have not done so already. SMDS can be reached via contacting Ms. Valerie Fridly. You can also sign up to receive text message reminders by texting "SMDS" to 55222. You can also join the Facebook study group "DMV Dentists".

I would like to thank the Executive Committee of the Southern Maryland Dental Society and its dedicated staff for their continued hard work to bring quality continuing education courses and programs to the membership. Should you have any comments or concerns, please reach out to myself, or to the Southern Maryland Dental Society. Stay safe!

Sincerely,

Richard Shin, DDS MS

In Memoriam

Sharon Louise Reilly

Sharon was a long-standing instructor in the Southern Maryland Dental Society's Dental Assisting Education program. She taught Business Assistant Front Desk. She will be missed by all that knew her.

Healthy Montgomery's 2021 Community Health Needs Assessment Seeks Input from Oral Health Providers

Healthy Montgomery, the County's local health improvement coalition, is asking local public and private offices and dental clinics to complete a Community Health Needs Assessment (CHNA) Oral Health Capacity and Environmental Demand Scan Survey to assess resources available in Montgomery County. The information collected will be used to address oral health concerns in the community; align and leverage resources; and contribute to the creation of a Community Health Improvement Plan for Montgomery County. In addition, the data will be posted on the [Healthy Montgomery website](#) and will be available to the public.

Organizations can be any type of group that provides oral health services in Montgomery County, such as hospitals, government agencies, social service providers, educational institutions, health insurers, and public and private dental offices and clinics. The deadline for completing the [survey](#) is Friday, Sept. 10.

The 2021 CHNA is the third Healthy Montgomery needs assessment. Previous ones were in 2016 and 2011. Launched in September 2020, the 2021 CHNA is a 15-month process to assess and report on the health of Montgomery County residents.

Healthy Montgomery is Montgomery County's local health improvement coalition and is comprised of County government and agencies, hospital systems, minority health initiatives and programs, and social service providers.

For more information, call Healthy Montgomery at 240-777-4498 or email HealthyMontgomery@montgomerycountymd.gov.

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Media Contact: Mary Anderson, mary.anderson@montgomerycountymd.gov





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.

Editor's Letter

Dear fellow members,

As October approaches, many of us are undoubtedly experiencing the lull of post-Back-to-School . This is a great opportunity to review our office systems. With the Delta Variant on the rise, it is now more important than ever to continue to maintain the protocols that has continued to protect our staff, our patients, and ourselves.

As many of your have undoubtedly heard, the U.S. is rolling out plans for a third booster shot for the Covid vaccine. Assuming you received the Pfizer or Moderna vaccine, it may be time to speak to your physician about the appropriateness for a booster shot in your case.

CORRECTION

In the May/June 2021 Issue of the Oracle it was incorrectly reported that at the close of the Legislative Session the State Board of Dental Examiners was charged with reviewing the nomination and appointment process to "The Board". Although this issue was debated at length under HB 1030, the bill was never heard in the Senate and failed to pass. We apologize for any confusion.

SMDS GENERAL MEMBERSHIP ZOOM MEETING

Please respond to Valerie@smdsdentists.org if you are planning on attending and the link to the meeting will be sent to you to join approximately 3-4 days before the meeting.

MONDAY OCTOBER 4th, 2021

Topic: Update in Adhesive Dentistry

Speaker: John Comisi, DDS

Time: 6:30pm

Biography

Dr. Comisi practiced general dentistry successfully in Ithaca, NY for 35 years where he was President and CEO of Sleep Focused Solutions, LLC and the Founder of Dental Care with a Difference®, PC, before relocating to South Carolina in August 2017 to join the faculty at the Medical University of South Carolina James B. Edwards College of Dental Medicine with an appointment as an Assistant Professor. He is now an Associate Professor and is the Course Director for the College's Operative II (adhesive and esthetic dentistry) Course and Chair of the Oral Rehabilitation Department's Dental Materials Committee.

A graduate of Northwestern University Dental School, he received his Bachelor of Science in Biology at Fordham University. He is a respected Key Opinion Leader, author, speaker and consultant who contributes regularly to the dental literature in such journals as the Journal of Dentistry, General Dentistry, Compendium of Continuing Dental Education, Dental Product Shopper, Dental Products Report, Dental Economics, CE Cosmetic Dentistry, Oral Health Journal, Dentistry Today, Inside Dentistry, Quintessence International, the European Journal of Dentistry, the European Dental Research and Biomaterials Journal, and the Journal of Dentistry.

He is a member of the Academy of Dental Materials, the American Academy of Cariology, the American Association for Oral Systemic Health, the International and American Association of Dental Research, and a member of The Dental Biomaterials Science-Research Scientific Advisory Board.

Dr. Comisi is a Master of the Academy of General Dentistry and holds Fellowships in the Academy of Dentistry International, the American College of Dentists, the Pierre Fauchard Academy and the International College of Dentists.

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***

October 27 – December 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: Oct 27, Nov. 1, 3, 8, 10, 15, 17, 22, 24, 29, Dec. 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 _____

OFFICE ADDRESS: _____ FAX _____

EMPLOYING DENTIST: 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 applicants' performance. Once the course is completed the assistant may NOT continue to perform these duties until the required boards are passed & state certification received. Dentist's Signature _____ Date _____

9/21

Over

See Additional Information

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 SOUTHERN MARYLAND DENTAL SOCIETY PRESENTS

**1 Day
Hands-On Course
8 CE Hours**

Facial Esthetics Training Course: Botox and Dermal Fillers

**AGD Codes
780, 200**

**When
November 20, 2021
8:00 AM - 5:00 PM**

Meet the Instructor



**Kevin R.
Doring
DDS,
MAGD**

Dr. Kevin Doring
is a graduate of
the Johns
Hopkins

University and earned his D.D.S. degree at the University of Maryland School of Dentistry. He then completed a general practice and anesthesia residency at the Charleston Area Medical Center. He holds Mastership in the Academy of General Dentistry, is a Fellow in the American College of Dentists, the International College of dentists, the Pierre Fauchard Academy, and the International College of Oral Implantologists. Dr. Doring has been published in numerous dental journals and has lectured throughout the U.S. and internationally. He currently maintains a comprehensive general dental private practice in Edgewater, Maryland.

College Park, MD (near Washington, DC)
4920 Niagara Road Suite 306, College Park, MD 20740

Course synopsis

This one day course is designed for all dentists who wish to consider incorporating cosmetic facial enhancement treatments into their practices. The course will include 4 hours of lecture and 4 hours of participation credit for a total of 8 hours of continuing education. The latest cosmetic enhancement techniques utilizing Botox and Juvederm dermal fillers will be discussed and demonstrated. Participants will have the opportunity to perform these techniques on their own live patients.

Topics covered will include:

- The science of Botox and Dermal Filler treatments
- Review of facial anatomy
- Processes of aging and their effects on facial appearance
- Indications and contraindications of treatments
- Informed consent and legal considerations
- State Board guidelines
- Malpractice Insurance and your protection
- Incorporating cosmetic facial therapies into your practice
- Marketing cosmetic procedures

Course schedule

| | | |
|---------------|----|---|
| 8:00 - 8:30 | am | Breakfast and registration |
| 8:30 - 10:15 | am | Theory and practice of Botox therapy |
| 10:15 - 10:30 | am | Break |
| 10:30 - 12:00 | pm | Hands on Botox exercises |
| 12:00 - 1:00 | pm | Lunch |
| 1:00 - 2:45 | pm | Theory and practice of dermal fillers |
| 2:45 - 3:00 | pm | Break |
| 3:00 - 5:00 | pm | Hands on Juvederm dermal filler exercises |

Participants are encouraged to bring patients on whom Botox/Juvederm procedures will be performed during the hands on portions of the course. Botox and Juvederm products will be available for purchase to use at the course.

Tuition

| | | | |
|---------------|-------|-------------------|-------|
| SMDS Members: | \$895 | Non SMDS members: | \$995 |
| Residents: | \$395 | Staff/Patient: | \$225 |

**Call
301 345-4196**

Email

Valerie@smdsdentists.org

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



PACE
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GENERAL DENTISTRY
PROGRAM APPROVAL
FOR CONTINUING
EDUCATION

Approved PACE Program Provider #212256

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

Southern Maryland Dental Society
4920 Niagara Road * Suite 306 * College Park, MD 20740

FACIAL ESTHETICS TRAINING COURSE
BOTOX and DERMAL FILLERS

1 Day Hands on Course
8 Hours CE
Saturday, November 20, 2021
8:00am to 5:00pm
Instructor: Kevin R. Doring, DDS, MAGD

Make checks payable to SMDS or
Southern Maryland Dental Society and send it to the address above

SMDS Members: \$825.00
Non SMDS Member dentists \$945.00
Residents: \$325.00 Staff/ patients: \$225.00

NAME: _____

ADDRESS: _____

TELEPHONE: _____ email: _____

Cancellation fee \$50.00

No refunds after November 11, 2021

The Southern Maryland Dental Society Presents

HANDS ON GUIDED BONE REGENERATION AND AUTOLOGOUS BLOOD CONCENTRATE PRF



ISAAC TAWIL, DDS, MS

NYU Graduate

Ambassador of Megagen
International Network of Educators
and Clinicians

Diplomat of the International
Academy of Dental Implantology and
the International Academy for Dental
Facial Esthetic

Founder and Co-Director of
Advanced Implant Education

Teaches surgical seminars in Mexico,
Arizona, and NY as well as hands on
courses globally

Private practice in New York

Registration

Saturday, November 6th, 2021

301-345-4196

valerie@smdsdentists.org

4920 Niagara Road #306

College Park, MD 20740

Course Objectives:

- Develop an understanding of the role of autologous biologics in grafting protocols
- Fabricate PRF membranes and socket plugs
- Understand clinical applications of PRF
- Hands on phlebotomy training (drawing blood)

Course Fee: \$450 members / \$550 non members

Time: 8:30AM - 4PM 7 CE HOURS

Light breakfast/Lunch included

This course is designed for specialists and general practitioners who are interested in enhancing their bone grafting technique, especially for dental implant cases. Platelet-Rich Fibrin (PRF®) is derived from a small sample of the patient's blood, taken at the point of care and processed to develop a fibrin clot. The fibrin clot is prepared into a membrane that is rich in platelets, growth factors, and cytokines necessary to produce rapid healing and efficient regeneration.

This biomaterial is resilient, strong, and pliable, making it easy to manipulate. It can be cut to size and is supple enough to adapt to many anatomical areas. It is adhesive in nature, making it an ideal carrier for bone graft material. Uses for the material include bulking graft material (sticky bone), replacing graft material, using it as a barrier membrane, placing it in extractions sites for increased healing, and using it in guided tissue regeneration procedures. It is also ideal for extraction/immediate placement cases.

The hands-on training portion will teach you how to create the PRF membrane/plugs.



Provider #212256

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



MEGAGEN
The Natural Bone

ANYRIDGE®
by MEGAGEN

SOUTHERN MARYLAND DENTAL SOCIETY PRESENTS

Guided Bone Regeneration and PRF

Instructor: Isaac Tawil, DDS, MS

WHEN: Saturday November 6, 2021

TIME: 8:00am to 4:00pm

**Location: SMDS Educational Facility
College Park, Maryland**

Tuition

SMDS Members: \$450.00 NON SMDS Members: \$550.00

Send this registration form and a Check made out to:

Southern Maryland Dental Society

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

Name: _____

Address: _____

Telephone: _____ e-mail: _____

Cancellation Fee \$50.00

No Refunds after October 27, 2021

The Classifieds

\$500/day salaried contract position doing primarily preventive and perio (SRP) procedures in a general dentist office in **DOWNTOWN WASHINGTON, D.C.** Applicant must have excellent communication and clinical skills and must be able to work independently. DC license and malpractice insurance are required. Very interesting group of primarily adult professional patients. Send Resume. lovegreatbooks@gmail.com

MidAtlantic Dental Transitions

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Tom Bonsack DDS
www.MidAtlanticDentalTransitions.com

410.218.4061
info@MidAtlanticDentalTransitions.com

SPEAKER: CHESAPEAKE DENTAL CONFERENCE

The Classifieds

Maryland, Pennsylvania West Virginia: New Listing Ortho Office. Very well established and respected practice serving the tristate area. Centrally located with easy access in two location, One in Western MD and the second in close by West Virginia. The Maryland office has 4 fully equipped ops and the real estate is also available. The West Virginia location is leased with 3 fully equipped ops. The 3-year average collections for these locations (2017,18,19) were +\$725k. The drop in 2020 was modest and due wholly to the pandemic. The long-time doctor is retiring after 30+ years serving the communities. Call or email Curt Cooney at 443-326-4907 or Curt@MidAtlanticDentalTransitions.com for MORE DETAILS!

Morgantown West Virginia: NEW LISTING! "Take me home country roads" to the place to practice dentistry in WV. This 2100 square foot office is fully equipped with 6 ops (2 Hygiene and 4 dental) and fully digital in a medical office complex. The office consistently average's just under \$600K per year. Collection YTD for 2021 are projected to be in the same range. Office is currently open 4 days per week (for many years) Call or email Curt Cooney at 443-326-4907 or Curt@MidAtlanticDentalTransitions.com for MORE DETAILS!

Annapolis Maryland: New Listing / Under Contract: Wonderful office in a medical professional building. 4 ops with 2 additional rooms plumbed. Fully Digital. Call or email Curt Cooney at 443-326-4907 or Curt@MidAtlanticDentalTransitions.com

Montgomery County (Northern)- NEW LISTING and it won't last!! General Practice grossing 1.1 million in a beautiful 6 op, high tech office! Call or email Curt Cooney at 443-326-4907 or Curt@MidAtlanticDentalTransitions.com

Fairfax County Virginia- NEW LISTING and it won't last!! Average collection for the the last 3 years of +\$600K. Very Nice high tech office with digital X-ray, Pano, and files. The office building built in 2009, has great visibility on a busy main road ! Call or email Curt Cooney at 443-326-4907 or Curt@MidAtlanticDentalTransitions.com

Fairfax County Virginia NEW LISTING! General Practice located in the greater Fairfax area of northern Virginia. Plumbed with 4 ops currently. The office is over 3000 square feet with ample room to grow within the current footprint. The office is fully digital with many top of the line equipment upgrades. This office has everything you need, great location, long history of success, very nice office with all the bells and whistles. The office is located in a medical office park at the intersection of two major roads. perfect for a dentist that wants to start in a prime location. Call or email Curt Cooney at 443-326-4907 or Curt@MidAtlanticDentalTransitions.com for MORE DETAILS!

Lower Eastern Shore of Maryland- NEW LISTING! General practice grossing +700k in a professional medical complex! A tremendous opportunity to practice on the coast. Hunting, Fishing, boating, beach, wide open spaces. The practice is currently working 4 days per week. 3 ops with room for possible expansion. Very nice set up, well maintained and well-appointed space. Growth potential as seller refers many specialty procedures and does very little marketing or advertising all in a high growth low tax market Call or email Curt Cooney (443-326-4907) or Curt@MidAtlanticDentalTransitions.com for MORE DETAILS!

Charles County, Maryland (Waldorf)- NEW LISTING! General Practice located in a high growth very nice area of the county. 4 ops full ops and plumber for a fifth in a 1900 square foot office. The office is fully digital and was recently updated Patient base is primarily PPO (90%) and FFS (10%). Office is currently open 4 days per week Call or email Curt Cooney at 443-326-4907 or Curt@MidAtlanticDentalTransitions.com for MORE DETAILS!

DSO opportunities: NEW LISTINGS:
Maryland GP practice grossing 1.35 million and 10 operatories!

The Classifieds

Ann Arundel County, Maryland- NEW LISTING with 6 ops! Office serves the greater Annapolis area: Call or email Curt Cooney at 443-326-4907 or Curt@MidAtlanticDentalTransitions.com for MORE DETAILS!

Montgomery County, Maryland- NEW LISTING! General practice grossing \$750K. The office has 4 ops and digital X-ray and panorex. Located in a Dental professional complex Call or email Curt Cooney at 443-326-4907 or Curt@MidAtlanticDentalTransitions.com for MORE DETAILS!

St. Mary's County, Maryland- NEW LISTING! General practice grossing 780k in a 6 op office. Very nice doctor owned Class A professional building Call or email Curt Cooney at 443-326-4907 or Curt@MidAtlanticDentalTransitions.com for MORE DETAILS!

Montgomery County, Maryland- NEW LISTING! General practice grossing 950K in a 6 op 2800 sq. ft. office! FFS and the seller is very flexible with the transition. Digital periapicals, panograph, trios scanner and all new computers. Major upside as seller refers all specialty procedures and does no marketing or advertising! Call Curt Cooney or Tom Bonsack DDS at 443-326-4907 or 410-218-4061 for MORE DETAILS!

ENDODONTIC PRACTICE in Maryland- NEW LISTING! Grossing 1 million in a great location! The office has a long history and a large referral base. Spacious, well-laid out 2700 sq. ft. office with 5 ops. Call or email Tom Bonsack DDS at 410-218-4061 or Tom@MidAtlanticDentalTransitions.com for MORE DETAILS!

Anne Arundel County, Maryland- NEW LISTING! General practice grossing 550K with 6ops! Call Curt Cooney or Tom Bonsack DDS at 443-326-4907 or 410-218-4061 for MORE DETAILS!

Maryland Oral Surgery Practice- NEW LISTING! Long term established office with excellent collection and significantly above average income. Centrally located to the entire region located on the border area of Anne Arundel and PG Counties. Call or email Curt Cooney at 443-326-4907 or Curt@MidAtlanticDentalTransitions.com for MORE DETAILS! Lower Eastern Shore of Maryland- **NEW LISTING!** General practice grossing 590K in a stand-alone building! A tremendous opportunity to practice in the "land of pleasant living". 3 ops with room for 2 more, digital periapicals and panograph. Growth potential as seller refers many specialty procedures and does very little marketing or advertising! Call or email Curt Cooney (443-326-4907) or Curt@MidAtlanticDentalTransitions.com for MORE DETAILS!

Wicomico County, Maryland- NEW LISTING! General practice grossing 775K and very profitable! The 1250 sq. ft. office is for sale and currently has 3 ops with digital periapicals and panograph, while being mostly paperless. Major growth potential as seller refers endo, oral surgery, perio and ortho and does very little marketing or advertising! Call or email Curt Cooney at 443-326-4907 or Curt@MidAtlanticDentalTransitions.com for MORE DETAILS!

Perio Practice between Baltimore and DC- NEW LISTING! Grossing 1.1 million on three days and extremely profitable! High number of referrals and maintenance patients. 5 ops in 1800 sq. ft. office. Opportunity to grow implant part of practice. Call Curt Cooney or Tom Bonsack DDS at 443-326-4907 or 410-218-4061 for MORE DETAILS!

Prince George's County, Maryland- NEW LISTING! General practice grossing 440K in 3 days, with the condo for sale as well. Digital periapicals, intraoral camera, 3 equipped ops, new major equipment and great long-term staff. The seller refers all molar endo, ortho, third molars, perio, pedo and implant placement surgery. Call or email Curt Cooney at 443-326-4907 or Curt@MidAtlanticDentalTransitions.com for MORE DETAILS!

The Classifieds

For Lease Excellent Practice Opportunity for a Dentist or Dental Specialist to take over a newly renovated 5 operatory building on the main highway. The "Gateway Building" with excellent visibility, is literally on the Gateway to the entire peninsula. Out front there is a large double sided light box commercial sign for both North and South to see. The office is fully plumbed...Even medical gases for a Peds or OMS doctor.

If interested the owner/doctor can incentivise the deal with dental chairs, operatory lights, x-ray and digital equipment, sterilizers, air and suction pumps, N2O/ O2 manifolds and Flowmeter machines, lathe, model trimmer, Triad, vacuformer, the list goes on. This area will see 600 new housing units in the next 5 years based on recent municipal acquisitions by the county government. Dental Economics Magazine estimates that a startup currently costs about 500K for 5 ops including the construction buildout and equipment/supplies. Why take on that kind of debt starting out? A nicely appointed office with nautical theme that can be turn key (on request) awaits you. A nice quality of life awaits you in a low crime, top schools, no managed care community. Call for more details at 301-481-2055

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
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

Dentistry is about **people.**



Selling your practice is not just a transaction, it's a **transition.**

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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

N/L TRANSITIONS – LISTING YOUR PRACTICE WITH N/L TRANSITIONS MEANS you will get **PERSONALIZED, EXPERIENCED SERVICE** with the **UTMOST INTEGRITY**. Call Ellen Dorner for more information at 410-616-2042 or email edorner@nltransitions.com. Ask to see the **TESTIMONIALS FROM SATISFIED SELLERS!**

NEW LISTING – PERIO PRACTICE – CENTER CITY – PHILADELPHIA, PA - outstanding opportunity to purchase successful Perio practice in highly sought-after area. Located in a medical bldg. @1550 S/F, 3 updated OP's. Totally paperless. Softdent practice software. All equipment less than 5 years old. FFS other than one PPO. For more information contact Ellen Dorner- 410-616-2042 or 410-935-4066, or edorner@nltransitions.com.

NEW LISTING – GP PRACTICE - PRINCE GEORGES COUNTY – located in strip mall with excellent visibility and abundant free parking. 5 OP's . PPO's only. 1800 active patients. @ 85 new patients/month. Digital radiography, digital PAN, electronic charting. OpenDental software. Great opportunity for growth. For more information, contact Ellen Dorner at N/L Transitions 410-616-2042 or

edorner@nltransitions.com.

NEW LISTING – PERFECT FOR SATELLITE LOCATION - GP PRACTICE – MONTGOMERY COUNTY - @1,000 S/F in townhouse in office complex conveniently located off of Rockville Pike. Abundant free parking. 3 OP's. @997 active patients – 10-15 new pts/month. Dentrix Ascend software, Dentamax digital radiography. Refers out specialty procedures. Currently no mktg. For more information, contact Ellen Dorner at N/L Transitions 410-616-2042 or edorner@nltransitions.com.

EXCELLENT OPPORTUNITY - GP PRACTICE – Montgomery County - @1,250 S/F in stand-alone bldg. with 2 BR apt upstairs; addl storage in full basement. Abundant free parking. 4 OP's. @1,500 active patients – @5 new patients/month. Digital radiography, Pan. Refers out Endo, Oral Surgery and Ortho. Good growth opportunity. Currently 3-day/week practice. For more information, contact Ellen Dorner at N/L Transitions – 410-616-2042 or edorner@nltransitions.com

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OUTSTANDING PEDIATRIC PRACTICE – MD -I70 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.

OMS PRACTICE – CARROLL COUNTY, MD - @1043 S/F medical bldg. Abundant free parking. 2 OP's. NueMD software. Low overhead. Excellent growth opportunity. 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.

OMS PRACTICE – MONTGOMERY COUNTY, MD – 1586 S/F in upscale medical bldg. NueMD software. 2 OP'S. Low overhead. Currently no mar-

keting done, excellent growth opportunity. 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 pkng. 6,000 S/F. 10 OP's – all rear delivery. New Digital Radiography, New Pan-X. @6,500 active pts. Abeldent software. 70% PPO, 30% FFS. For more information, contact Ellen Dorner- 410-616-2042- edorner@nltransitions.com.

NEW LISTING – MONTGOMERY COUNTY, MD – Outstanding GP practice located in strip center with excellent exposure. Abundant free parking. 6 OP's. Dentrix software. Digital radiography, Itero Scanner, iPlus Biolase Laser, Vatech CT. @1,400 active patients. PPO's only. For more information, contact Ellen Dorner – 410-616-2042 –edorner@nltransitions.com.

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