Which Brokerage Firm is Truly Looking Out for YOUR Interests When Selling Your Practice?

**Dual-Representation Brokerage Firms?**

*Is it a dual-rep brokerage firm? NO* You cannot serve two masters. Dual-rep firms charge buyers hefty fees, and as a result, their strategies usually negatively affect the final selling price and/or terms the owners agree to when selling. In addition, if a buyer has to choose between two similar practices—where one requires a substantial fee to a dual-rep firm, and the other does not—which practice and brokerage firm will they choose?

**Dental Supply Companies Who Also Act As Brokers?**

*Is it the equipment/supply companies who are also brokering practices? NO* In most cases, the owner is selling and retiring. The supply companies want to please the buyer in order to gain or retain their business post-closing. Whatever the terms, their priority is to get the deal done in order to pick up the buyer as a new client, at whatever cost to the seller.

**Your Accounting Firm Who Offers Brokerage Services?**

*Is it your accounting firm that also owns a practice brokerage company? NO* This could be the biggest conflict of interest that exists. Sellers look to their accountants for advice asking, “Is the price or tax structure acceptable?” Will the accountant advise their client against a “bad” deal if a large commission is on the line to their firm, or to a brokerage company they are partners with or are profiting from?

**Is it the firm that has successfully represented sellers for over a decade? YES**

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1845 Walnut Street, Ste. 950, Philadelphia, 19103
(215) 567-0110 • anandrao97@gmail.com

2nd | Dr. Charles Incalcaterra | 2019
441 E. Broad St., Bethlehem, 18018-6312
(610) 867-2825 • Charles.Incalcaterra@lvhn.org

3rd | Dr. Eli Stavisky | 2016
700 Glenburn Road, Clarks Summit, 18411-2306
(570) 587-5495

4th | Dr. Frederick S. Johnson | 2017
Dental Art Images, LLC
221 West Penn Ave. #213, Cleona, 17042
(717) 272-8500 • johnsonandavis520@comcast.net

5th | Dr. James M. Boyle | 2017
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2251 Eastern Blvd., York, 17402
(717) 755-9695 • jboyle1227@aol.com

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8th | Dr. Theodore J. Rockwell | 2019
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Shippensburg, 16254-0050
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9th | Dr. Joseph E. Ross | 2016
Olde Library Office Complex
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10th | Dr. James A. Tauber | 2019
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The mission of the Pennsylvania Dental Journal is to serve PDA members by providing information about topics and issues that affect dentists practicing in Pennsylvania. The Journal also will report membership-related activities of the leadership of the association, proceedings of the House of Delegates at the annual session and status of PDA programs.

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Altruism

Why is it that some give easily of their time, their money, or their knowledge while others don’t? I had a conversation with a colleague recently about this very notion. This is not a “get up on my high horse” type sermon, but just an observation of human behavior. There are so many examples of kindness, bravery, generosity and general selflessness all around us. Equally, there are also just too many who can’t be bothered.

Altruism (aka selflessness) is defined by Merriam-Webster’s as “feelings and behavior that show a desire to help other people and a lack of selfishness.” It also goes on to say, “behavior by an animal that is not beneficial to or may be harmful to itself but that benefits others of its species.” When reading this definition I thought about why it’s limited to benefiting one’s own species. If I were to give my life so that my son could live I would be altruistic, but if I were to give my life so that my dog could live then I am not altruistic? That’s very interesting.

A local dentist in my area has been quite successful in his career and life. By all definitions he is a great guy. A few years ago, he and others in his church decided that they needed to help a neighboring community lacking access to affordable dental care. He knew that there was a nonprofit clinic near, but not near enough. Research and data has shown that affordable care without reasonable access will be underutilized. With a little money and motivation he and others from his church created a small two-chair clinic. When I spoke with him recently, he told me that he found this project harder than he expected. Volunteers are few and far between, and there is too great a need. I asked him what he was going to do, and his response was that he just knows that he is doing the right thing so he will keep doing it. Despite admitting that it’s hard work, why does he keep doing it? He could easily slow down, take a day off, enjoy being with family and friends, take up a new hobby.

I have another friend who is not a dentist. He has worked his whole life, and at the age of 55 he retired. He simply had enough. He has a pension and he spends his time these days helping his aging parents and going to genealogy meetings. He has found a passion for genealogy research and he shares his knowledge with friends and family. He is also a great guy, but is he altruistic? His devotion to his family is noble, some would say necessary and part of being a family member, but he hasn’t shown behavior that is...not beneficial to or may be harmful to him. Funny that the dentist in the first example we can all agree is doing a great thing helping others, and while he meets the first definition by Webster’s dictionary, he doesn’t meet the second definition.

By Dr. Bruce R. Terry
Editor
In fact neither of these two men have suffered from personal harm in order to benefit others.

Let’s look at a third and final example. This last friend I will describe is also a dentist, and while he is neither rich nor poor he finds time to do as many things as he can for others. He participates in organized dentistry. He sees patients that can’t afford dental work and gives deep discounts and sometimes does this work for free. He participates in Give Kids A Smile events in his area. He is active in community organizations both in his church and in local sports teams as coach and sponsor. At the holidays he collects food for the needy and donates it to a local food bank. We can all agree that this person is a “mensch,” which in Yiddish means, “a good person.” But I know this person well and he has confided in me that he likes the attention and the accolades that he gets from what he does. He knows that what he does benefits others, but he is most happy that he is recognized for his efforts. He knows that it’s selfish, but he justifies his actions by saying that he is ultimately helping others. He will continue to do his kind acts because he feels that he needs to. Is he altruistic?

Three very different people. Put them all at a cocktail party and they would mingle freely and strike up conversations about many topics. At the end of the evening if you were to poll the others in attendance they would likely tell you that these three were all “givers” and some may even tell you about the altruism of each of them.

Do any of us really care that some of us do more than others? Sadly we do. We compare ourselves to our co-workers, neighbors, friends and family all the time. Is our house big enough? Did we give as much as someone else to the United Way? Are we good neighbors or good congregants?

Maybe we shouldn’t be asking if we care what others do, rather we should be asking why some of us do more. While the second definition of altruism in Webster’s dictionary states that one must not benefit from or even incur harm in the act of helping someone, I say who cares? Who cares if someone feels better because they did something good? Who cares that someone receives an award because they helped an organization? Who cares that someone gets a gift for doing something good? If they accept such recognition have they negated their altruism? Who cares? Do something good because we need more good in this world. Do something right because we need more right in this world. If you get a thank you, or are given an award, gift or a prize, take it. Enjoy it. Definitions should not dictate actions. Everyone deserves a thank you now and again.

—BRT
For the past couple of months, PDA’s lobbyists and government relations staff have worked on important insurance-related policy that impact your dental office, both financially and administratively. Below you’ll find more information about how PDA is working on your behalf to improve the dental practice environment in Pennsylvania. We took those issues to the Capitol during our annual Day on the Hill on June 2 and made significant strides forward to pass legislation that will reform insurance practices and alleviate administrative and financial burdens in your office. Look for a feature article on this event in the September/October issue of the Journal.

We also provide you with some salient information about the new Governor’s budget proposal and negotiations with the Republican-led Assembly. As we go to print, the state’s budget has not passed and there is scuttlebutt that lawmakers will not meet the constitutionally-mandated deadline of July 1 as party leaders parry over the finer details of a budget that includes higher taxes for most of us, more funding for public education and expansion of the traditional Medical Assistance program.

PDA’s legislative agenda for the 2015-16 session includes lobbying for several insurance reforms, including:

- Requiring assignment of benefits
- Limiting insurers’ retroactive renewal and denials

PDA is also monitoring and responding to other insurance-related issues, including:

- Leasing with Silent PPOs
- Provider rating systems
- Any willing provider
- Establishing a state-run exchange under the Affordable Care Act
- Medical Assistance eligibility expansion & funding

PDA is also working to close loopholes in insurers’ interpretation with recently-enacted insurance reforms. We are working through legal processes and with key policymakers to ensure that insurers correctly interpret laws that were recently enacted, including:

- Act 186 of 2012, which prohibited insurers from capping non-covered dental services
- Act 94 of 2012, which required insurers to cover general anesthesia when needed to provide dental care to children seven and younger and patients of any age with special needs

**PDA Leads Charge for Assignment of Benefits Legislation**

On PDA’s behalf, Rep. Stan Saylor (R-York) introduced HB 973, legislation that would require insurance companies to assign benefits to the treating dentist even when they are not a participating provider with a patient’s insurance plan. PDA’s lobbyists also worked with key Senate leaders to identify a Senator who was willing to introduce companion legislation and fight the insurance lobby in the Senate. In May, Sen. John Eichelberger (R-Huntingdon) introduced SB 973, which is identical to Rep. Saylor’s bill, in the House of Representatives.

PDA believes that this is an issue of protecting patients’ ability to choose their dentist, regardless of whether the provider participates in insurers’ plans. Patients should have the right to choose their dentist and their health insurance plans should be required to respect that choice by paying the dentist directly.

Assignment of benefits legislation would eliminate financial and administrative burdens for both patients and dentists. Some patients cannot see their dentist of choice because an insurer will not directly assign benefits to non-participating providers and they are unable to pay for services in advance. Or, dentists who do not require advanced payment may never be paid for services rendered.

The absence of an assignment-of-benefits law particularly affects children of divorce or separation. One parent may have primary custody of a child who is insured through the other parent. The custodial parent may never see the insurer’s reimbursement check, which is sent directly to the other parent. Faced with this situation, some parents postpone or avoid care altogether.

Additionally, Pennsylvania only retains about 30 percent of its dental school graduates. PDA’s goal is to make Pennsylvania a more attractive state in which to practice dentistry, thereby improving access to dental care. Insurance reforms are one way to attract more dentists to the state.

**PDA Joins Coalition to Limit Timeframe in Which Insurers May Retroactively Review Dental Claims**

Current Pennsylvania law allows insurance companies an indefinite number of years to retroactively review and deny claims. PDA joined a coalition of other health care providers to support Sen. Argall’s (R-Berks, Schuylkill) legislation that would significantly reduce this timeframe by placing a 12-month limit on such reviews. SB 554 was introduced in March and assigned to the Senate Banking and Insurance Committee for consideration.
Our position is that due to advanced technology, insurers should not have any difficulty reviewing claims within a 12-month time frame. The proposed 12-month limit does not include cases of fraud, coding errors and duplicate claims where additional management and review may be required. We are opposed to amendments to extend the time frame to 24 months and to allow for “tolling,” which allows insurance companies to continuously delay the review period by requesting additional documents from providers.

SB 554 would make dental offices more efficient and help dentists focus on providing patients with quality and timely care. We also believe that it will make Pennsylvania a more friendly state in which to practice dentistry, ultimately attracting more dentists to this state and improving access to care.

Governor’s Budget Update

Warmer weather signals summer, but rising temperatures mean that budget season has arrived in Harrisburg. PDA’s government relations staff monitors how Governor Tom Wolf’s proposed 2015-16 budget could impact the dental profession in Pennsylvania.

Under the proposed budget, spending on health and human services would rise to $36 billion, up from $32.1 billion in 2014-15. A large sum of this funding would be directed toward expanding services for senior citizens and people with intellectual disabilities.

Gov. Wolf also overhauled the state’s Medical Assistance (MA) program, which affects approximately 120,000 enrollees. Through this reform, provider networks will be restored and enrollees currently in the General Assistance and Select Plan coverage categories will be placed into one comprehensive MA plan. This reverses policies that were previously enacted through former Governor Tom Corbett’s HealthyPA program, which created a private coverage option for some MA enrollees.

Gov. Wolf’s proposals would also expand coverage for children enrolled in the Children’s Health Insurance Program (CHIP). CHIP would expand coverage to an additional 15,881 children through $63 million in additional federal assistance.

With a Democratic administration and Republican majority in the General Assembly, expect budget negotiations to last longer than usual this year. PDA is working to ensure the budget includes funding for the Donated Dental Services (DDS) program and repayment of loans for dentists who work in underserved areas.
PDA attends Washington Leadership Conference

Pennsylvania was well-represented in our nation’s capitol during the ADA’s annual Washington Leadership Conference. Held on April 27-29, the conference was an opportunity for designated Action Team Leaders to visit with Pennsylvania’s congressional delegation. PDA members and staff also attended seminars that addressed state PAC practices and grassroots advocacy.

An Action Team Leader (ATL) is a member dentist who maintains a political presence in his or her respective Congressional district. While in Washington, members visited Capitol Hill to advocate on behalf of their patients, profession and practice. ATLs in attendance for 2015 were Dr. Bernie Dishler (Second District, former PDA President), Dr. Edmund Effort (Tenth District), Dr. Thomas Gamba (First District, former PDA President), Dr. Andrew Kwasny (Ninth District, former PDA President), Dr. Wade Newman (Seventh District, PDA President), Dr. and Mrs. Carol Reitz (Fourth District), Dr. Nancy Rosenthal (Second District), Dr. Nipa Thakkar (Fourth District), Dr. and Mrs. Jay Wells (Tenth District), Dr. and Mrs. Dennis Zabelsky (Tenth District).

ATLs also had productive meetings with Sen. Bob Casey and Sen. Pat Toomey. They met with each Senator’s health care staff. Sen. Casey also personally met with Pennsylvania’s members. During the meetings, ATLS voiced their support for proposed bills that improve oral health education and payment options for families. They also expressed their concern about rising student debt, urging members of Congress to co-sponsor the “Student Loan Refinancing Act” (H.R. 649). This bill would allow individuals to refinance their federal student loans more than once.
Upcoming PADPAC Events

PADPAC members should mark their calendars for the following events in 2015. Our legislative receptions will be part of an ongoing baseball-themed circuit for PADPAC members across the state. To register, please contact Charles McElwee at cfm@padental.org or (800)-223-0016, ext. 108.

PADPAC High Donor Reception — Pittsburgh
July 23 at 5:30 p.m.
PADPAC will hold a special legislative reception for our highest donors on Thursday, July 23 at 7:05 p.m. at PNC Park in Pittsburgh. Members who donate $500 or more can attend this reception, which will be an opportunity to watch the Pittsburgh Pirates play the Washington Nationals with legislative leaders. The event will be held in a box suite during a fireworks night. The box suite will open 90 minutes prior to game time (5:30 p.m.). Registration required.

Second/Third District “Night at the Ballpark” — Scranton
August 27 at 6:00 p.m.
PADPAC will hold a legislative reception for Second and Third District members on Thursday, August 27 at PNC Park in Scranton. PADPAC members and their families can sit in the Third Base Party box and deck area. This will be an opportunity for Third District PADPAC members to meet legislators and staff from Lackawanna and Luzerne Counties. Our event begins at 6:00 p.m., and the Scranton RailRiders take on the Lehigh Valley Iron Pigs at 7:05 p.m. Registration required.

Fifth District “Night at the Ballpark” — Lancaster
September 1 at 5:45 p.m.
PADPAC will hold a legislative reception for Fifth District members on Tuesday, September 1 at Clipper Magazine Stadium in Lancaster. PADPAC members and their families can sit in our box and meet legislators and staff from Lancaster and York Counties. Our event begins at 5:45 p.m., with the Lancaster Barnstormers taking on the Southern Maryland Blue Crabs at 7:00 p.m. Registration required.

Did You Know?

State Board of Dentistry regulations (Title 49, §33.209) require patient dental records to be retained for a minimum of five years from the date of last entry. Please be advised though that the American Dental Association recommends that patient records be kept indefinitely.

Dental records must accurately and completely reflect the evaluation and treatment of a patient and, at a minimum, contain the following information:

- Name and address of the patient (also the name of the patient's parents or legal guardian if patient is a minor)
- Date of each patient visit
- Description of the patient’s complaint, symptoms and diagnosis
- Description of the treatment or service rendered at each visit and the name of the person who rendered the service
- Date and type of radiographs taken and orthodontic models made, as well as the radiographs and models themselves. Orthodontic models may be released to the patient and should be documented on a form signed by the patient and included in the record.
- Information regarding the administration of local anesthesia, nitrous oxide/oxygen analgesia, conscious sedation, deep sedation or general anesthesia. Results of the pre-anesthesia physical evaluation, medical history and anesthesia procedures utilized also need to be included.
- Date of each entry into the record and the person providing the service if not the dentist of record.

In addition, when medications are prescribed, the record must include the name, quantity and strength of the medication as well as the directions for use, date of issuance and the condition for which the medication was prescribed.

If the patient submits a written request for a copy of their record, the dentist has 30 days to provide an exact copy of the patient’s record, along with radiographs and orthodontic models (if requested) to the patient or the patient’s new dentist. This service can be provided gratuitously or for a reasonable fee reflecting the cost of reproduction.

The obligation to transfer the patient’s record exists regardless of a patient’s unpaid balance for dental services or the cost of reproducing the records.

For questions regarding patient dental records, please contact the PDA government relations staff at (800) 223-0016.
Welcome New Members!
Following is a listing of members who have recently joined PDA, along with the dental schools from which they graduated and their hometowns.

Elizabeth Bilodeau, DMD, MD
University of Pennsylvania ’05
Pittsburgh

Dr. Brian J. Blanchard
Endicott

Kelly P. Bowlin
Virgina Commonwealth Univ. ’09
Pittsburgh

Raquel Braga, DMD
University of Pittsburgh ’13
Gibsonia

Robert H. Carber, DDS
Temple University 1983
Blue Bell

Richard V. Eidelson, DDS
Temple University 1976
Bala Cynwyd

Anne Eunson, DMD
Temple University ’06
Thornton

Astrid Gonzalez, DDS
New York Coll. of Dentistry ’11
Erie

Marta A Kaczaj, DMD
Temple University 1987
Jenkintown

Amanda DeLoatche Klayum, DMD
Temple University ’11
Newport News, VA

Don G. Lamparski, Jr., DMD
University of Pittsburgh 1996
Natrona Heights

Matthew J. Lang, DMD
Temple University ’09
Coopersburg

Diane Suhyun Lee, DMD
Harvard Dental School ’14
Philadelphia

Arnelle A. Lloyd, DDS
Howard University 1982
Yeadon

Lyndsey B. McCaskey, DDS
Virgina Commonwealth Univ. ’10
Slippery Rock

Roberto C. Michienzi, DMD
University of Pittsburgh 1995
Pittsburgh

Anna Morrison, DMD, MS
University of Pennsylvania School of Dentistry
Princeton, NJ

Onyinye C. Onyewuchi-Myers, DDS
University of Maryland ’09
Morgantown

Paulette P. Paulin, DMD
University of Pittsburgh ’04
Pittsburgh

Neelima Pitchika, DDS
University of Colorado Med. Center ’13
Newtown Square

Robert Rahm, DDS
State University of New York at Stony Brook ’08
Brooklyn

Anna Rossis, DMD
Temple University ’04
Malvern

Kristin Elizabeth Nelson Russo, DMD
University of Kentucky ’05
Gettysburg

Inessa L. Slipak, DDS
New York University ’02
Doylestown

Megan R. Smith, DMD
Temple University ’12
Plymouth Meeting

Albert Sohnen, DMD
University of Pittsburgh 2000
Warren

Herman S. Spera, III
Endwell

Pranati Tati, DMD
Boston University ’07
Mechanicsburg

Carl Lee White, DDS
West Virginia University 1999
Morgantown, WV

Jie Yang, DMD
Temple University ’01
Maple Glen

Dennis N. Zeidler
Middletown
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The American Dental Association’s (ADA) annual National Children’s Dental Health Month (NCDHM) campaign provides PDA a tremendous opportunity each year to reach a huge segment of the public with vital oral health information presented in fun and creative ways by our member dentists and their staff as well as teachers all over the state. Thousands of dedicated people combine efforts on what has always been a widely popular promotion. This year was no different.

ADA’s 2015 theme once again featured the McGrinn Twins, Flossy and Buck, and the Smiley twins, Den and Gen, along with K-9 the dog, starring in the “Defeat Monster Mouth” campaign, where they fought to defeat Plaqster the Monster for good oral health.

PDA distributed lesson plan kits electronically, with approximately 1,500 schools contacted for participation. The kits contained a lesson plan featuring dental health discussion topics, fun classroom activities, interactive games and activity sheets. A complimentary “Defeat Monster Mouth” poster reminding kids to brush two minutes, two times a day, along with three other good oral health tips, was offered to each classroom.
Included in the lesson plan kits were instructions for entering the PDA-sponsored, third-grade poster contest. For decades, this contest has encouraged Pennsylvania third-grade students to creatively demonstrate what they learned during their NCDHM classroom lesson by drawing a poster that illustrates a good oral health message. PDA annually awards monetary prizes to the students who design the top three posters. We received nearly 150 clever, well-designed entries at the PDA Central Office for judging this year.

Third-grader Davida Brannigan of Solomon Plains Elementary in Luzerne County won first place with her poster that reminded everyone to maintain a vital habit for good oral health, brushing twice a day, depicted by a blue toothbrush cleaning away green plaque monsters with the slogan “Brush Twice A Day To Keep The Monsters Away.” Davida was presented with her framed winning poster and $500 prize by PDA member dentists Dr. Doreen Claire Santos and Dr. John Evans at a school awards assembly June 4. Solomon Plains Elementary and Davida’s teacher, Mrs. Michelle Krzywicki, also received prizes of $250 each for their first place roles in PDA’s contest.

Solomon Plains Elementary had the distinction of having both the first and second place winners this year, and both from the same family. Second place winner Destina Brannigan, Davida’s sister and also a third-grade student from Solomon Plains, created an imaginative poster based on the classic video game, Pac-Man (“Plaque-Man: Fight Back When Plaque Attacks”), with a tooth navigating through a Pac-Man style maze going after plaque ghosts. Destina received a $250 prize.

Statewide Third-Grade Poster Contest

Depicting a healthy amusement park scene featuring good brushing and flossing, our third place poster was created by third-grader Aubrie Judd of Colonel John Siegfried Elementary in Northampton. In her poster, Aubrie shows happy teeth as roller coaster cars heading down a coaster hill toward a toothbrush with minty toothpaste and a red and pink package of dental floss. The message reads “Rolling into Health!” Aubrie received a $100 prize.

The following students were among the statewide Top 10 entries and received an Honorable Mention:

- **Lilly Burger – Age 9**  
  New Holland Elementary, New Holland
- **Adam Dumbach – Age 8**  
  John Siegfried Elementary, Northampton
- **Mia Fox – Age 9**  
  Gill Hall Elementary, Jefferson Hills
- **Jonathan Jean – Age 9**  
  The Wyndcroft School, Pottstown
- **Kendyl Kelly – Age 8**  
  Stewartsville Elementary, North Huntingdon
- **Daevin Myers – Age 9**  
  St. Nicholas/St. Mary’s Catholic Elementary, Wilkes-Barre
- **Briella Pangaio – Age 8**  
  Moore Elementary, Bath
Alliance of Lancaster County Dental Society NCDHM contest

Dr. Stefan Bender with first place winner (age 11-13) Shantel Wenger

Dr. Manny Lamichane with second place winner (age 11-13) Cecilia Deel

Dr. Jeffry Scott with first place winner (age 8-10) Megan Rychener and third place winner (age 5-7) Lindsey Rychener

Dr. Todd Grambau with second place winner (age 8-10) Quinn Degenhard and third place winner (age 10-13) Caelin Grambau

Dr. Tim Snyder with first place winner (age 5-7) Marlee Lauris

Dr. Ying-Lee Ong and Dr. Peter Ross with second place winner (age 5-7) Theresa Duchesneau

Dr. Aaron Miller with third place winner (age 8-10) David Lapp
NCDHM Community Events

The success of NCDHM is largely due to PDA members promoting good oral health awareness and habits during a wide variety of events and activities. District and local dental societies, dental offices, community organizations and elementary schools sponsor and hold these educational promotions. With this outreach to the children and parents who reside within our local communities, they are able to share valuable knowledge about the importance of good oral health.

Second District
Dr. Richard Galeone’s office, North Penn Pediatric in Lansdale, always puts forth a major effort for the entire month of February. Hygienists Pam Tur, Sandy McIntosh and Holly Lehman visited more than 660 children in 13 events, at 11 schools, one to a Girl Scout Troop and one at a nursing moms’ meeting this year.

Fifth District
The Alliance of the Lancaster County Dental Society held its annual dental kit assembly and distribution, always their biggest event of the year. Members of the Alliance and their families combined efforts with local Boy Scouts from Troop 84 and Cub Scouts from Troop 102 gathered at Highland Presbyterian Church in Lancaster to assemble the kits. Chairperson Cherisse Feddock started soliciting donations in 2014, but donations were fewer this year so the Alliance compensated by raising funds on its own. The dental kits included toothbrushes, toothpaste, floss and mouthwash. The scouts had a major role in assembling and packing the kits, separated into kids’ kits and adult kits. Alliance members delivered the assembled 2,000 kits to 15 area shelters, clinics and organizations in need throughout Lancaster County. Like last year, the Alliance again held a poster contest to generate more awareness about NCDHM. They advertised the contest in local newspapers, with children ages 5 to 13 (broken into three different age groups) eligible to enter. They also spread the word via fliers distributed in the offices of Lancaster County Dental Society members. Entries were submitted in January and winners selected in February. The top three winners in each age category received their monetary prizes at their dentist’s office. First prize was $50, second was $35 and third was $20. LCDS members displayed the artwork in their dental offices throughout February. The Alliance provided the prize money, allocated from the funds raised through their yearly fundraiser, the Holiday Sharing Card.

The following are just a few examples of the many events that PDA member dentists contributed to the 2015 NCDHM program.

Hygienists from North Penn Pediatric visited nearly 700 kids during NCDHM this year.
Seventh District
Dr. Nicole Oravec visited three preschools in Cresson Area promoting good oral hygiene and diet to the kids. Dr. Oravec dressed up as the Tooth Fairy, with her son and daughter, Isaac and Claire, dressed as teeth. She showed a Dudley the Dinosaur movie to the classes and discussed brushing, flossing, as well as snacks that are good for teeth and bad for teeth. Dr. Oravec demonstrated the quantities of sugar in soda by measuring out the amount of sugar in one can of Mountain Dew. One child at each school dressed up as a doctor to assist Dr. Oravec in explaining the steps to a dental visit and showing the dental equipment to the children to ease their fears.

Tenth District
Dr. Michael Korch and his staff visited with 175 first-graders and their teachers at Central Elementary School and Wyland Elementary School in Hampton Township School District to educate them on good oral health. The kids enjoyed a video, “Goofy Over Dental Health.” Dr. Korch and his staff demonstrated proper brushing and flossing techniques, and provided the students a lot of hands-on materials, such as X-rays, tooth models and mouth guards. They wanted the kids to feel comfortable and calm about their future dental visits. The kids had the opportunity to see masks, gloves and some dental instruments they would encounter when visiting a dental office.

Dr. Korch demonstrated how cola drinks can stain teeth by using an egg that had been soaked in Coke over night and then used a toothbrush to brush the stain from the egg. Students and teachers received goodie bags that included NCDHM posters from PDA, toothbrushes, floss, toothpaste and two-minute egg timers. Crest and Oral B contributed activity books and bookmarks to these two school visits.
Although GKAS is traditionally celebrated the first Friday in February, GKAS events occur throughout the year. In addition to the overall NCDHM efforts, many of our PDA members donate their time and services to people in need at GKAS events.

The Montgomery Bucks Dental Society partnered with the Abington Police Athletic League, Abington School District and state Rep. Madeleine Dean of the 153rd District to treat the underserved children in their township. In its fourth year, this GKAS event was held at the offices of Dr. Jay Freedman.

The Chester-Delaware Dental Society held multiple GKAS events again this year, in West Chester December 5, Chester March 26, and Drexel Hill May 11. Chester-Delaware members donated all of their time and services to provide $3,335 worth of dentistry for 15 kids (2-18 years of age) at Dream Smile in Chester on March 26, and donated $7,575 worth of dentistry for 21 young people (7-21 years of age) at Dr. Barry Cohen's office in Drexel Hill on May 11.
State Rep. Madeleine Dean (PA 153), Dr. Jay Freedman and Lieutenant Warner of Abington Police Department. Rep. Dean was the Montgomery-Bucks GKAS Chairperson this year.

Becki (EFDA student), Dr. Tem Cucukov (Abington Resident), Jan Harris (Dr. Freedman’s office manager & PAL Coordinator), Alyssa Shaeffer (Dr. Freedman’s EFDA), Joey (the patient), Dr. Dave Kaffey, Kelsey Crozier (Dr. Kaffey’s EFDA) and Dr. Jay Freedman.
University of Pittsburgh School of Dental Medicine faculty and students provided free dental care at the 13th Annual "Give Kids A Smile Day" on January 30, where local children received diagnostic and preventative care such as cleanings, X-rays and exams, as well as necessary extractions, fillings and restorative care.

Pitt’s Department of Pediatric Dentistry was transformed into the characters and settings from the Disney animated movie, Frozen. The younger dental patients really enjoyed having their photo taken in front of Anna, Elsa and Olaf, and the parents were amazed at the beautifully decorated and colorful reception area. In 2009 the program was expanded to two days where the first day is preventive and diagnostic services, and the second day is dedicated to restorations, extractions, and other dental services. Participation from the Departments of Pediatric Dentistry, Anesthesiology, Oral and Maxillofacial Surgery, and the dental hygiene program has solidified the program over the past 12 years. The primary goal for this event is to promote a lifelong commitment to oral health, and it is everyone’s hope that these patients and their parents will return to the clinic to receive ongoing care.

This is a time when faculty, residents, dental students, dental hygiene students, and staff combine efforts to provide dental care to the region’s uninsured children and adolescents. The Pitt staff sends a special thanks to the Henry Schein Company and their suppliers for their very generous supply of dental products for the event. This year’s “Give Kids A Smile Days” provided over $17,000 of free dental services.
Many of our members contributed their time and services to Public Citizens for Children and Youth’s (PCCY) Smile Day to celebrate GKAS in southeast Pennsylvania.

A dozen generous dental practices in Delaware and Philadelphia counties opened their doors to hundreds of children for free care from March 26-April 3.

PCCY, a children’s policy and advocacy organization in southeast Pennsylvania, coordinated the event, pulling the practices together, publicizing the event to families and operating a call center for parents to make appointments. PCCY has organized a Smile Day for the past 12 years, assisting nearly 3,000 children in getting the dental care they need.

The 12 participating dental practices helped nearly 400 children receive essential health care services on Smile Day, including oral health education, screenings, cleanings and x-rays.

“Several dentists identified more urgent oral health problems, and went above and beyond, filling cavities, pulling teeth and placing crowns on Smile Day,” said Colleen McCauley, RN, BSN, MPH, Health Policy Director for PCCY.

“The Smile Day dentists provided care to children who experience challenges obtaining dental care. About 71 percent of the children participating in Smile Day were uninsured and 90 percent had not seen a dentist in the last six months,” McCauley added. “In addition to rendering critical care, these Smile Day dentists did a tremendous service by making it possible for the 250-plus uninsured Smile Day kids to get connected to public health insurance.”

PCCY offered every parent of an uninsured child assistance in applying for Medicaid or the Children’s Health Insurance Program (CHIP). According to McCauley, as of the beginning of May, insurance applications for almost half of the uninsured children (125 kids) were either submitted or in process of being submitted.

“If the Smile Day dentists had not provided care, these uninsured children would not have been identified,” she said. “All of the participating Smile Day practices accepted CHIP and/or Medicaid, so families were encouraged to return to these offices for on-going care.”
Merit Dental in Shamokin Dam provided nearly $1,500 in free dental care to children Feb. 6 as part of GKAS. Dr. John Lazur and his team at Merit Dental were happy to donate their time to this important cause.

“Our team members are giving of their time for Give Kids a Smile because they are committed to providing dental care access to all children in the community we serve,” Dr. Lazur told The News-Item. “It is extremely rewarding to put a happy, healthy smile on a child who may not otherwise have that opportunity.”

Merit Dental worked closely with local public health agencies, area schools, Head Start programs, nonprofit agencies, and youth and community organizations to identify children in need.
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Esther Richwine

Esther F. (Friesen) Richwine, 88, of Harrisburg, former Executive Director of the Pennsylvania Dental Association (PDA), passed away on February 9 in Community General Hospital.

Born June 28, 1926 in Thomas, Oklahoma, she was the daughter of the late Bishop Peter B. Friesen and Edna M. (Eyster) Friesen. Esther was the widow of Jack Richwine.

Esther retired as Executive Director of PDA in 1994 after 27 years of service. She had previously served as the Executive Director of the Licensed Practical Nurses Association of Pennsylvania and Assistant Executive Director of the Pennsylvania Osteopathic Medical Association.

“Mom loved association work; she especially loved her work with organized dentistry. The PDA was her family and she made a lot of good friends over the years,” said Kelley Richwine, Esther’s daughter.

“Don’t get me wrong, every day in her business life was not a day at the beach, but I know the good memories far outweighed the bad. She considered herself fortunate that she enjoyed her work as much as she did.”

Dr. Cynthia Schuler, who has served organized dentistry in numerous positions and is currently secretary of the Dental Society of Western Pennsylvania, said she was saddened to hear of Esther’s passing.

“We could always count on her to have every member’s best interest at heart,” Dr. Schuler said. “She had a great sense of humor - so witty. Everyone who knew Esther realized that she devoted her life to dentistry.”

Esther was an honorary member of the Pennsylvania Society of Association Executives (PASAE), having served as its first women president and was a lifetime member of the American Society of Association Executives (ASAE). She also was a member of the Harrisburg Trade Association and the League of Women Voters. She graduated from Messiah College with a degree in Business Administration and later had earned a degree of certified association executive (CAE).

“Esther rightfully achieved many accolades during her lifetime, both on a professional and community level. During her tenure at PDA Esther displayed many strengths and worked diligently to advance our association’s missions and goals,” said former PDA president Dr. Ronald Gross.

“She was a mature, intelligent team player who worked faithfully with members and staff cultivating good personal relationships and bringing a dedication to excel in all she undertook.”

Esther was a member and historian of Fishburn United Methodist Church, one of the teachers of the Gleaner’s Sunday School Class and a driving force in the creation of the Fishburn Flock Day Care Center.

Esther served in many volunteer positions mainly concerned with health oriented associations. She was a past president of Capital Area Genealogical Society, which she served for six years. She also served for eight years (1997-2005) as a public member of the State Board of Osteopathic Medicine, first being appointed by former Governor Tom Ridge.

Esther’s hobbies were writing and genealogy and she was an avid reader. She enjoyed collecting signed books. She also edited three books, including one that was a history of her grandfather, Bishop D.R. Eyster and two were on behalf of the Salvation Army of Boyertown.

Surviving is her son, J. Douglas and wife Patty Richwine, of Cincinnati, Ohio; her daughter, Kelley Richwine, of Harrisburg; three grandchildren, Richenda A., Maggie A. and Michael D. Richwine; her sister, Allyne and husband Al Isaac, of Ontario, Canada; two sisters-in-law, Helen and Olga Friesen, and a plethora of nieces and nephews. Esther was especially close to her niece, Richenda (Ricki) Hammell.

Esther was preceded in death by four siblings, Ruth Slagenweit, Margaret Heise, Jesse Friesen and Ralph Friesen.
Dr. Robert E. Forner  
New Castle  
University of Pittsburgh (1952)  
Born: 1927  
Died: 4/10/2015

Dr. Edward M. Torbey  
Slatington  
Temple University (1961)  
Born: 1936  
Died: 3/25/2015

Dr. Robert Weber Tighe  
Allentown  
Temple University (2002)  
Born: 1974  
Died: 2/1/2015

Dr. Robert W. Mahaffey  
Myrtle Beach  
University of Pittsburgh (1943)  
Born: 1920  
Died: 3/23/2015

Dr. Richard P. Beimler  
Hanover  
Baltimore College of Dental Surgery (1963)  
Born: 1933  
Died: 12/11/2012

Dr. William E. Checket  
Jonestown  
University of Pittsburgh (1969)  
Born: 1943  
Died: 3/2/2015

Dr. Wesley W. Sabocheck  
Harrisburg  
University of Pittsburgh (1975)  
Born: 1949  
Died: 3/10/2015

Dr. John T. Nixon  
New Castle  
University of Pittsburgh (1952)  
Born: 1926  
Died: 2/22/2015
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May 20, 2016  
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Learn contemporary options for dentin bonding; causes and solutions for composite failures; bioactive adhesives and composites and effective post and core strategies for endodontically treated teeth from:

- **Dr. Ed Swift**, Associate Dean for Education at the University of North Carolina School of Dentistry.
- **Dr. Mark Latta**, Dean and Professor of General Dentistry at Creighton University School of Dentistry.
- **Dr. John Burgess**, Assistant Dean for Clinical research at the University of Alabama at Birmingham.
- **Dr. Rick Walter**, Clinical Associate Professor in the Operative Dentistry Department at the UNC School of Dentistry.
- **Dr. Steven Jeffries**, Professor in the Department of Restorative Dentistry at Kornberg School of Dentistry.
- **Dr. Alan Atlas**, Co-Chairman of the Department of Preventive and Restorative Sciences and Co-Director of Restorative Dentistry Clinics at the University of Pennsylvania School of Dental Medicine.

Saturday  
May 21, 2016  
ENDODONTIC PROGRAM

Review conventional endodontic treatment; re-treatment of endodontic failures and implants from outstanding practitioners including:

- **Dr. Martin Trope**, former Director of the American Board of Endodontics and Editor-in-Chief of *Dental Traumatology* and *Endodontic Topics*.
- **Dr. Sam Kratchman**, Clinical Associate Professor of Endodontics at the University of Pennsylvania School of Dental Medicine.
- **Dr. Frank Setzer**, Assistant Professor of Endodontics and Director of Predoctoral Endodontics at the University of Pennsylvania School of Dental Medicine.

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<td>Dr. John Lichon</td>
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<td>Severely Atrophic Maxilla</td>
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  - Problem Solving with Composite – Unique Solutions to Everyday Practice Solutions
  - Robert N. Obrodovich, DMD
- **October 16**
  - Medical Emergencies in the Dental Office
  - R. John Brewer, NREMT-P
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-Drs. Menaker & Rodney, DDS
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General Dentists Needed
Dental Dreams desires motivated, quality oriented general dentists to work in our busy Pennsylvania practices. At Dental Dreams, we focus on providing the entire family superior quality general dentistry in a modern technologically advanced setting with experienced support staff. Because we understand the tremendous value of our associate dentists, we make sure that their compensation package is amongst the best. Our competitive compensation package includes: minimum guaranteed salary of $150,000 with potential to earn up to $300,000, visa sponsorship, and health and malpractice insurance reimbursement. Make Dental Dreams a reality for you! To apply, please email CV to humanresources@dentaldreams.org or call (312) 274-4520.

Love Doing Dentistry?
Smilebuilderz is a comprehensive dental practice offering a full array of dental services, specialties, and walk in emergency care! We provide a professional support staff, excellent facilities, and advance dental technologies to allow each of our doctors to shine. As a rapidly expanding practice we are looking for exceptional doctors to join our team! Please contact our human resource department to learn more about our opportunities by email at Christi@smilebuilderz.com, call Christi at (717) 481-7645 ext. 1084, and visit our site at www.smilebuilderz.com.

Wanted
Associate Dentists, Hygienists, EFDAs, Dental Assistants, Office Managers and Front Desk Staff. Be a part of the fastest growing large group dental practice firm in Pennsylvania with a solid, exciting and predictable future! A private fee-for service group, is growing and expanding rapidly. We have top compensation, daily guarantee, health insurance with great patient flow with no administrative headaches and professional management. We also buy dental practices and create exit/transition strategies for Selling Doctors. If you would like to be a part of a winning team, please email your CV/Resume to lindam@lifetimedentalusa.com or call (717) 283-1992.

Immediate Opportunity — Shamokin Dam
Merit Dental is seeking dental candidates for an immediate practice opportunity in Shamokin Dam. Our philosophy of preserving and supporting the traditional private practice setting provides a great work-life balance, excellent compensation and benefits, and unlimited opportunity for professional development. Our comprehensive support team takes care of the administrative details, providing you the freedom to lead your team while focusing on your patients and skills. If you possess a passion for providing quality care and are looking for a rewarding practice opportunity in Shamokin Dam, please contact Brad Smith by phone at (715) 590-2467 or email at bsmith@midwest-dental.com. Visit our website or apply online at: www.mymeritdental.com.

ASSOCIATED NEEDED
A P/T OR F/T general dentist needed for a well-established family practice in Hanover. We have a steady patient base, a friendly staff and excellent work atmosphere. Competitive base salary with bonus and other benefits. Please email resumes to wibowo80@yahoo.com or call (215) 820-7113.

Associate Leading to Partner
Established, private dental practice in Hanover is seeking a highly motivated dentist to join our team as an Associate leading to a partner. We have a high volume of patients and the number grows daily. Flexible scheduling, optional Fridays and no weekends. Guaranteed Salary, 401K/Profit sharing. Please contact John Grimes at (717) 632-4164 or john@finkandgrimes.com.
Associate Wanted — General Dentist  
B/P or F/T for well established family practice in Berks County with steady patient base, digital X-rays with Dentrix software and intra-oral camera. High volume of patients, 30-40 new patients per month. Email resume to berkscountydental@gmail.com or call (610) 324-6897.

Opportunity  
Exciting opportunities for dentists, hygienists and assistants to provide children with quality dental care in schools in Pennsylvania. No evenings or weekends. Email resumes to jobs@smileprograms.com.

GENERAL DENTIST (CANONSBURG)  
General Dental Practice is seeking a full time or part time Dentist to join a growing Dental practice and community. All aspects of Dentistry are served in a six operatory, private practice. Office utilizes the latest technology, digital records, and digital x-ray. Successful candidate should have experience in Endodontics and Oral Surgery and good interpersonal and communications skills. Minimum 2 years experience. Some evenings required. Interested candidates please email: billsulk@aol.com. Principals only. Recruiters, please don’t contact this job poster. Do NOT contact us with unsolicited services or offers.

Part Time Associate Wanted  
Large family dental practice with 7 operatories in Bedford. Looking for a part-time associate for potential buy-in. Over $800,000 average collections in the last few years. Please contact bedfordpadentist@gmail.com.

General Dentist Wanted  
We are looking for a general dentist to join our practice on a part time or full time basis. We offer flexibility depending on circumstance and/or individual. Must have 2-3 years experience in general dentistry. Please send CV to erowland@oraldynamics.com.

Orthodontist Wanted  
Orthodontist needed part time for busy multi-location offices in Berks, Chester, Montgomery and Delaware counties. Email resume for consideration to biotecdental@gmail.com or call (484) 949-1350.

General Dentist  
Immediate opening for General Dentist for busy multi-location offices in Berks, Chester, Montgomery and Delaware counties. Both full and part time positions available. 2 years Clinical experience preferred. Emphasis on quality dentistry and patient care. Must be a team player. We emphasize quality dentistry in a family friendly environment. Email resumes for consideration to biotecdental@gmail.com or call (484) 949-1350.

General Dentist Wanted  
Benko & Benko Associates is a growing practice with locations in Dauphin and Lancaster counties. Located in the hearts of Middletown and Elizabethtown, each office is modern and equipped with up-to-date technology. We have an opportunity for a general dentist on a part-time basis at both locations. Our philosophy of preserving and supporting the traditional private practice setting provides a great work-life balance, excellent compensation and benefits, and unlimited opportunity for professional development. Our comprehensive support team takes care of the administrative details, providing you the freedom to lead your team while focusing on your patients and skills. If you possess a passion for providing quality care and are looking for a rewarding practice opportunity near Pittsburgh, please contact Brad Smith at (717) 944-7874 or email bsmith@mymeritdental.com. Visit our website at www.mymeritdental.com.

Opportunity Available  
This is a great opportunity to practice in an established dental office, located in a family centered community with an excellent public and Christian school system. Only 1 hr 10 minutes to Pittsburgh. Fully trained team versed in complete health dentistry eager to support a new provider willing to commit to growing the practice. Possibility of purchasing the practice if desired or compensation and CE reimbursement with profit sharing. Peer support and complete management team available as a resource. Office includes many updates and is turnkey. Please contact Cathie at (616) 638-5748 or cathie@infinitydentalpartners.com for more on this opportunity.

FOR SALE  

For Sale  
ORTHODONTIC Practice #PA-1214: Lancaster County. 3 Operatories. Highly productive (Avg. net 51%)! Up-to-date equipment. Prosperous County. Dentist currently in process of relocating. Price: $461,000. For details contact Bernie Kowalski, DMD, our central/eastern Pennsylvania representative, NPT, LLC (National Practice Transitions) (215) 437-3045 x233, b.kowalski@NPTDental.com or www.NPTdental.com.

For Sale  
General Practice #PA-1223: Lackawanna County. 5 Operatories. Price: $580,000. Average collections $769,598. **CALL FOR SPECIAL CIRCUMSTANCES REGARDING PRACTICE. ** For details contact Dr. Bernie Kowalski, your local representative, NPT (National Practice Transitions) (215) 437-3045 x233, b.kowalski@NPTDental.com or register for FREE on our website www.NPTdental.com for immediate updates.

Practice for Sale  
Berks County General Practice. 4 modern treatment rooms, digital radiography, Dentrix software, 2,050 active patients, 30-40 new patients per month. 3-year average collection $400k, 22 patient-hours/week, 2,100 Sq. Ft. free standing building on busy corner, adjacent vacant lot available for expansion and parking available for 15 vehicles. Asking $250,000 for practice, building also available for sale or lease. Email or call Dr. Prafull M. Doshi D.D.S. at berkscountydental@gmail.com or (610) 324-6897 Fax (610) 687-1142.

Dental Practice for Sale  
Dental practice for sale in North Huntingdon. Home office. Great starter practice without the debt. Email 2thdkmd@gmail.com.

Sale  
Pennsylvania – Scranton general practice, revenue $675,000. 5 operatories, 2,600 active patients, 500 new patients annually. Includes: office, 2 apartments, parking, 4 car garage, income $3,100/mo, 634,500. Contact smiledoc1234@gmail.com.

PRACTICES FOR SALE  

Practice Sale  
Bucks County - This 100% FFS general practice is uniquely located in busy shopping center of an affluent town. Boasts Adeco equip, Schick sensors, and Eaglesoft. Seller recently remodeled interior. Collections were mid $800’s in 2014. An engaging staff will be a huge asset through transition. Please contact Henry Schein Professional Practice rep. Sharon Mascetti (484) 788-4071 or Sharon.mascetti@henryschein.com. #PA155.
Practice Sale
Chester County - Extremely well-run, well-established, 6 ops, digital, general practice. GR $1,500,000. Very strong hygiene program. All FFS. Leased space in upscale great area. Contact Henry Schein Professional Practice Transitions: Donna Costa at (800) 988-5674, or donna.costa@henryschein.com. #PA149.

Practice Sale
Germantown Area - Very busy, well located and well established 2 ops, part time practice! Eaglesoft, Digital, free parking in large lot. Leased space. Great satellite or practice start up-DR MOTIVATED!!! Contact Henry Schein Professional Practice Transitions representative: Donna Costa (800) 988-5674 donna.costa@henryschein.com. #PA136.

Practice Sale
Harrisburg area - Established general practice. 3 operatories, active, desirable area, free patient parking. More than 2,700 patients. The practice offers full range of services. Care Stream management software, panoramic X-ray, and good mix of PPOs and FFS. Contact Henry Schein Professional Practice Transitions representative: Donna Costa at (800) 988-5674, donna.costa@henryschein.com. #PA139.

Practice Sale
Western PA - Your chance to buy this progressive, general practice. Located just 85 miles northeast of Pittsburgh in a college town, this practice has it all. E4D, (cad cam) Hard & Soft tissue lasers, places implants, Digital X-ray, Cone Beam, Intra Oral Cameras. Excellent hygiene & soft tissue management programs. Contact Henry Schein Professional Practice Transitions representative: Mark Sirney at (724) 778-8000 or mark.sirney@henryschein.com. #PA142.

Practice Sale
Chester County - 23 year old general practice. Recent cosmetic updates and the 2,000 sq/ft shows VERY well. 4-ops but plumbed for 5. Robust recall system with staff that will be instrumental in the transition. SoftDent. Please call or email Henry Schein Professional Practice Transitions representative Sharon Mascetti at (484) 788-4071 or Sharon.mascetti@henryschein.com. #PA150.

For Sale
Berks County. Busy office located on 2,100 sq/ft w/room to expand. Diverse group of patients; PPO’s, HMO’s & Medicaid. Intraoral cameras, digital X-ray, and a patient education system in all 4 operatories. About 30 new patients per month. Lots of opportunity to grow this, currently, 28 hours per week office. Please call or email Sharon Mascetti (484) 78-4071 or email: Sharon.mascetti@henryschein.com. #PA151.

Practice Sale
Montgomery County. Well established 5 ops GP located in great area. 1,500 active patients. Rev $443,000. Contact Henry Schein Professional Practice Transitions Rep: Donna Costa at (800) 988-5674 or donna.costa@henryschein.com. #PA143.

Practices Available/Western Pennsylvania
Merger opportunities to practices grossing over 1 Million annually. Visit our website at www.paragon.us.com or contact David A. Moffa, DMD, MAGD (724) 244-9449 or dmoffa@paragon.us.com.
Adolescent Practice
Western PA Adolescent practice grossing over $560,000, overhead only 40%. Nearest pediatric practice 30 miles away. 4 oversized operatories, computerized, situated on a very busy road. Ideal for Pediatric Dentist or General Dentist that wants to treat children. Contact David A. Moffa, DMD (724) 244-9449 or dmoffa@paragon.us.com.

Western Pennsylvania / Greater Pittsburgh Area
Numerous practices available with Collections ranging from $167,000 to $5,000,000:
PA (#s are collections):
GENERAL DENTIST – Altoona $236,000, Beaver Valley $225,000,
Carnegie $670,000, Clarion County $630,000, Cranberry Township $269,000,
East suburb of Pittsburgh $514,000, Greensburg $565,000,
Harrison City $820,000, Indiana County $400,000, McMurray $300,000,
Pittsburgh-North Hills area $300,000, Pittsburgh-Squirrel Hill $555,000,
South Hills $500,000, Venango County $300,000.
PERIODONTAL – Northeastern Suburb of Pgh $694,000,
North Hills of Pgh $167,000.
OUTSIDE OF PA
PERIODONTAL: Marlboro, New Jersey $339,000, Memphis, Tennessee
$5,000,000, Warrick/Narragansett, Rhode Island $2,300,000.
We offer formal Valuation Services in case of divorce, business planning, estate planning, retirement planning, help in determining exit strategy, partner “buy out”, etc. As always, we treat these matters with the highest amount of confidentiality and any contact with United Dental Brokers of America will be kept completely confidential. Please contact Bob Septak at (412) 931-104 or email bob@udba.biz. Register your email address at www.UDBA.biz for new dental listings.

Orthodontic Practice for Sale
Satellite practice near Allentown. Great location, stand-alone building, high visibility and traffic flow. Excellent start-up or expansion opportunity. No competing offices within 5 mile radius, located at border of two large school districts. Respond to M/J Box 1.

Lehighton
Busy 3 operatory, general dentistry practices. Real estate, with additional 2 income residential rentals, for sale or rent. Call (610) 377-4719 or email cchawk@ptd.net.

For Sale
McKEESPORT/HOMESTEAD: Family general practice for sale, gross collections over $500,000 with well designed treatment areas – well established practice with long time patients and loyal employees. Contact PDI at (412) 373-7044 for confidential information.

For Sale
SOUTH HILLS: Well established general practice with loyal employees, fee for service with $260,000 in collections – senior doctor willing to stay to introduce patients, also willing to treat patients at a limited capacity. Contact PDI at (412) 373-7044 for confidential information.

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For Sale
NORTHWEST WASHINGTON CO: Well established family dental practice of 40 years, located in rural Western PA, with over 15,000 patient records. Contact PDI at (412) 373-7044 for confidential information.

For Sale
PERIODONTAL PRACTICE: East suburbs of Pittsburgh, PA with 4 treatment areas in a beautiful office space. Great periodontal practice with steady recalls and great potential for continued growth. Owner is ready to help buyer with introductions to the patients and the referring doctors. Contact PDI at (412) 373-7044 for confidential information.

For Sale
DELMONT/MURRYSVILLE, PA: Newly equipped dental office for rent/purchase/time share to develop your own specialty or general satellite office. All equipment, instruments available for Endodontic, Periodontics, Oral surgery, Orthodontics, or Implant Dentistry. Staff is available to help. Contact PDI at (412) 373-7044 for confidential information.

For Sale
LEHIGH VALLEY DENTAL PRACTICE FOR SALE
Well established and modern cosmetic & family dental office with 4 ops and over 3,000 active patients. Great location, patients and staff. Practice has much positive growth opportunity. **Confidential information RNR4155@gmail.com or call (610) 217-5507.

For Sale
STATE COLLEGE AREA
MUST-SEE FACILITY: This is an exceptional general practice that has been well-established in the community for close to 30 years. Currently grossing approximately $420,000 per year on a 28 hour week. This practice provides few specialty services, allowing for great growth potential. Four treatment rooms and one more plumbed. Great opportunity for a motivated doctor in a beautiful, well-designed office with a very stable patient base. Call AFTCO today: (800) 232-3826.

For Sale
DELTA COUNTY: Commercial Building for Sale
Drexel Hill (20 minutes from Center City Philadelphia). One story, 2,500 sq/ft. Dental office space for rent in Richboro. Suitable for Dental Specialist. $1,500 plus utilities. Call (267) 252-5867.

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We specialize in Practice Sales, Appraisals and Partnership Arrangements in Eastern Pennsylvania. Free Seller and Buyer Guides available. For more details on our services, contact Philip Cooper, DMD, MBA America Practice Consultants, (800) 400-8550 or cooper@ameriprac.com.

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PRACTICE TRANSITION
Considering VALUING-SELLING-BUYING-MERGING-EXITING AN ASSOCIATESHIP?? Contact TRANSITION & VALUATION SPECIALISTS, PROFESSIONAL PRACTICE PLANNERS, 332 FIFTH AVENUE, MCKEESPORT, PA 15132. (412) 673-3144 or (412) 621-2882 (after normal hours) stanpoll@aol.com.
Calling all volunteers... The role of the associate editor of the Journal provides a great opportunity to help communicate a wide array of information and important messages about your profession and organized dentistry to your colleagues and peers across the state. If your passions include writing or editing, and you genuinely enjoy connecting with your colleagues, here is a great opportunity to get involved. The Journal is in need of an associate editor and is seeking all interested volunteers for consideration. The associate editor must be able to write, proofread, create content and produce ideas for future Journal issues.

Associate editor’s responsibilities include: assisting the editor in gathering material for the Journal; assisting the editor in proofreading each issue before publication; writing a column either as a standing column or as a special feature; serving as a member on the communications/public relations advisory group; assisting in fact checking articles (including but not limited to content, results and bibliography); connecting with the editor by phone, email or in person to discuss and plan future issue ideas and themes. Please contact Dr. Bruce Terry, editor (pullpulp@aol.com) and Rob Pugliese, director of communications (rap@padental.org), by July 31, with any questions and to be considered for this opportunity.
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