Dr. Amos Westcott
Inventor, Businessman, Politician and First President of State Dental Association

A renowned and tragic figure, he was brought down by one careless miscalculation.

William James Maloney, D.D.S.

The years after the Civil War were a time of transition. The Industrial Revolution was changing American society on an almost daily basis. It was an era during which outstanding men and women stepped up to become the nation’s leaders, inventors and visionaries. There was a great impetus towards change and improvement as these individuals galvanized Americans from all walks of life and shepherded them forward into a new age of progress.

Progress and innovation could be seen in many forms in dentistry as the first dental schools were founded, scientific journals were published and dentistry was organized into an independent and highly esteemed profession. It was certainly appropriate that during a period of national healing that dentistry would assume its rightful place in the pantheon of the healing arts.

On June 13, 1918, at 11 a.m., the 50th annual meeting of the Dental Society of the State of New York was called to order at the Casino in Saratoga Springs by President Amos Rich. The Golden Jubilee was an occasion to look back and to reflect on dentistry’s many accomplishments in New York State over the past half century. Dr. Rich, of Saratoga Springs, began his annual address to the students on chemistry from 1836 to 1838. During this time, he developed an interest in medicine. He attended lectures at the Medical College at Geneva, NY, and then at Albany Medical College. There he studied under the tutelage of Dr. Aden S. March. He graduated from the medical college in the spring of 1840. The following year, Westcott became a practicing medicine and dentistry in Syracuse. His act by the State Legislature to incorporate a state dental society in New York. Their efforts were successful with enactment of a law creating the society on April 7, 1878.

The first session of this new dental society was held on the last Tuesday of June in 1868. Amos Westcott was elected president. W.B. Hurd was elected vice-president; L.W. Rogers, secretary; and B.T. Whitney, treasurer.

Amos Westcott was born in Newport, Herkimer County, on April 28, 1815. He was the youngest of seven boys and grew up on a farm. Throughout his childhood, Westcott exhibited a desire to further the education his parents could afford to provide him. He greatly enjoyed studying mathematics and astronomy and started collecting rare specimens of minerals. He continued this hobby throughout his life and amassed a very impressive collection.

Westcott’s interests in botany and mineralogy brought him to Troy, NY, where he entered Rensselaer Polytechnic Institute. He graduated from RPI with the degree of Bachelor of Natural Science in 1834 and as a civil engineer in 1835.

Westcott never practiced civil engineering. Rather, he became assistant principal at Pompey Academy and lectured to the students on chemistry from 1836 to 1838. During this time, he developed an interest in medicine. He attended lectures at the Medical College at Geneva, NY, and then at Albany Medical College. There he studied under the tutelage of Dr. Aden S. March. He graduated from the medical college in the spring of 1840. The following year, Westcott began practicing medicine and dentistry in Syracuse. His continued on page 5
HIPAA Training continued from page 1

be trained when they start work. No “outside” company is needed to conduct this training.

This is unrelated to New York State’s infection control coursework for licensure, which is required once every four years.

HIPAA requires training whenever policies change substantially enough to warrant training. There is no “timeline” for training, and there have not been any significant HIPAA policy changes that would necessitate training. All new employees must be trained when they start work.

NYSDA recommends that members request a copy of the specific regulation whenever a supply company, course provider, insurance company or other vendor advises there is a “regulatory requirement.”

Call the NYSDA office if you need more information. ☏
SCHOOL-BASED PREVENTION PROGRAMS can substantially reduce children’s cavities—but what type of treatment should be delivered in schools to best prevent tooth decay?

A new study by researchers at NYU College of Dentistry, published in the journal BMC Oral Health, suggests that cavity prevention programs that combine prevention strategies may be more effective than one alone for reducing tooth decay.

Dental cavities affect nearly 30 percent of school-age children and 50 percent of rural, minority, or Medicaid-receiving children in the United States. School-based cavity prevention programs have emerged as an important way to improve access to dental services. In medically underserved areas, these programs often serve as the sole source of dental care for children. While the American Dental Association supports the use of school-based cavity prevention programs, questions remain about the optimal mix of treatment services, intensity and frequency of care.

“Given the high variability in school-based programs to prevent cavities, comparing the effectiveness of different prevention agents, frequency of care or intensity of treatment can lead to optimal program design,” said Ryan Richard Ruff, M.P.H., Ph.D., assistant professor of epidemiology & health promotion at NYU Dentistry and the study’s lead author.

In this study, NYU Dentistry researchers compared two cavity prevention programs in elementary schools serving more than 8,200 students over 10 years (2004 to 2014). Both programs provided school-based care twice a year to children ages 5 to 12. One program provided sealants on molars (primary prevention), while the other provided sealants on all teeth and interim therapeutic restorations (primary and secondary prevention). Interim therapeutic restorations are a minimally invasive method for controlling tooth decay by filling a cavity with a fluoride-releasing agent. They are intended to bridge the gap between identifying a cavity, particularly in a nontraditional setting or in a very young child, and having the cavity filled or crowned in a more permanent procedure.

Both school-based cavity prevention programs reduced the risk of untreated decay over time. While the total number of all decayed or filled teeth observed over the course of the study increased across both programs, the comprehensive program that provided primary and secondary prevention significantly lowered the rate of new and untreated cavities when compared to only sealants on molars.

“A comprehensive cavity prevention program, particularly for children without regular access to dental care, can be significantly better than the traditional molar sealant program,” said Richard Niederman, D.M.D., professor and chair of the Department Epidemiology & Health Promotion at NYU Dentistry and the study’s coauthor.

Dr. Ruff and Dr. Niederman are continuing to study how to optimize school-based cavity prevention. They are currently leading two large studies—a PCORI-funded study in the Bronx and an NIH-funded study in New Hampshire—to compare two cavity prevention techniques in school-based dental programs. One technique is a more complex treatment, similar to the combined primary and secondary prevention. But the Bronx and New Hampshire studies will also introduce the use of silver diamine fluoride, a non-invasive, cavity-fighting liquid that is painted onto teeth to halt the progression of tooth decay. The cavity prevention programs will begin in schools in the fall of 2018.

This research was supported by the National Institute of Dental and Craniofacial Research and the National Institute on Minority Health and Health Disparities.
More than an Oral Cancer Walk

Acts of Kindness from Strangers

Unexpected events and encounters during NYU’s annual oral cancer walk persuaded the authors that the walk is about much more than fundraising and raising community awareness. It’s also about restoring faith in humanity.


April is Oral Cancer Awareness Month. To mark the occasion, New York University College of Dentistry held its annual Oral Cancer Walk on April 29 to benefit the NYU Oral Cancer Center. It drew more than 620 registrants and raised over $30,000. Participants wore NYU-colored violet with white-accented T-shirts as they made their way around the 3.2-mile route, taking off from the Manhattan-based dental school.

As the event was winding down and we were at the tail end of the walk, we noticed a woman—not one of the walkers—wringing on the ground. Dr. De Bartolo rushed over to assist her. She quickly realized the woman was having a grand mal seizure. She turned her over on her side so the woman would not aspirate any fluid. As the ambulance was called, Dr. De Bartolo and the rest of us stayed at the woman’s side, comforting her until emergency services arrived. We learned later that the woman had not had a seizure in eight years and was no longer taking anti-seizure medication.

Our next experience, shortly thereafter and a few feet away, brought us to a frail, elderly woman, who implored Mr. Mullin for assistance in returning to her building. The crosswinds at that time were particularly gusty, and she was holding on to a fence for stability. Much to the woman’s gratitude, Mr. Mullin offered her a firm arm and walked her to her building.

The most surprising moment of the day was yet to come. Upon going to settle our bill, we found out that the woman and her husband had paid for our meal! Their kindness was almost incomprehensible. This had never happened to any of us before. This is the moment we realized that our good deeds may have been leading to something greater. Our only regret is that we did not get to thank the couple for their own kindness and generosity towards us.

Oftentimes, life leads us down a curvy path rather than a straight one. What we do on that path can determine our life circumstances. Lessons here reinforce the basic tenets of humanity regarding helping people in need, even in what can be incorrectly known as cold and uncaring New York City.

Dr. Milord is clinical instructor community based outreach programs, Department of Cariology and Comprehensive Care, New York University College of Dentistry, New York, NY. Dr. De Bartolo is clinical assistant professor and group practice director, Department of Cariology and Comprehensive Care, NYU. Mr. Mullin is a senior dental student, NYU College of Dentistry. Dr. Congiusta is group practice director, Department of Cariology and Comprehensive Care, NYU. Dr. DePaola-Cefola is group practice director, Department of Cariology and Comprehensive Care, NYU. Queries about this article can be sent to Dr. Milord at fh2009@nyu.edu.

REFERENCES


Is Your Office Vulnerable to a Cyber breach?

Gallagher Insurance | Risk Management | Consulting

As technology is increasingly deployed into many aspects of dentistry, the vulnerability of these conveniences also elevates a practice’s risk profile. These exposures, if not properly managed, can subject dentists to HIPAA and other regulatory violations.

Gallagher offers solutions for members, providing resources to manage their cyber risk exposure and insure against potential breaches.

For information on managing these risks, call Tracy Wronoski at 888-869-3535 ext. 7550 or visit www.gallagheraffinity.com/nysda.aspx

For more information about this and other Endorsed Programs call: 800-255-2100

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NYSADA NEWS / MAY 2018
interest in dentistry soon caused him to abandon the practice of medicine in order to devote all of his energies to the nascent profession of dentistry.

Dr. Westcott joined the faculty of the Baltimore College of Dental Surgery in 1846. Three years earlier, the college had awarded him an honorary degree. From 1846 to 1849, Westcott served as the chairman and professor of operative and prosthetic dentistry. He returned to Syracuse to found the New York College of Dental Surgery in 1852, on 6 Salinas Street. Here, Westcott served as dean and professor of theory and practice of dental surgery and dental technology. The school ceased operations only four years later, when it was destroyed by fire. Later, the school’s charter was transferred to New York City and, in 1892, became incorporated into the New York College of Dental and Oral Surgery.4

A MAN OF MANY TALENTS

Westcott made vital contributions to many dental organizations. He was a member of the Fifth District Dental Society of New York, the Onondaga Medical Society and the Onondaga Historical Association. He was an associate editor of the American Journal of Dental Science, with Dr. Chapin Harris, from 1844 to 1850.5

Westcott ran successfully for mayor of the city of Syracuse as a Republican in 1860, the same year another Republican, Abraham Lincoln, was elected president of the United States. In February of 1861, President-elect Lincoln was traveling by train from Springfield, Ill., to the capital city for his inauguration as the country’s 16th president. Mayor Westcott energetically prepared for Lincoln’s momentous visit to Syracuse. He had a large speaker’s platform, regaled with patriotic bunting and flags, constructed in anticipation of hearing a few sage words from Lincoln. He invited the people of Syracuse to come and see their next president, and they gathered with much anticipation as the train pulled slowly into the station. The tall, distinctive figure of Lincoln appeared at the back of the train. Lincoln admired Mayor Westcott’s fine decorations but said he had neither the time nor the energy to make a speech.6 The train then departed Syracuse carrying Lincoln to Washington and the rigors and horrors of the Civil War.

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article, published in the American Journal of Dental Science, in which he listed as his evidence against the use of amalgam that “salination” was a common complaint, that “oxyd” formed on the outer surface of amalgam restorations and that amalgam caused destruction of “gold fillings and plate.” Westcott believed that the mercury in amalgam precluded its use in all cases. He later accepted amalgam as a safe and effective dental material.

A GIANT MISTAKE

Amos Westcott did not limit his penchant for inventing to dentistry. He was a businessman, usually with very successful outcomes, except for one business venture that would go down in history as among the greatest hoaxes ever and lead in part to his ultimate demise.

David Hannum was a wealthy and successful entrepreneur who lived in the village of Homer. He was one of the largest landowners in Cortland County. Westcott’s and Hannum’s wives were sisters. As a result of this relationship, the two became close friends and business partners. Hannum, working with a John Rankin, had developed a modified butter churn. He urged his talented friend and brother-in-law, Amos Westcott, to refine his invention. Westcott’s improvements were so effective that the three men sold the patent rights to the butter churn and earned over $20,000.11

Dr. Westcott’s relationship with Hannum eventually led him to become involved in a controversial business adventure, which in retrospect was very uncharacteristic of the otherwise careful and thoughtful professional. This was a period in which pseudoscience, which belied popular scientific literacy, was popular. It was the golden age of hoaxes, when new scientific theories challenged long-held religious beliefs and when there were plenty of unscrupulous people willing to take advantage of the gullible.

George Hull was a businessman from Binghamton who was always looking for a way to make quick and easy money. He was also an atheist. During a business trip to Iowa, he argued with a revivalist minister about scientific theories challenged long-held religious beliefs and when there were plenty of unscrupulous people willing to take advantage of the gullible.

Hull soon envisioned a money-making scheme that would play on the scientific and religious beliefs of the public. He hired a stonecutter from Chicago, Edward Burghardt, to carve a statue of a giant petrified man found in Iowa gypsum. In November 1868, Hull had the statue transported to the farm of his cousin William Newell. Newell planted the statue on his Cardiff farm. A year later, in 1869, he hired two laborers, Gideon Emmons and Henry Nichols, to dig a well. Newell directed the men to dig in the spot where he had planted the 10-foot statue. After digging only three feet, they unearthed a perfectly executed statue, which would become the center of one of the biggest hoaxes in American history.12

Word soon spread of the petrified man found buried in the village just south of Syracuse. There were many different opinions regarding the veracity
Six Reasons to Call in the Dental Office Lease Negotiation Pros

So you think you can put together your office lease on your own. Think again.

Alain Sabbah

There’s an old saying that goes, “leave it to the professionals.” When you need a haircut, go to a barber. When you need your car fixed, see a mechanic. Seems obvious when you put it in these terms, but in today’s do-it-yourself (DIY) culture, business owners are increasingly circumventing professional services to go it alone. In the world of dentistry, negotiating a risk-free dental office lease with fair and reasonable economic terms is an essential component to mitigating risk and running a successful practice—and yet, it’s not always obvious to practitioners why they should consult a professional dental office lease negotiator.

Signing your lease is one of the most important, expensive and significant commitments you’ll ever make as a dentist. Going in blind or ill-prepared can have lasting implications. Here are just a few reasons why you should leave your lease negotiations to the pros.

1. THE DOOMED DIYer

The obvious upside to not hiring a professional dental office leasing negotiator is that you won’t have to pay his or her fees. Often, this is the single biggest motivator for dentists who view the task as one they can easily tackle themselves. Of course, as with many such tasks, you get what you pay for.

Consider the amateur handyman who decides to build his own furniture. He can save money by building his own bookcase, but what happens one month later when the shelves give out because it was poorly constructed? The bookcase collapses, the objects on the shelves end up broken, it creates a mess, and leaves the “handyman” right back where he started—no bookcase, plus one mess and minus several treasured objects. Because poor planning and mismanagement of a dental office lease permeates every aspect of a practice, this is one area where an investment today can save big bucks tomorrow.

If you sidestep the experts, you won’t be getting their professional guidance and advice, which exposes you to significant financial repercussions and the unnecessary risks that come with a poorly negotiated lease agreement. Every time you renegotiate or renew your lease, you are committing to another $500,000 to $1,000,000 contract. Spending a fraction of this contract value to ensure that your future is protected makes good business sense. The value that a professional dental office lease negotiator brings, both economically and in terms of risk reduction, is worth far more than the initial investment in his or her fee, not to mention the substantial, long-term savings that can be achieved with proper representation.

2. MORE TIME TO DEDICATE TO YOUR PRACTICE

The most immediate benefit to working with a professional lease negotiator is the amount of time saved. Spending more time chairside is critical to the practice’s success. When you decided to open a dental clinic, you probably didn’t realize you were signing up for all of the administrative burdens required to run a successful practice. Whether you’re just starting out or are growing an established practice, taking chairside time away to review the lease, research market rental rates, negotiate with your landlord and understand tenant rights is a time-consuming nuisance.

Don’t be fooled into thinking that the only step in lease negotiations is the initial review and signing of the contract, or that your landlord has prepared a fair lease that will see you through your career. Lease negotiations are a dynamic and potentially lengthy, ongoing process that require a dedicated time investment—if you’re doing it right. Reactive tenants act only when prompted, or upon finding themselves up against a deadline. Often this means it’s too late to get a favorable outcome, that is, when your lease is about to expire and you’re at the mercy of your landlord.

A smart dental tenant is proactive. And by working with a professional negotiator, you will ensure that you have both the leverage and knowledge to be successful in securing a favorable lease agreement for the practice.

3. REAP THE BENEFITS OF COMPREHENSIVE SERVICES AND SUPPORT

Working with a professional dental office lease negotiation firm is an eye-opener for most practitioners, as they don’t realize how much more they can be doing to optimize their practice. Professionals will not only identify landlord-set lease traps and negotiate the best deal for you, they will also provide a wealth of business planning and resources to improve your practice. Lease negotiation is a core function, but there is a wide spectrum of services that a lease negotiation firm provides, including insight from market research and data analysts, inside brokers, attorneys and ex-landlords. Whether designing asset protection terms, or leveraging emerging market trends to help you map out practice goals, your lease negotiator is backed by a team of experts who put all the pieces together and deliver a results-focused business solution for your peace of mind.

4. YOUR FUTURE SELF WILL THANK YOU FOR STRATEGY PLANNING NOW

Most dentists are naturally eager to build out the practice and open their doors; however, in their haste, they often fail to consider their mid-range and long-term goals. Dentists in your office often detail key aspects of your business, such as the ability to bring in associates or specialists, the conditions under which you sell the practice, obligations and restrictions for remodeling or expanding, etc., which is why the details within the lease should not be taken lightly. A skilled dental office lease negotiator will outline a comprehensive negotiation strategy that aligns with both your short and long-term goals, and takes the big picture into account—so your lease doesn’t hinder you as your progress in your career.

5. RELAX! SOMEONE ELSE WILL FIGHT YOUR BATTLES

Lease negotiations with a current or prospective landlord sometimes mean playing hardball, and some individuals are simply not comfortable with, or capable of getting tough and asking for what they want and deserve. But it’s not just about being assertive; you also have to know what the stakes are and how to best achieve the desired results. A lease negotiator acts as your own personal advocate to represent your best interests, and ensures that your leasing needs are being met. For example, as a dental tenant, you may not immediately appreciate the importance of addressing “relocation language” that prevents your landlord from moving your clinic, or the amendment of the “assignment” clause, preventing your landlord from taking 50% or more of your practice sale proceeds at transition time. Your negotiator, however, knows that strategy today will certainly pay off later, and that every word in your lease agreement can have major implications down the road.

Keep in mind that your landlord will draft a lease that benefits him or her, not you. In the landlord’s hands, continued on page 9
The typical patient rarely has time to call and schedule his or her next dental appointment. But remembering to schedule an appointment when it is outside of business hours shouldn’t hinder a patient’s ability to book with you. Fortunately, online appointment booking is available today through dental marketing software and website plugins, and the advantages can be measured easily.

MODERNIZING YOUR PRACTICE
Your patients have become more dependent on digital solutions since the rise of email and text message appointment reminders. This convenience has encouraged businesses to also offer online booking, helping to modernize their practice and evolve with the needs of their patients. You can add an online booking call-to-action button at the upper right corner of your website, on your Facebook page and within some or all of your email campaigns. It’s important to make the button prominent, and to add it to channels that are visited frequently by your current and potential patients. To measure the use of your online booking tool, you can record the following key performance indicators, or KPIs:
● Number of online bookings.
● Number of new patients from online bookings.

BECOMING MORE EFFICIENT
Online booking is also a great solution to decreasing phone calls to your practice, while still having appointments roll in. The average scheduling call takes about eight minutes.* Instead of being tied up on appointment phone calls, your front office employees can now focus on greeting your patients, marketing your practice, billing and insurance responsibilities, and more.
Offering in-office patients uninterrupted customer service will also help with word-of-mouth referrals and more positive reviews on Yelp. Your efficiency KPIs can include:
● Number of appointment booking phone calls.
● Number of 4+ star reviews on Yelp.

PERSUADING YOUR PATIENTS
A sales benefit of using an online booking tool is that you can display your complete list of services. This brings awareness to current and prospective patients of what your practice offers and does the job of upselling for you. While patients are scheduling their routine cleaning, they may see your teeth-whitening price and decide to add that on to their appointment. You can also add a promotion that gives patients a discount on any add-on service when booking online to further increase your potential revenue.
If you’re displaying your patient reviews on your website and Facebook, this additional persuasive tactic could attract new patients to schedule with you online. They can read real experiences from real patients and decide if your practice is the right place for their dental needs. Your KPI to measure persuasion could be:
● Number of online appointments that include service add-ons.

If you sync your online marketing strategies with your online booking tool, there could be many advantages for your practice. Make sure to pair specific goals to each KPI, so you can measure the success of adding online booking to your customers’ experience. For more information on marketing solutions for your dental practice, please visit go.demandforce.com/nysda. Demandforce is endorsed by NYSDA to help members grow their practices through better patient marketing. *http://www.dentistryiq.com/articles/2018/01/

Bolster Your Practice with Online Booking
In 2007, the New York State Dental Society partnered with Dental Lifeline Network

New York developed a Donated Dental Services (DDS) program to help people with disabilities or who are elderly or medically fragile and had no other access to dental care. The New York DDS program is similar to programs developed by Dental Lifeline Network in 43 other states. DLN volunteers provided almost $25 million in donated treatment in fiscal year 2016-2017.

Since inception, New York dentists and labs have donated over $9.3 million worth of comprehensive treatment for 1,570 vulnerable people.

<table>
<thead>
<tr>
<th>Donated Dental Services (DDS) Program Totals</th>
<th>7/1/17 – 3/31/18</th>
<th>7/1/16 – 3/31/17</th>
<th>7/1/16 – 6/30/17</th>
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<tr>
<td>Donated Treatment Value</td>
<td>$625,630</td>
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<td>$658,154</td>
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<tr>
<td>Donated Lab Value</td>
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<td>Average Value of Treatment*</td>
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<tr>
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</tr>
<tr>
<td>Participating Labs outside NY</td>
<td>13</td>
<td>11</td>
<td>15</td>
</tr>
</tbody>
</table>

*Average value is based on patients that have completed comprehensive treatment; does not include active patients, or patients who continue to receive ongoing care from their DDS volunteer.

The DDS program restores the oral health and often transforms the lives of the patients we serve. Like 70-year-old Edna, who lives in Manhattan with her grandson. Edna suffers from diabetes, asthma, sleep apnea, and ankle problems from an old work injury. In addition, her dental health had deteriorated: she had missing and decayed teeth, making eating difficult and causing pain. Edna was embarrassed of her dental condition and avoided smiling. She sought out help for her teeth but sadly, was unable to afford the recommended treatment plan. Formerly a social worker and probation officer, she is now retired and survives on her Social Security benefit and a workers compensation payment. Fortunately, the DDS program was able to help and a volunteer endodontist, prosthodontist, and general dentist came to her aid. Thanks to this generous team, Edna received thousands in donated treatment she could not access on her own. She wrote to express her appreciation for this amazing gift.

“(I have) deep appreciation and gratitude for all of the dentists’ time, sacrifice and work in restoring my smile again with such grace, kindness and professionalism, never making me feel any different from a paying patient. Thank you so much for making it all happen with your deep commitment, coordination and life changing benefits of the Dental Lifeline program. Thank you for caring and listening.”

For more information contact:
Madeline Lebron, DDS Coordinator
mlebron@DentalLifeline.org • 212.598.9000
or go to: DentalLifeline.org
the lease is a tool towards achieving financial flexibility and power. Your lease negotiator can convert a bad lease into armor to protect your assets, family and estate, and optimize the lease in your favor. He or she will negotiate the best terms and rental rates possible so that you, not your landlord, is in control of your financial future.

6. DO YOU SPEAK “LEGALESE?” WE DO!

Dental office lease agreements can be complex and lengthy, full of technical, legal jargon, and contain terms that aren’t tenant-friendly for the average business owner. Navigating the tricky and complex language is just one challenge; the bigger obstacle is identifying expensive traps and risks, and understanding what must be done to reduce or eliminate them. Most leases leave the tenant vulnerable to expensive penalties and inconvenient pitfalls that can have devastating effects on a career or practice. Before signing, it’s your responsibility to review the proposed terms. But how will you know what to look for? A seemingly innocuous statement may harm you down the road and, similarly, the absence of a key clause can leave you, your assets, your family and your practice exposed.

For example, did you know that you can be held financially responsible for the practice even after a sale or transfer of the lease? Or that you could be forced to bear the financial burden of a forced relocation? Dental office leasing professionals will review your lease and identify risky terms that have been intentionally buried or obscured by your landlord. The negotiator will use his or her skills to revise the lease to work in your favor—something an untrained professional simply cannot do.

This is one of the key differences between a professional dental office lease negotiator and a general commercial lawyer/attorney. While lawyers can be experts in contract management and negotiation, they often lack dental industry and real estate experience to produce a lease agreement that both protects and enhances the value of a dental practice. If you’ve retained an attorney, ask your lawyer how many dental office leases he or she has negotiated. Dental lease negotiators have specialized expertise in contract negotiation, dental tenant rights, practice optimization, and they understand the industry inside and out.

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Would you go to a mechanic to get your haircut, or a barber to fix your car? If the answer is no to both, why would you, as a dentist, handle your own lease negotiation? Gambling with the fate of your entire practice hardly seems worthwhile when you have a team of specialists just a phone call away. Some things are just better left to the experts!

Mr. Sabbah is a principal at Cirrus Consulting Group, a firm devoted to providing office lease negotiation and review services for dentists. Visit www.cirrusconsultinggroup.com, or call (800) 459-3413 for more information. Or contact Mr. Sabbah directly at asabbah@cirrusconsultinggroup.com.

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Mr. Sabbah is a principal at Cirrus Consulting Group, a firm devoted to providing office lease negotiation and review services for dentists. Visit www.cirrusconsultinggroup.com, or call (800) 459-3413 for more information. Or contact Mr. Sabbah directly at asabbah@cirrusconsultinggroup.com.

For example, did you know that you can be held financially responsible for the practice even after a sale or transfer of the lease? Or that you could be forced to bear the financial burden of a forced relocation? Dental office leasing professionals will review your lease and identify risky terms that have been intentionally buried or obscured by your landlord. The negotiator will use his or her skills to revise the lease to work in your favor—something an untrained professional simply cannot do.

This is one of the key differences between a professional dental office lease negotiator and a general commercial lawyer/attorney. While lawyers can be experts in contract management and negotiation, they often lack dental industry and real estate experience to produce a lease agreement that both protects and enhances the value of a dental practice. If you’ve retained an attorney, ask your lawyer how many dental office leases he or she has negotiated. Dental lease negotiators have specialized expertise in contract negotiation, dental tenant rights, practice optimization, and they understand the industry inside and out.

Would you go to a mechanic to get your haircut, or a barber to fix your car? If the answer is no to both, why would you, as a dentist, handle your own lease negotiation? Gambling with the fate of your entire practice hardly seems worthwhile when you have a team of specialists just a phone call away. Some things are just better left to the experts!

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FOR SALE

BRENTWOOD & HICKSVILLE: Dental practices for sale separately or combined. Brentwood office: High-volume, grossing $1.4-$1.6M. High profit, 5 ops; computerized; digital Pan, digital Kodak X-ray, iLeo scanner, laser N2O. Great location in medical center directly in front of railroad. All phases of general dentistry, Invisible, implants, etc. Asking $1.1M. Smooth transition; owner planning to retire. Hicksville office, located behind Sears on Route 107 in medical building. 2 ops, Pan, digital X-ray, N2O. Grossing $80K. Satellite office operating 2 half days. Asking $50K. Inquiries to: manila@patelny.com, or call (516) 242-6154.

BROOKLYN, PARK SLOPE: Dental office for sale. High-end, FFS practice one block from major transportation. 1,600 square feet; sheet level with full basement. Great location; good lease. 5 operatories, separate X-ray room with digital X-rays and digital Pan. Fully computerized with computers in every room. Digital intraoral cameras in all operatories. High gross; over $1M. High-production hygiene department with 2 hygienists. Perfect for new dentist or moving your established practice. Respond with patience@yahoo.com.


UPSTATE: Elderly dentist retiring from general practice in upstate college town. If interested in moderately well-equipped office, please call (607) 432-1022 or (607) 432-2161 and leave message.


SARATOGA COUNTY: Well-established general cosmetic practice and building for sale. Located 14 miles from beautiful Saratoga Springs. Ideal for doctor looking for New England lifestyle. Quick drives to the mountains, lakes and rivers. Great schools. Collecting $600K on 3.5 days with 30+ hours hygiene. 5 ops, staff lounge and parking lot. Contact: practiceforsale01@gmail.com.

BROOKLYN: Sunset Park. Active practice; mostly FFS. Modern, digital (Dentrix), paperless since 2004. 4 fully equipped rooms and CBCT with Pan and Ceph. Room for expansion. 10-year lease at reasonable rent. Looking for well-rounded dentist to take over practice. Excellent opportunity not to be missed. For more information: nydds20@yahoo.com.


SOUTHERN QUEENS: Orthodontic practice for sale. Long-established part-time orthodontic practice, plus income-producing investment property. 3-year average gross $300K from practice. Owner retiring. One-of-a-kind opportunity in unique situa-tion. Contact: djyortho@gmail.com.

BUFFALO/SOUTHERN TIER: Long-standing general practice collecting $1.5M/year and growing. Brand new, state-of-the-art, fully digital, 7-operatory 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 Carey at (585) 451-5898.

LONG ISLAND SUFFOLK SHORE: GP with 4 ops in free-standing office on main road. FFS with some insurance; digital X-ray in 1,090 square feet with full parking lot. Real estate available and includes second-floor tenant if interested. Seller willing to hold long-term lease. Ortho, Pediatric, Oral Surgery, Perio and implants all referred out. Seller willing to help with transition. Please contact Henry Schein Professional Practice Transitions Consultant Michael Apalucci at (718) 213-9386, or email: michael.apalucci@henryschein.com. #NY228.

SYRACUSE: Eastern suburbs. General practice with 4 ops, A-Dec equipment, Dentrix, digital. Stand-alone building with plenty of parking also for sale. FFS and insurance mix. Located near main highways. For more information, contact Henry Schein Professional Practice Transitions Consultant Donna Bambrick at (315) 430-0643, or email: donna.bambrick@henryschein.com. #NY1190.


ONEIDA COUNTY: Terrific opportunity. Well-established practice in urban community. Converted residence; ample parking, busy main street with professional businesses. Five operatories, Dentrix, Dentsply and experienced staff. Real estate available but not required for sale. Contact Henry Schein Professional Practice Transitions Consultant Marty Hare at (315) 263-1313, or email: marty.hare@henryschein.com. #NY219.
Need Help With Retention, Recall and Reactivation?

Then contact CareCredit to get the free educational paper by Sandy Pardue, director of consulting with Classic Practice Resources. This paper will share insights on how to:

- retain more patients by building good patient relationships
- keep patients coming back with an effective recall system
- use a once-a-year reactivation campaign to deliver a consistent flow of patients who have not been to the practice for a longer period of time

Patients want to be healthy and to make the right decisions for their oral health. But they often need financial options. When patients know there is a financing solution available, more can get the care they need without delay.

To receive this paper, or for more information, contact CareCredit today at 866-246-9227 or visit www.carecredit.com
LONG ISLAND PRACTICES FOR SALE:

NASSAU: Perio practice, 7 operatories, all digital. Grossing $772K. NY222.

NASSAU: General practice, 3 operatories, all digital. Grossing $446K. New.

SUFFOLK: General practice, 5 operatories, all digital, Panorex. Grossing $627K. NY199.

SUFFOLK: General practice, 3 operatories, all digital. Grossing $595K. NY199.

SUFFOLK: General practice, 4 operatories. Grossing $218K NY222.

Contact Scott Firestone, DDS, Henry Schein Professional Practice Transition Consultant.

Email: scott.firestone@henryschein.com; Phone: (516) 459-9258

SYRACUSE: Unique general practice opportunity. $1.4M annual collections with strong hygiene revenue. 8 fully digital and beautifully updated operatories and 2,500 active patients. Seller willing to stay for transition. Incredible real estate property available for purchase as well. Make more than you ever could on an associate after debt service while also enjoying wonderful quality of life. Please call or email Dr. Jonathan Carey at (585) 451-5899; or jcarey@paragon.us to find out more.


SYRACUSE SUBURB: General practice for sale. $750K collections on 3.5 days/week. 54% overhead in 2017. Growing community with busy, streetfront location. Very modern, clean office with updated technology. Very motivated seller will consider all offers. Please reply to: syracusegeneraloffice@gmail.com.

CAPITAL DISTRICT: Modern practice for sale. Grossing $600K on 3.5 days/week. All digital including ScanX and Dentrix. On main road with ample off street parking. Good hygiene practice with recall program. Building available to include in sale. Will stay to introduce. Email: barbegg14@gmail.com.

SYRACUSE: Great opportunity to own your own practice. 30-plus-year practice with great, loyal patients. PPO and cash practice. Doctor has been working 2 days/week, potential to expand. Seeking great doctor to take over. Strong hygiene department. Hygienist and office manager willing to stay. Located on second floor of multi-rise building in Syracuse with garage parking. 3 operatories and Xray room (potential for 4th operatory). Patterson Eaglesoft and digital Schick sensor. Digitalized Panorex Planmeca Proline Xc. 3 X-ray units, including Gendex GX-770 and new Panoray Panorex unit. Waiting room, small laboratory, staff room, and staff and patient restrooms. Excellent opportunity for right person at low cost. Asking $355K for all except waiting room chairs. Doctor moving on to specialty training. Looking for someone to take over by June 2018, but flexible. Contact Nancy or Dan via email at: workprint450@outlook.com.

DUTCHESS COUNTY: Growing storefront office. 1,600 square feet; four ops. Clean, modern, digital X-rays, 90 miles north of NYC. Growing $1.4M with 50% net. Large percentage of HMO and Medicaid. Associate doc will stay. Long-term lease, low rent and overhead. Inquiries to: explorerone@gmail.com.

FINGER LAKES/SOUTHERN TIER: Family practice for sale in upstate NY village. Serving patients from Ithaca to Binghamton. Long-term, 3-generation practice established in 1919. Great setting with ops overlooking the river. Located within village just steps away from restaurants, shops and River Walk. Average gross $786K/$795K. Four-day workweek, plus 10 weeks vacation annually. Asking one year’s net but ready to negotiate any reasonable offers. Owner ready to retire but will stay for transition. Building available for rent or purchase and includes apartment with $1,100/month rental income. Inquiries to: skidentist@aol.com.

DUTCHESS COUNTY: Home office combo, plus rental cottage and 12-car heated garage. Positive cash, low, low taxes. Buy the property on 4 acres and get the $200K practice for free. 1,200square-foot modern office with all the goodies. Updated equipment, digital laser, etc; FFS; no insurance. House is Edwardian 1860s with character and many upgrades. 4 beds, 3 baths, approximately 4,000 square feet. Retiring and moving out of state, but willing to stay for easy transfer. Priced at $849K. Seller willing to hold paper. Come visit, you’ll want it. Contact: smyledocs51@gmail.com, or call (845) 855-3807. No brokers.

MIDTOWN: Dental practice for sale. Established FFS practice. Excellent lease terms; 3 ops, large waiting area and office area. Practice operates 2-3 days/week max. Room for growth. $500K+ gross; excellent net/gross ratios. Great starter practice. Inquiries to: hirendental@cosmeticdentistry.net. Please indicate “Dental Sale” in subject line.

MANHATTAN: $1.1M gross. Storefront; Mixed insurance, busy practice. Office equipped with 8 operatories with room for growth. Most specialty work referred out and office does little to no marketing. Seller would remain for lengthy transition. Asking $775K. Please contact Dr. Ronald Nemeroff at (212) 223-2844; or email: rmnllc47@gmail.com. Visit our website at www.rmndentalbrokers.com for more information.

MANHATTAN: Upper East Side space equipped with 4 operatories with room for expansion. Great opportunity for someone in need of moving current practice to new location. Professional co-op building requires 25% down for purchase. Asking $1.5M. Please contact Dr. Ronald Nemeroff at (212) 223-2844; or email: rmnllc47@gmail.com. Visit our website at www.rmndentalbrokers.com for more information.

WESTCHESTER: $280K gross PPO practice equipped with three operatories in 1,500-square-foot office. Practice has approximately 800 active patients and sees about 8 new patients per month. Seller nets over 40% of revenue. Practice is computerized. Asking $220K. Please contact Dr. Ronald Nemeroff at (212) 223-2844; or email: rmnllc47@gmail.com. Visit our website at www.rmndentalbrokers.com for more information.

BRONX: $800K gross. Long-established PPO storefront practice. Office is equipped with 5 operatories and plumbed for 6. Practice sees over 15 new patients per month and has 6 days of hygiene. 10-year lease at $4,500. Practice is computerized. Asking $220K. Please contact Dr. Ronald Nemeroff at (212) 223-2844; or email: rmnllc47@gmail.com. Visit our website at www.rmndentalbrokers.com for more information.
PARAGON Practice Transitions

“We Put the SUCCESS in SUCCESSion”

WESTCHESTER COUNTY: Southwest. Great merger opportunity. 800 active patients. Immediate ROI.

THOUSAND ISLANDS/ADIRONDACKS: Associate/partner available in growing, busy, 2-doctor practice with 7 ops. PENDING.

SOUTHWEST BROOKLYN: GP with associates/specialists; $1,4M/year. PENDING.

ROCHESTER: Parks. Partnership opportunity in growing suburb; $1,2M/year. PENDING.

FINGER LAKES: $300K/year, part time, 4 ops. PENDING.

SOUTHERN NASSAU: $350K/year. Dr. ready to move. Perfect location. PENDING.

MID NASSAU (Perio): $400K/year part time, perfect starter or associate/partner. PENDING.

EASTERN SUFFOLK: 3 ops; digital; $500K/year. PENDING.

WESTERN SUFFOLK: $1.4M/year; 6 ops. PENDING.

ITHACA: $1.3M/year; 8 beautiful ops; 2,500 active patients. PENDING. 

SOUTHWEST BROOKLYN: PENDING.

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

PUTNAM: $350K/year; 700 active patients, located on main road, sale or merger. PENDING.

RIVERDALE: $900K gross. PPO and FFS long established practice. Practice equipped with 4 operatories with additional room plumbed situated in a 1,600 square foot office. Seller owns real estate and would like to sell as package. Practice sees approximately 20 new patients per week. Asking $1.1M for both practice and real estate. Practice is computerized. Asking $220K. Please contact Dr. Ronald Nemeroff at (212) 223-2844; or email: rnmnllc47@gmail.com. Visit our website at www.rmndentalbrokers.com for more information.

ANNUAL HIRE: Experienced assistant needed to work part-time in busy, state-of-the-art practice. Travel to/from practice is needed. $45K/yr. Contact Stanton Kensinger to learn more.

RIVERDALE: Office is equipped with 7 operatories and fully computerized. Seller would like to transition for approximately 5 years. Ideal for buyer with a small nucleus of patients. Please email a copy of CV and call us at the office if you are interested.

(212) 223-2844.

CLIFTON PARK: 5 treatment rooms in 1,672 square feet, plus shared lobby and 2 restrooms. Designed for dental office space located in high-traffic area on Route 146 in central commercial/professional area. Reception, business office, lab, sterilization room, X-ray room, private office, staff bathroom and patient bathroom. Modern decor, excellent floor plan. Plumbed for compressed air, suction and water lines. Separate utilities. High-traffic area in central Clifton Park near entrance to Shenendehowa. Offices of every dental specialty, general practices and medical offices within ½ mile radius. Lease available for 1 to 5 years. Additional terms to be negotiated. $2,350/month includes all building and grounds maintenance and services. Tenant pays utilities costs with separate metering. Property description at: www.propertieslimited.net. Contact Stephen Dauke by email: crdn102024@comcast.net, or call (518) 527-1629.

WHITE PLAINS: Modern, state-of-the-art offices available in large office with reception. Available FT/PT. Turnkey. Rent includes digital radiology with pan, equipment, Nitrous, all disposables. Startup or phase down. Need a satellite or more space? Upgrade or down size. Please call (914) 290-6545, or email: broadwayd@aol.com.

FOR SALE

FINGER LAKES: $300K/year, part time; 4 ops. PENDING.

NASSAU: $2M gross. Long-established prosthesis practice. Office is equipped with 7 operatories and fully computerized. Seller would like to transition for approximately 5 years. Ideal for buyer with a small nucleus of patients. Please email a copy of CV and call us at the office if you are interested.

(212) 223-2844.

ULSTER COUNTY: $350K gross. Long-established, mixed insurance office. Practice is run absentee; great growth potential. Office currently nets approximately $150K. Practice equipped with 3 operatories, with an additional room plumbed. Seller on month-to-month lease and would like to sell or provide long-term lease. Practice sees approximately 15 new patients per month. Asking $310K. Please contact Dr. Ronald Nemeroff at (212) 223-2844; or email: rmn@rmn.com. Visit our website at www.rmn.com for more information.

QUEENS: $370K gross. Mixed insurance, extremely busy solo practitioner practice. Computerized and equipped with 3 operatories. Seller owns real estate and would either sell as package or provide long-term lease. Practice sees approximately 15 new patients per month and has extremely active hygiene schedule. Asking $310K. Please contact Dr. Ronald Nemeroff at (212) 223-2844; or email: rmn@rmn.com. Visit our website at www.rmn.com for more information.

NASSAU: $2M gross. Long-established prosthesis practice. Office is equipped with 7 operatories and fully computerized. Seller would like to transition for approximately 5 years. Ideal for buyer with a small nucleus of patients. Please email a copy of CV and call us at the office if you are interested.

(212) 223-2844.

NYSDA NEWS / MAY 2018
MANHATTAN: Seeking OMFS with small practice to join longes-
tablished, newly built, state-of-the-art OMFS office located on Park
Avenue. Clear path to partnership. Inquiries to NYSDA Box# MY-101
via email: info@nysdental.org. Please include Box # in subject line.

BROOKLYN: Canarsie. Dental office for sublet. Prime corner
location in Canarsie. Fully equipped, turn-key situation. GP or
specialist. Ideal for recent grad or seasoned practitioner. Up to 4.5
days per week available. 700 square feet. Street level, 2 large
operators, large reception room, business office, lab, darkroom
and bathroom. Basement storage and alarm system. Enough space
for future addition of 3rd operatory. Near public transportation
and Belt Parkway. Possible future purchase of long-established
private/FFS practice. Inquiries to [917] 589-1583, or email:
doctornl97@gmail.com.

TRIBECA: Modern office available June 1. Prime location.
Open concept, first floor office with high ceilings and wood floors.
No construction needed. View of World Trade Center, accessible by 1,
A, C, E trains. Basement storage area and small lab. 3 chairs
already installed. HVAC mounted, tall windows. All you can ask for
in this rare opportunity. All dental equipment negotiable. Inquiries to:
tribecadental@gmail.com, or call (212) 245-4234.

MANHATTAN: Brand new dental office available FT/PT in upscale
specialty office. 2 blocks from Grand Central. New equipment; CBCT avail-
able, internet access. Elegant office; windowed operatory; 24/7 building
with M/F concierge. Front desk space included with rental. Separate handi-
cap accessible patient and staff lavato-
ries included. Cognental environment.
Only dental specialists need apply.
Reasonable rent. Must see to appreci-
ate. Inquiries to: rjdssbl208@gmail.com,
or call (212) 685-8200.

WESTERN SUFFOLK COUNTY: Ideal location. Less than 2.5
miles south of Long Island Expressway and less than 2.5 miles north of South-
ern State Parkway. Adjacent to Deer Park High School. Immediately available medi-
cal/dental/professional space of 1,437 square feet. Vacant suite has
private rear entry office and half bath.
2 waiting rooms; second half bath, 6 op-
s, reception/nurse station and lab
Full basement with easy access to
plumbing and utilities. Favorable lease
terms and possible lease to buy option.
Contact Alex Tamuk at [631] 334-
6554; email: aptamul@gmail.com.

SOUTHERN DUTCHESS COUNTY: Professional building. 25 years old;
close to Town Hall. Two large dental
suites, one currently leased and 1 one
available for lease with option to buy.
Other professional use also consid-
ered. Has been dental office location
for over 50 years. Brick building.
Has been dental office location
for over 50 years. Brick building.
Low 70's on Fifth Avenue facing Central
Park. Inquiries to: midtowndentaloffice2013@gmail.com; or call
(212) 288-0611.

MIDTOWN EAST: 1-2 fully equipped operatories available FT/PT
in recently renovated office on 56th Street and Lexington Avenue.
Ambulent cabinet space. Interchangeable rights/lefthanded dental
chair. Brand new instrumentation, Focus Xray and NSK Electric unit
and digital Pan available. Ultrasonic scaler. 24-hour building
inquiries to: midtowndentaloffice2013@gmail.com, or call
[917] 455-4324.

VALLEY STREAM: 4 operators already set up from previous
practice. Shared waiting room and nurses’ station with Podiatry
practice of 37 years. Corner house, exposure on main route in
Valley Stream, Long Island. Contact: (516) 825-5552.

MANHATTAN: Low 70’s on Fifth Avenue facing Central Park.
Three operatories available with separate front desk/business
office. Laboratory, kitchen and private office to share. Elegant
office and reception area. Inquiries to: floydbray@gmail.com; or
call (212) 288-0611.

FOREST HILLS GARDENS: NYC. Dental office available for
immediate occupancy on street level. Great foot traffic; easy
access to MTA E/F/M/R, as well as UPR: $3,850/month.
Space includes waiting room, 3 treatment rooms, 2 bathrooms,
private office, 2 lab areas. Offered by Terrace Sotheby’s
International Realty. Inquiries to [718] 268-1045; or email:
Shelton.stivelman@terrace.sothebysrealty.com.

FLUSHING: Main Street dental office for lease. Best location at
downtownnoonflight traffic, busy area. Close to #7 subway and public
transportation. 3 ops, Pan and Ceph, lab, sterilization. Good for GP or specialist. Contact: hongjie_e@yahoo.com; or
at (917) 238-9636.

MANHATTAN: Midtown East. Spacious, 1-3 fully equipped oper-
atories available in Class A building. Recently renovated with
modern facilities, including Panorex and CT, Pelton Crane chairs
with massage capability. Can accommodate handpieces with
overhead TV and 6’ clock TV, plus more. Doctor’s office also
available. Inquiries to: nycmidtownoffice@gmail.com.

SERVICES

TAXES: Your office, business or personal. Specialty dentists.
Personable CPA. Call Stuart A. Sinclair, CPA, at (516) 935-2086.
Visit our website: www.dental-services.com, or e-mail:
sincorporatedc@gmail.com. Offices located at 1120 Old Country Rd.,
Plainview, NY 11803.

DENTAL PRACTICE SALES & PURCHASING: 3PercentDental.
com is dental practice brokerage service with very simple goal:
helping you sell your dental practice without the standard 8% to
10% commission typically charged. We charge just 3.99% com-
mision – a fraction of what other brokers charge! We charge
absolutely nothing to sell your real estate. Are you buying? Pay us
absolutely nothing. That’s correct. Our brokerage services are FREE
to buyers. Dentists are beginning to refer to 3PercentDental.com as
the Costco of dental practice brokers. We are very proud of that
fact. Please visit us at www.3PercentDental.com to see our current
practice listings.

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1992. “Ballpark” and “Pioneer” editions for buyers, sellers, estate
planning, mediation, partnership, general and specialty practices.
Created by experienced practice appraisers and brokers. For
details and brochure, please contact Polcari Associates, Ltd. (800)
544-1297, email: icoll@polcariaassociates.com. Visit online: www.
dentappraise.net.

OPPORTUNITIES AVAILABLE

NEWBURGH: Pediatric dentist for maternity leave coverage
and FP Associate. Seeking energetic pediatric dentist with passion
for high-quality dentistry, excellent chairside manner and communi-
cation skills and great work ethic for maternity leave coverage 4
days/week in September, with the option to stay on as associate 1-
2 days/week. Would like the right candidate to start in August
1-2 days/week to acclimate to the office. Our office is a brand
new pediatric dental practice, fully equipped with four operators,
located only 1.5 hours from NYC. Open one year but growing
fast. Practice is insurance and FFS-based and privately owned by
the practicing doctor. If you love what you do and seek to grow
into a practice, don’t hesitate to email your resume to learn more
details: dr.blairpedo@gmail.com.

For further information about NYSDA Endorsed Programs, call Michael Hermann at 800.255.2100.
CENTRAL NEW YORK: Seeking full-time or part-time associate for high-quality, multi-specialty general practice in beautiful Central New York near Syracuse. Competitive compensation; 401(k) plan, digital radiography. Contact: (315) 317-0125; or email: sacks5@aol.com.

BROOKLYN: Seeking NY-licensed oral surgeon for general dentistry practice in Clinton Hill neighborhood. One day/month to start, with opportunity to add more. We have growing patient base with oral surgery needs. Inquiries to: itotegd@gardendentalartsny.com; or text/call: (224) 425-0443.

PENN YAN AND GENEVA: In partnership with North American Dental Group, Eves Family Dental group is transforming the dental experience. A full time position begins with flexibility. Caring and understanding are at the core of this transformation. Complete care for our customers, caring for one another, and caring for the work we do. It is our foundation, and it will define us now and in the future. As we grow, we seek to be best-in-class in every aspect. To achieve that goal we have developed a guiding principle called “Every Patient, Every Visit.” Every Patient, Every Visit means that every patient’s total health care needs are met in every visit. It’s an uncommon approach. But, that’s what separates North American Dental Group and Eves Family Dental from other dental practices. If this approach aligns with your goals, we would love to speak to you about our opportunities at Eves Family Dental in our Penn Yan and Geneva locations. These select locations include sign-on bonus up to $50K and stock incentive. Please contact Carrie Williams at (717) 839-3790, or email: williamscoal@naddentalgroup.com.

CAPITAL DISTRICT AREA: Associateship with partnership potential. Busy, mature practice 20 miles south of Albany. Friendly staff, appreciative patients. 2-4 days/week. We need a new team member! Please send cover letter and resume to: skandent@yahoo.com.

BURLINGTON VERMONT AREA: Partnership/ownership opportunity in FFS $3.1M-run practice. High income/profit potential. Top 1% of private practices in the nation seek additional owner in main practice. Pay off dental school debt quickly. Email inquiries to: peggy@highpeaksdental.com.

MANHATTAN: Seeking OMFS with small practice to join long-established, newly built, state-of-the-art OMFS office located on Park Avenue. Clear path to partnership. Inquiries to NYSDA Box # MY-101 via email: info@nysdajdentals.org. Please include Box # in subject line.

BROOKLYN: Seeking FT associate with potential for partnership in high-quality general dentistry private group practice. Generous compensation plus bonus opportunities. Benefits include medical, malpractice, 401(k) and more. Community is home to minor league baseball and hockey, hiking, snow skiing, Broadway theater, Binghamton University and SUNY Broome County. Send CV to: bingdentist@hotmail.com.

ORANGE COUNTY: Montgomery, NY. Seeking GP associate for FT position in very busy, well-established FFS practice. We are committed to excellent patient care and seek individual who will treat our existing and growing patient base like family. Modern facility. Most up-to-date technology, including 3D iCat imaging and Trios scanning. Must have great communication skills, be proficient in all areas of dentistry and be comfortable treating children. Office conveniently located ½ mile off I-84 at Exit 5; 45 minutes from Waterbury. Competitive compensation will be discussed upon interview. Resume and CV to: drsql1@aol.com.

MANHATTAN: Seeking General Dentist. Upscale Manhattan group losing one of our general dentists to graduate school. Smooth transition anticipated. Please have clinical experience in the private quality care environment. Excellent clinical and people skills required, as well as motivation and ability to work in a team. Please respond with CV to: jckent@aol.com.

SYRACUSE AREA: General dentist in well-established, quality care, FFS general practice in CNY Finger Lakes area. Office has up-to-date technology, CBCT, CEREC and more. Immediate opening for full time or part time. Opportunity for qualified recent graduates of dental school, residency programs or an experienced general dentist. Please call (315) 685-7162; or email: skandent@gmail.com. Inquire to Office Manager Lee Turner for application submissions or further information.

FINGER LAKES AREA: General dentist associateship available in small city south of Finger Lakes area. Modern office, great working environment and wonderful supporting staff. 34 days per week. Guaranteed $700/day, or 30% production, with additional benefits. Please email resume to: fingerlakenydentalstaff@gmail.com.

SYRACUSE AREA: General dentist in well-established, quality care, FFS general practice in CNY Finger Lakes area. Office has up-to-date technology, CBCT, CEREC and more. Immediate opening for full time or part time. Opportunity for qualified recent graduates of dental school, residency programs or an experienced general dentist. Please call (315) 685-7162; or email: skandent@gmail.com. Inquire to Office Manager Lee Turner for application submissions or further information.

BURLINGTON VERMONT AREA: Partnership/ownership opportunity in FFS $3.1M-run practice. High income/profit potential. Top 1% of private practices in the nation seek additional owner in main practice. Pay off dental school debt quickly. Email inquiries to: peggy@highpeaksdental.com.

CAPITAL DISTRICT AREA: Associateship with partnership potential. Busy, mature practice 20 miles south of Albany. Friendly staff, appreciative patients. 2-4 days/week. We need a new team member! Please send cover letter and resume to: skandent@yahoo.com.

BURLINGTON VERMONT AREA: Partnership/ownership opportunity in FFS $3.1M-run practice. High income/profit potential. Top 1% of private practices in the nation seek additional owner in main practice. Pay off dental school debt quickly. Email inquiries to: peggy@highpeaksdental.com.

CAPITAL DISTRICT AREA: Associateship with partnership potential. Busy, mature practice 20 miles south of Albany. Friendly staff, appreciative patients. 2-4 days/week. We need a new team member! Please send cover letter and resume to: skandent@yahoo.com.

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of the find. One theory was that it was a statue created in the early 17th century by a Jesuit priest. State geologist James Hall said it was an ancient statue, while others truly believed it was an ancient man from the race mentioned in the Old Testament. Thousands of people flocked to Newell's farm to view this purported archaeological phenomenon. Hull and Newell were making a fortune from ticket sales.

Hull soon decided to sell his interest to a consortium of five wealthy Syracuse businessmen, headed by David Hannum. Dr. Westcott was one of these investors. A spectacle ensued as P.T. Barnum offered to purchase what by then was known as the Cardiff Giant. When Hannum and Westcott’s group spurned Barnum’s offer, Barnum decided to make his own giant. A lawsuit followed, which eventually led to Hull confessing to the press on December 10, 1869, that the Cardiff Giant was a hoax. The petrified man can be found today in the Farmers’ Museum in Cooperstown, where it has been since the museum purchased it in 1947.13

A GREAT MAN FELLED

During his life, Westcott had been known as a man of strong will and countenance, constantly writing and experimenting in an effort to bring pride and grand stature to his beloved profession of dentistry. However, by 1871, his health began to decline. It was thought that a trip to Europe could be a cure for his poor health. But the trip did not restore his well-being, and Westcott returned home absent of hope. His once sprightly frame and radiant smile were replaced with a bent posture and a face given to expressions of anxiety and pain.

The citizens of Syracuse and the international dental community were saddened to awake on a quiet Sunday morning, July 6, 1874, to the shocking news that Dr. Westcott had taken his own life by shooting himself through the neck. Dr. Amos Westcott was viewed by his contemporaries as a man who gave freely of his knowledge to his colleagues and a man of logic with an aggressive nature and immense energy. Today, we remember him with gratitude for laying the solid foundation for dentistry in New York State.

REFERENCES

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