Lost in the Arctic

Tooth-derived DNA samples produce unexpected finding about crew on doomed Franklin Expedition.


Dental forensics is often relied upon to resolve criminal cases that might otherwise go unsolved. The genetic clues held within a tooth can date back a century or more and shed light on an event where there was no survivor to bear witness to the event or crime. Such is the case of the poor, unfortunate souls who participated in the doomed Franklin Expedition of 1845.

The mid-19th century was a period of great exploration, a time of courageous and daring explorers whose bravery and accomplishments captivated people worldwide. Men traversed the globe in search of scientific advancement, financial enrichment and their ensuing glory. The search for the mystical Northwest Passage occupied the imagination of many of the era’s great explorers. Queen Victoria’s Royal Navy had what could be characterized as an “obsession” with finding this sea route through the Canadian Arctic Archipelago, which would connect the Northern Atlantic and Pacific oceans by way of the Arctic Ocean.

The HMS Erebus and its sister ship, the HMS Terror, set sail from England on May 19, 1845, with what was believed to be 129 men onboard. Capt. Sir John Franklin, a veteran of three previous Arctic expeditions, led this new Arctic expedition. Europeans last saw Franklin’s doomed expedition in July 1845 when the whalers Prince of Wales and Enterprise encountered Capt. Franklin’s two ships in Baffin Bay as the expedition waited for conditions to improve so they might make passage to Lancaster Sound.1 In September 1846, off the shore of King William Island, the HMS Terror and the HMS Erebus became entrapped in deep ice. They would never sail again. Capt. Franklin died the following June as his men prayed for warmer weather to loosen the packed ice trapping their vessels. Their prayers went unanswered. With 24 men already dead, the remaining crew abandoned the ships on April 25, 1848. It is believed they set out on foot toward the Back River on the Canadian mainland. All would eventually perish before reaching their goal, an outpost of Western civilization.2

Franklin’s wife, Lady Jane, and the British public held out hope that the officers and crew were still alive despite their disappearance three years after setting out on their Arctic expedition. The British Admiralty dispatched search parties to trace Franklin’s largely uncharted route. Many search parties and research expeditions were dispatched in continued on page 3
NYU College of Dentistry Receives Funding to Study Cavity Prevention Dental Programs

A RESEARCH TEAM at New York University College of Dentistry (NYUCD) has been approved for a $13.3 million funding award by the Patient-Centered Outcomes Research Institute (PCORI) to study cavity prevention, quality of life and school performance.

Richard Niederman, D.M.D., and Ryan Richard Ruff, M.P.H., Ph.D., will lead the five-year study comparing the effectiveness of two cavity-prevention techniques: a “simple” treatment of topical silver and fluoride, and a “complex” treatment of traditional sealants and fluoride. The study will be conducted in elementary schools in the Bronx, an area with a scarcity of dental care providers and clinics.

More than half of U.S. elementary school-age children have had a dental cavity, and more than 20 percent have untreated cavities. The prevalence of cavities in the Bronx, the poorest borough in New York City and home to a large Hispanic/Latino population, is almost twice the national average. Children with dental cavities and associated toothaches face multiple disadvantages, including reduced quality of life, school absences, difficulty paying attention in school and lower standardized test scores. Unfortunately, traditional office-based dental care provides multiple barriers to treatment, including cost, fear of dentists and geographic isolation. Bringing care to children instead of children to care eliminates these barriers.

Through prior work in New York, Massachusetts, New Hampshire, Maine and Colorado, NYUCD researchers determined that “complex” school-based cavity prevention programs are effective in reducing cavities by two-thirds. Preliminary results suggest that “simple” interventions may be equally effective. Discussions and surveys of patients and other partners revealed that school-based care was overwhelmingly preferred over office-based care and that “simple” care was preferred over “complex” care.

In the PCORI-funded study, the researchers will compare cavity prevention programs in 60 high-need elementary schools in the Bronx that serve low-income, Hispanic/Latino families. Schools will be selected at random to receive either the “simple” treatment of silver diamine fluoride and fluoride varnish, or the “complex” treatment of sealants and fluoride varnish. All children will receive the same preventive dental care twice each year. The researchers will assess untreated cavities, quality of life and student achievement to compare the outcomes of both treatments.

A unique aspect of the study is its collaboration with the NYU Rory Meyers College of Nursing to deliver care, along with NYU dental hygienists. Since there are three million nurses in the U.S., versus 250,000 dental hygienists, the research team will also compare care delivered by nurses and by dental hygienists. The participation of nurses will build upon NYU Meyers’ efforts to expand oral health nursing education and practice and strengthen existing oral health and nursing initiatives.

The award to Drs. Niederman and Ruff has been approved pending completion of a business and programmatic review by PCORI staff and issuance of a formal award contract.

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NYSDA NEWS / DECEMBER 2017

Medicare Rescinding Enrollment Requirement for Part C Advantage Plan and Part D Drug Coverage

DENTISTS NOW will be able to continue providing dental care and prescriptions for Medicare Advantage and Part D drug plan beneficiaries without having to enroll in or opt out of Medicare prior to providing services.

The ADA has successfully advocated for changes to the Centers for Medicare & Medicaid Services (CMS) requirement that dentists enroll in or opt out of Medicare in order to secure coverage for their patients’ Part D drug prescriptions.

However, as reported in the ADA News, CMS “has not rescinded the twockeyop period for providers, meaning dentists who acted in good faith and chose to opt out of the program are still prohibited from accepting payments for services covered by Medicare Part B or Medicare Advantage plans.” As a result, the claims of patients who receive care from a provider who opted out within the past two years will still be denied.

These changes do not affect enrollment requirements for dentists who perform treatment covered by Medicare Part B or who fabricate appliances for patients with sleep-related disorders.

For more information on the requirement changes and a list of opted-out providers, visit CMS.gov.

American College of Surgeons Expands Welcome of Oral Surgeons

Are two degrees better than one? Not necessarily. In a move that marked a major step toward recognition of the compatible credentials and surgical experience of oral surgeons, the American College of Surgeons (ACS) now accepts as fellows doctors with both single and dual degrees. ACS welcomed its first class of 59 single-degree oral and maxillofacial surgeons as fellows in 2016. This year, it inducted 37 single-degree holders.

ACS has accepted oral surgeons with dual degrees as fellows since the early 1980s. More than 400 OMS currently hold ACS fellowships. They have maintained their own OMS section within the college since 2012.

The bid to broaden the application process to include single-degree holders began five years ago, with advocates arguing that oral surgeons with single and dual degrees receive the same surgical training during residency, though those with dual degrees also complete two to three additional years of medical school, and that they are subject to the same certification standards imposed by the American Board of Oral and Maxillofacial Surgeons, as well as the same state licensure requirements. ACS accepted their argument, announcing the single-degree waiver in early 2015.

The American College of Surgeons, founded in 1913, boasts 80,000 members worldwide, making it the largest organization of surgeons in the world.

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Lost in the Arctic continued from page 1

an attempt to shed light on the fate of this last Franklin expedition. A search expedition in 1850 discovered three graves on Beechey Island, as well as a toothbrush, which was found lying nearby on the frozen tundra. One member of the expedition, found buried on Beechey Island, had a tooth with a gold restoration. This indicated that the person was likely of a high social status, as gold restorations are a rarity in 19th-century English burial grounds.

In modern forensics, teeth have proven to be an excellent source of DNA for use in identification of the gender of human remains. Polymerized chain reactor (PCR) is a proven method by which there is an amplification of a gender-specific sequence of the DNA obtained from teeth. The process is considered to be both efficient and sensitive. The samples obtained from the dental hard tissues and/or pulp contains the amelogenin gene. Amelogenin is a protein present in the human X and Y chromosomes. The X-linked genetic disorder known as amelogenesis imperfecta is caused by the deletion of this gene. Amelogenin gene base primers are used in PCR amplification with an amelogenin gene marker that has a different signature for each gender.

The DNA obtained from teeth samples supply forensic scientists with sufficient genomic material for PCR-based diagnostic methods and allow for the targeting of the amelogenin gene locus as an extremely effective, reliable and scientifically accepted method of gender determination.

Recently, Nunavut’s Department of Culture and Heritage conducted DNA tests on 39 samples of teeth and bones obtained at various locations from the crew of the doomed Franklin expedition. The results were certainly not what the researchers expected. The 39 samples of teeth and bones were determined to have come from 24 different individuals. For the DNA analysis, teeth were selected on a preferential basis over bone, because in many burial environments, the hard enamel of teeth provides DNA with better protection from contamination and subsequent degradation. All teeth submitted for a DNA analysis were intact and fully developed. In one case, DNA was extracted from the body of a mandible that did not contain any teeth.

Four of the 24 individuals were determined by DNA testing to have been women. Furthermore, the remains of these four individuals were identified as being European women, with the researchers eliminating the possibility of the remains belonging to local Inuit women.

At the time of the Franklin expedition, women were not allowed on board naval ships by order of the British Admiralty. However, this does not mean that women were never aboard a British naval ship. Some women disguised themselves as men in order to partake in such expeditions at sea. Also, records show that captains sometimes permitted their officers to bring their wives on board, as many times, a wife would otherwise be left with little money or even lose of their home when their husband was at sea.

The brave explorers of the Franklin Expedition certainly met an unfortunate and painful death. Modern forensic science is now able to piece together some of the evidence gathered by researchers over the last century and a half.
A Year-End Salute to our EDPAC Boosters

As we close out 2017, NYSDA says thank you to all of its members and supporters who made an extra, voluntary contribution to the Empire Dental Political Action Committee (EDPAC) as of Dec. 11. Each has earned a place at the Liberty Level (contribution of $500 or more), on the EDPAC Honor Roll ($250 or more), and/or in the EDPAC Capital Club ($100 or more). Their names are listed here.

LIBERTY LEVEL

HONOR ROLL
Is This the Best Deal You Can Make?

13 office lease renewal tips every dentist should follow.

Alain Sabbah

KNOWING THAT IT’S TIME TO NEGOTIATE or renegotiate your dental office lease can feel like an impending cloud of doom. But through the right approach, you can bring in? Does this lease permit a smooth and profitable practice sale, or does it entitle the landlord to proceed with that sale or control over who you may transfer the lease to? Consider what the solutions would be to these issues and prepare these as additions or amendments to the current iteration of your lease. Problematic clauses should be the first provisions addressed and revised when you begin renegotiating your terms.

4. Identify gap. If you were bright-eyed and excited to start your dental practice when you first signed your lease, you may have missed some critical items that have a devastating impact on you, the tenant. The lease may contain a “Surrender Clause,” for example, that outlines the conditions for vacating the rental space. Unless you negotiate this provision in your favor, you could be held financially responsible for gutting and renovating the space, and restoring it to your landlord’s specifications (pre-dental office condition). Any gaps in your lease leave your practice vulnerable, so consulting a professional dental office lease advisor will help ensure that provisions are set up in your favor.

5. Tightening up language. In a contract, the language needs to be airtight to prevent any loose interpretations. If the terms of your office lease are written vaguely, you are likely giving your landlord plenty of room to dance around his or her obligations. The reason legal documents are so complex and lengthy is because they try to account for any and all possible eventualities.

6. Think about the future. This is where you’ll really appreciate working with a leasing professional, as it can be difficult for a practitioner to see the big picture. You want renewal terms to support future expansions, ancillary service offerings, the potential sale of the practice or retirement—areas you may not even realize are included in a lease agreement. During negotiations, you should plan ahead and build future considerations into your lease so you’re covered in any eventuality and are free to grow and refine your practice as you see fit.

7. Know where you stand. In every market, one side holds the majority of power. In a buyer’s market, often the tenant is king and the landlord knows he or she needs to be flexible and accommodating to keep renters happy and committed for the long term. If you can demonstrate that better deals are being offered by competing landlords, you can leverage this fact to your advantage.

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Help Lower Your Student Loan Rates through NYSDA

Through our partnership with SoFi, NYSDA members receive an additional 0.125% rate discount when you refinance your student or Parent PLUS loans through SoFi.com/NYSDA. SoFi is the largest provider of student loan refinancing and they can often reduce student loan debt at lower rates than federal and/or private options. Benefits include:

- Consolidation of all existing student loans (federal and private) into a single loan with one monthly payment.
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- SoFi dentist borrowers save $800 a month1 on average over the life of their loans when they refinance.

To see the current rates or apply, go to SoFi.com/NYSDA and read SoFi’s terms and conditions. Call 855-456-7634 to speak to a customer service representative directly.

Taxes and Conditions Apply. SoFi reserves the right to modify or discontinue products and benefits at any time without notice. SoFi refinance loans are private loans and do not have the same repayment options that the federal loan program offers such as Income Based Repayment or Income Contingent Repayment or TCOF. SoFi loans are not eligible to residents of Nevada. Other state restrictions may apply. See eligibility requirements at sofi.com/eligibility. NYSDA is partnered with SoFi under California Finance Lender License No. 600412. SoFi loans are originated by SoFi Lending Corp., NMLS #112466 (FL, Ny, pa, and va). You are viewing the interest rate shown in the Loan Documents at sofi.com. Rates are based on your credit history and other factors. SoFi is not affiliated with any state or federal government. Adverse credit histories may qualify you for a higher rate and/or additional rate discount because of your organization.

NYSDA News / December 2017
MANHATTAN: 30 East 40th Street. Highly sophisticated, fully equipped, newly renovated, 3-chair office in professional building. Approximately 1,100 square feet. Turnkey dental office; no practice (tenant list). New, 10-Year lease for buyer. 3 modern, right/left-hand-ed windowed operatories with A-Dec. Facing 40th Street. Reception area, sterilization lab, private office with restroom, waiting area with restroom. Must see. Price negotiable. Inquiries to: dentwd@bwl.com; or call (516) 659-0289.

POUGHKEEPSIE: Home/office for sale. Suitable for dental office. 2-story house in the city of Poughkeepsie. Will include equipment. Price is negotiable. Please contact Dr. Stanley Rudnick at (845) 471-1000.

MANHATTAN: 110 East 40th Street. Beautiful and modern turn-key medical/dental spa close to Grand Central. 5 operatories, 2 bathrooms, multiple offices. Contact Richard Naughtin (212) 273-9786; email: richard@newyorkmedicalspace.com; Visit http://newyork-medicalspace.com/listing/40thpark-avenue.

RIVERDALS: Established dental office (65 years) in coop apartment with private entrance. Prime location. Very reasonable maintenance; approximately 800 square feet. Good public transportation nearby. Reasonably priced. Office has been cleaned out, repainted and carpeted. Ready to go. Inquiries to (718) 230-7069.

MANHATTAN: 842 Park Avenue. Traditional UES duplex shines like a home. 6 operatories, private office and waiting room with fireplaces, full kitchen and lab. Contact Richard Naughtin (212) 273-9786; or email: richard@newyorkmedicalspace.com; Visit http://newyork-medicalspace.com/listing/77thpark-avenue.


MANHATTAN: 239 Central Park West. UWS medical with 3 offices offering high ceilings, oversized windows and separate entrance. Perfect for group or owner sublet. Contact Richard Naughtin (212) 273-9786; or email: richard@newyorkmedicalspace.com; Visit http://newyork-medicalspace.com/listing/844cpw.

CORINTH: General dental practice for sale. 3 ops, Dexis digital Xray, CEREC. Mego practice management software. Currently 3-day workweek. Seller highly motivated. All office financial information readily available. Call Dr. William Green at (518) 798-5205, or email: wgreen21@roadrunner.com.


MAHOPAC: 40-year-old restorative practice. Excellent central location in professional building with ample parking. 1,500 square feet; 3 operatories. Average gross $450K on 3 days/week. Motivated seller. Principals only. Inquiries to: pmdoc@aol.com.

BUFFALO/SOUTHERN TIER: Longstanding general practice collecting $1.5M/year and growing. Brand new, state-of-the-art, fully digital, 7-operator facility with CEREC, CBCT and everything you could possibly need or want. 2,600 active patients with 35 new patients coming in every month. Seller willing to stay on PT for transition. Don’t let this incredible opportunity pass you by. Call Dr. Jonathan Casey at (585) 451-5898.

SUFFOLK COUNTY: Newly listed. Very popular, prime location. Five equipped operatories, 1,800 square feet on first floor of professional building. Dentrix software, fully digital with intraoral cameras, Pan and laser. Real estate owned by seller and available for purchase or lease. Seller available to stay part time after transition. For details, contact Henry Schein Professional Practice Transitions Consultant Michael Apalucci at (718) 213-9386; or email: michael.apalucci@henryschein.com. #NY218.


ONEIDA COUNTY: Terrific opportunity. Well-established practice in vibrant community. Converted residence, ample parking, busy main street with professional businesses. Five operatories, Dentrix, Dexis and experienced staff. Real estate available but not required for sale. For more details, contact Henry Schein Professional Practice Transitions Consultant Marty Hart at (315) 263-1313; or email: marty.hart@henryschein.com. #NY919.

WESTERN NY: Newly renovated, well-established FFS family practice. Up-date practice management software and fully digital, operating 32hours/week. 4 spacious operatories, providing diagnostic and restorative oral care. 1,980 square feet; ample parking. Gross receipts, $470K. Contact Henry Schein Professional Practice Transitions Consultant Donna Bambrick at (315) 430-0643; or email: donna.bambrick@henryschein.com. #NY208.

NASSAU/SUFFOLK COUNTY BORDER: Well established general practice in highly desirable location. Freestanding office with multicar parking lot. Three well equipped operatories, with room for four. Office uses Dexis, digital Xrays and digital pan. Please contact Henry Schein Professional Practice Transitions Consultant Michael Apalucci: (718) 213-9386; or email: michael.apalucci@henryschein.com. #NY208.
NIAGARA COUNTY: Established general practice providing patients with diagnostic, preventive and restorative oral care. 2,000 square feet, 4 spacious ops, 950 active patients. Operating 22 hours/week. Paperless, SoftDent. Ample parking available. Grossing $223K. Contact Henry Schein Professional Practice Transitions Consultant Christianna Palma by phone: (585) 370-5301, or email: christianna.palma@henryschein.com. #NY201.

SOUTHERN ADIRONDACKS: Periodontal/prosthodontic practice. 1 FS. Beautiful office with home in lower level of 6,000-square-foot sprawling building. For more information contact Henry Schein Professional Practice Transitions Consultant Michael Apalucci: (718) 213-9386; or email: michael.apalucci@henryschein.com. #NY199.

ORANGE COUNTY: High-quality, diversified private general practice in terrific hometown setting. 5 ops; family-oriented patient base. Combination FFS and high-insurance patients generating $1.65M. Contact Henry Schein Professional Practice Transitions Consultant Michael Apalucci: (718) 213-9386; or email: michael.apalucci@henryschein.com. #NY202.

ORANGE COUNTY: Two-doctor/week ortho practice generating $570K on 16-hour week. 3 treatment rooms and 5 chairs. Part-time office shares equipment and 3 days with successful Peds practice. Contact Henry Schein Professional Practice Transitions Consultant Michael Apalucci by phone: (718) 213-9386; or email: michael.apalucci@henryschein.com. #NY213.

WESTCHESTER COUNTY: Nicely designed office with 4 operatories. Diverse, high-demand area features 1,260-square-foot practice with strong insurance-based patients generating $700K with part-time hours. Contact Henry Schein Professional Practice Transitions Consultant Michael Apalucci by phone: (718) 213-9386; or email: michael.apalucci@henryschein.com. #NY214.

GENESEE COUNTY: Well-established general practice. Diagnostic, preventive and restorative oral care. Occupies 1,600 square feet. 4 ops and ample parking. 1,740 active patients; 34 hours/week. SoftSplat, intraoral cameras and panoramic X-rays. Gross receipts $497K. Real estate also available. Henry Schein Professional Practice Transitions Consultant Christina Palma by phone: (585) 370-5301, or email: christina.palma@henryschein.com. #NY206.

ALBANY/SCHENECTADY/TROY: Double hygiene in NY’s Capital. $700K gross on 3-day week. Dentrix and digital X-rays. 3 ops and ample parking. Located on busy street with off-street parking. Modern facility. For more information contact Henry Schein Professional Practice Transitions Consultant E. Scott Weinberger by phone: (518) 512-9988; or email: escott.weinberger@henryschein.com. #NY215.

ROCHESTER: General practice gem. Across from major hospital. Always new patients and plenty of parking. 3 ops, great equipment, digital and Eaglesoft. Perfect satellite office. For more information contact Henry Schein Professional Practice Transitions Consultant Donna Bambrick by phone: (315) 430-0643; or email: donna.bambrick@henryschein.com. #NY216.

GATEWAY TO FINGER LAKES: General practice adjacent to hospital. Community offers great outdoor recreation. 4 ops, great staff, reasonable rent, plenty of free parking, off main highway. Only working 150 days. Huge potential. Contact Henry Schein Professional Practice Transitions Consultant Donna Bambrick at (315) 430-0643; or email: donna.bambrick@henryschein.com. #NY220.


WATERTOWN: Plenty of new patients; near Army base. Completely furnished office in busy strip shopping center, 2,000 square feet. Seller moving out of state. Digital with pan and 4 ops. Revenue just under $400K. Seller has rental housing if needed. Contact Henry Schein Professional Practice Transitions Consultant E. Scott Weinberger, 518-512-9988, escott.weinberger@henryschein.com. #NY188.

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SOUTHERN NASSAU: $350K/year. Dr. ready to move. Perfect merger. Pending.

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DEER PARK: Greenview Properties is pleased to present mixed-use property for sale in Deer Park. Attached to 3-bedroom house is fully equipped dental office complete with 3 exam rooms, reception area and office. Property/contents offered at $490K. Inquiries to: [631] 495-6341.

NASSAU COUNTY, ROSLYN: Searingtown home/office for sale. Large colonial corner home and dental office. Office has street-level entrance and includes 2 fully equipped operatories, lab, sterilization area, waiting room and reception area, bathroom. Established 27 years as part-time office. House is very private, 5 bedrooms, 3.5 baths, large eat-in kitchen, 1/3 acre, circular driveway, kidney-shaped garage inground pool. All permits and CO issues. Erricks School District. For details, please call (516) 248-2955, or email: lpl17@aol.com. Google: 1 Coachman Drive, Roslyn NY 11576.


NEW ROCHELLE: GP solo practice. Insurance and FFS. No Medicare, no capitation. 4 ops, digital radiographs. Grossing $800s. Email: dentals1316@gmail.com.

MARLBORO: Grossing $300K on 28-hour week. 3 operatories, 2 being used and one plumbed. Digital X-rays, panoramic and soft tissue laser. 2,000+ pts patients, all from start up, reflecting the potential of this area. Fee-for-service and PPO plans only. Staff includes manager, hygienist, assistant and receptionist. Located on main Route 9W Plaza, an hour-plus to NYC, NJ, Albany directly via Metro North. Motivated dentist moving out of state. Contact Parveen by email: buydentalurgery@gmail.com.

FORENT

MANHATTAN: Fully equipped and furnished operatory for rent on Upper East Side. Modern, spacious office centrally located with convenient access to public transportation. Operatory has window and is in main-wire condition. Offering renter his/her own private office, front desk area for staff and also storage. Full-time or part-time arrangement available. Please contact: doc144kal@yahoo.com.

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**CT & MA: Orthodontist for Kool Smiles.** While working for Kool Smiles as Ft orthodontist, you will earn guaranteed daily rate, monthly bonus potential and comprehensive benefits package, including sign-on bonus and relocation package (varies by market), student loan repayment program, including up to $1,000/month in loan reimbursement, medical/dental/vision insurance; up to $1,000/month in loan reimbursement; up to $700 in CE reimbursement; and more. New Haven/Bridgeport, 4-5 days per week. 700 square feet. Street level. 2 large rooms, 2 bathrooms and alarm system. Enough space for 2 patients at once. Please contact 964dental@gmail.com or visit: 1120 Old Country Rd., Plainview, NY 11803.

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**BUFFALO AND ROCHESTER AREAS:**

Western New York Dental Group has been committed to providing quality dental care and excellent service to our patients in Buffalo and Rochester, NY areas since 1972. Our dentists provide wide variety of services, including all phases of general, family and specialty dentistry. Ready to become an equity partner in unique, highly visible practice? We pay up to $5K for outside referrals. While working for Kool Smiles as Ft orthodontist, you will earn guaranteed daily rate, monthly bonus potential and comprehensive benefits package, including sign-on bonus and relocation package (varies by market), student loan repayment program, including up to $1,000/month in loan reimbursement, medical/dental/vision insurance; up to $1,000/month in loan reimbursement; up to $700 in CE reimbursement; and more. New Haven/Bridgeport, 4-5 days per week. 700 square feet. Street level. 2 large rooms, 2 bathrooms and alarm system. Enough space for 2 patients at once. Please contact 964dental@gmail.com or visit: 1120 Old Country Rd., Plainview, NY 11803.

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Western New York Dental Group has been committed to providing quality dental care and excellent service to our patients in Buffalo and Rochester, NY areas since 1972. Our dentists provide wide variety of services, including all phases of general, family and specialty dentistry. Ready to become an equity partner in unique, highly visible practice? We pay up to $5K for outside referrals. While working for Kool Smiles as Ft orthodontist, you will earn guaranteed daily rate, monthly bonus potential and comprehensive benefits package, including sign-on bonus and relocation package (varies by market), student loan repayment program, including up to $1,000/month in loan reimbursement, medical/dental/vision insurance; up to $1,000/month in loan reimbursement; up to $700 in CE reimbursement; and more. New Haven/Bridgeport, 4-5 days per week. 700 square feet. Street level. 2 large rooms, 2 bathrooms and alarm system. Enough space for 2 patients at once. Please contact 964dental@gmail.com or visit: 1120 Old Country Rd., Plainview, NY 11803.
SOUTHERN WESTCHESTER: Busy southern Westchester County general dental practice seeks associate. Must be proficient in all phases of general dentistry. Part-time leading to full-time. Inquiries to: sjosstat@gmail.com; or call (914) 636-4118.

CENTRAL NEW YORK: Seeking full-time or part-time associate for high-quality, multispecialty general practice in beautiful Central New York near Syracuse. Competitive compensation, 401(k) plan, digital radiography. Contact: (315) 3170125, or email: sada@01.com.


BROOKLYN HEIGHTS: Seeking oral surgeon for modern, multispecialty group dental practice invested in high-end technology. Equipped with latest safety monitors and emergency medications, trained staff—and all are CPR certified—and digital X-ray system. Developing our office to have young, sharp, talented specialists and general dentists in supportive environment to deliver highest level of care and service to patients. Providing full-mouth rehabilitation, including implants, sinus lift, ridge augmentations, PRP, soft tissue and periodontal regenerations. Seeking candidate able to build good rapport with patients and staff and promote the center’s success. Inquiries to: blkdentist@gmail.com.

BROOKLYN HEIGHTS: Prosthodontist wanted part-time for modern, multispecialty group dental practice invested in high-end technology. Developing our office to have young, sharp, talented specialists and general dentists in supportive environment to deliver highest level of care and service to our patients. Providing full-mouth rehabilitation, including implants, crowns, bridges, dental implants and other prosthodontics. Ability to build good rapport with patients and staff and promote the center’s success. Inquiries to: blkdentist@gmail.com.

MANHATTAN: Seeking OMS with small practice to join long-established, newly built, state-of-the-art OMS office on Park Avenue. Close path to partnership. Inquiries to: NYSDO #7-105 via email: info@nysdental.org. Please include Box # in subject line.

MANHATTAN: Associate position available. Association leading to partnership position. Excellent opportunity to join established prosthodontic practice in Midtown. Must have 8 years experience and be solid restorative dentist or trained prosthodontist. Please contact Mr. Crane (212) 738-0999.

CAPITAL DISTRICT: Well-established family practice seeks full-time associate dentist. Equity financing available. Enjoy benefits of thriving rural practice only 30 minutes south of Albany. Low pressure environment; friendly staff. Generous compensation package, including health insurance, 401(k), vacation, CE and malpractice insurance. Reply with resume to: dentl_assocate@yahoo.com.

NEW YORK METRO AREA: Part-time associate available for general dentist in state-of-the-art multi-specialty private practice. Convenient location to Long Island, Westchester, Manhattan. Excellent compensation for productive, caring provider. Looking for future partner/owner. Inquiries to: Dr. (718) 654-2320; or email: williambild@gdenet.com.


LOCKPORT: DPR General Dentistry, very well-established practice with 2 office locations, seeks associate. Full- or part-time position. Hours: flexible. Excellent opportunity. Competitive compensation, including guarantee, retirement plan, bonuses, malpractice insurance coverage, as well as full benefits. Students loan repayment opportunity. Please contact Dr. Jihane Riad at (716) 228-0735; or email: jihanedds@yahoo.com.

BROOKLYN: Seeking Endodontist for our productive practice located in downtown Brooklyn. Great income potential. Great staff and amazing patients. Please email resume and include days/time you are available. Inquiries to: blkdentist@gmail.com.

WESTERN SUFFOLK COUNTY: Part-time dental associate for private FFS practice. Experience preferable. Proficient in all phases of dentistry especially extractions and pads. Leading to possible transition. Don’t miss out on this opportunity to grow with our incredible family of staff and patients. Two days/week and Saturday. Additional days as demand grows. Inquiries to: NYSDO Box #4; 202-420. Email inquiries to info@nysdental.org; please include Box # in subject line.

STATEN ISLAND: Associate wanted for busy, high-quality, FFS dental practice. Candidate must be experienced in all facets of general dentistry and financially capable of early buy-in of this well-established, state-of-the-art dental office. Email: CV to: djdogus1@hotmail.com.

WHITE PLAINS: Seeking pediatric dentist to join our growing high-end practice. Beautiful, state-of-the-art facility with surgical suite, fully digitalized, wonderful patients. Please respond to: drdogus1@hotmail.com with inquiries and CV.

WELLSBORO, PA: Self-owned, well-established dental practice for 27 years seeks full-time, enthusiastic dental associate with opportunity of ownership. State-of-the-art practice located in Wellsboro, PA, home of PA Grand Canyon. 5,100 square feet with 9 operatories; well-equipped with digital radiographs, CBCT scan, chari, up to date on current products and procedures. Competitive compensation plan. Guaranteed salary for new graduates or 40% of collections; 401K after 1 year. Health insurance after 30 days, continuing education, malpractice coverage. Hours of operation are Monday-Thursday from 7:30 am-3 pm. If interested in this great opportunity please contact us by email: cldental@prod.net.

PARK SLOPE, BROOKLYN: Dental associate for high-end, fee-for-service dental office. Part-time leading to full-time. Need good communication and presentation skills, proficiency in Endodontics, laminates, implant dentistry, and bonding. Reply with resume, curriculum vitae and contact info to: DrBeth@psdent.com.

SOUTHWEST NASSAU COUNTY: Associate wanted. Part-time leading to full-time. 35-year-old quality complex restorative and general practice. Computerized, laser, digital X-rays, etc. Must have CPR and 3 years experience. Send CV to: nassaudentassoc@yahoo.com.
Best Deal continued from page 7

8. **Check your “use clause.”** Every word in your lease agreement is important, especially the “permitted use” language. Have you limited your ability to offer additional services to your patients in the future by agreeing to overly restrictive permitted use language? Avoid using words like “solely,” “limited” or “only” in this clause. You want to keep language broad so that you have flexibility to expand from general dentistry and offer new specialties, such as periodontics or endodontics, if you choose.

9. **Assess your space.** Is your dental office space up to snuff? If the premises need to be remodeled or renovated, or otherwise configured to allow you to function efficiently within the space, you can propose renovation, maintenance or repair conditions to your lease. Depending on the nature of these alterations and lease language, your landlord may be responsible for some or all of the costs; however, if not adequately addressed, these provisions may dictate that you, the tenant, are obligated to pay for all related expenses.

10. **Define “operating expenses.”** If your office lease doesn’t already give you access to review or audit operating costs, you should request this addition. Review the annual charges and make sure no unreasonable operating costs are being passed onto you—your landlord may cleverly disguise these or take advantage of vague language to sneak them onto your bill when he or she should be covering these expenses. You can outline clear parameters to define responsibilities and even propose proportionate billing or capping costs during the lease negotiation.

11. **Evaluate your competition.** If you don’t already have an “exclusivity clause” built into your lease, or you wish to make amendments to an existing one, now is the time to do so. Ensure the language accounts for any interpretations that might allow your landlord to move a competitor into the building on a technicality. For example, the term “dentist” may be interpreted to not apply to orthodontists, periodontists or dental surgeons; therefore, this language may not prevent your landlord from moving these specialists into your building. Your landlord will likely counter these amendments during negotiations, so be prepared to compromise in order to reach middle ground, while still protecting your business.

12. **Plan a negotiation strategy.** Before starting the negotiation process, identify what’s most important for your practice and be realistic about what you can achieve. Identify your “must-haves,” or the conditions you absolutely can’t live without, and prioritize those over less important items. A good negotiator knows when to give and take.

13. **Expect delays.** Another reason to give yourself plenty of time? You may need it for the back-and-forth negotiations with your landlord. Landlords aren’t all villains, but they do have their own agendas, and they are looking to maximize profits and minimize their accountability. They may try to stall or delay negotiations to purposely make you miss the renewal deadline or get dangerously down the wire knowing they then have the upper hand for negotiations. If you’re aware of this going into your negotiations, you can anticipate these tactics and push hard for timelines to be met.

The surest way to end up with a favorable lease is to work with a skilled lease negotiator. He or she will take the guess-work out of the process and, after an initial assessment to understand your operations, needs, and goals, enable you to sit back and know that your practice is in expert hands. Knowing the ins and outs of lease renewals is a full-time job, which is why this expertise is highly sought after in the industry.

Professional dental office lease negotiators will worry about the details and intricacies of your lease so you won’t have to. They do have their own agenda, and they are looking to maximize profits and minimize their accountability. They can outline clear parameters to define responsibilities and even propose proportionate billing or capping costs during the lease negotiation. You can request this addition. Review the annual charges and make sure no unreasonable operating costs are being passed onto you—your landlord may cleverly disguise these or take advantage of vague language to sneak them onto your bill when he or she should be covering these expenses. You can outline clear parameters to define responsibilities and even propose proportionate billing or capping costs during the lease negotiation.

**Timothy D. Smith**

TIMOTHY D. SMITH, an information technology expert and quality and performance improvement specialist, is the new executive director of the Sixth District Dental Society. Prior to joining the Sixth District, Mr. Smith was principal of the firm he founded, TDS Performance Improvement, LLC, in Vestal.

His previous assignments include IT and performance and quality improvement positions with several companies in New York’s Southern Tier, among them, CDI Corp., Getronics and IBM. He has worked in the educational sector as well, as a paraprofessional with the Vestal Central School District and volunteer IT consultant for the Athletic Department of Binghamton University. He is a graduate of DeVry University, Columbus, Ohio, with an electronic test technician degree.

Mr. Smith volunteers for a number of church-sponsored and veterans support programs. A New York State-certified football, basketball and baseball coach, he coaches youth and high school teams and does football analysis on the radio.