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# QCDS Bulletin

PUBLISHED BY AND FOR THE DENTISTS OF QUEENS COUNTY

Volume 64 Number 4

July/August 2023

## QCDS Past Presidents Elected to NYSDA Leadership Positions for the New Year

By Marc Katz

Queens County Dental Society representatives are once again set to leave their mark on the New York State Dental Association. At the annual NYSDA meeting, held last month in Saratoga Springs, two QCDS past presidents were elected and sworn-in to leadership positions.

Dr. Prabha Krishnan, a Forest Hills periodontist, became president-elect of the organization and Dr. Mitchell S. Greenberg, a Kew Gardens endodontist, was installed as a trustee representing the Queens NYSDA component.

Also elected at the meeting was Dr. Anthony Cuomo of Westchester, president, and Dr. Maurice Edwards of New York City, vice president. NYSDA is composed of 13 component member districts, and in turn is one of the trustee districts of the American Dental Association. Under the tripartite system, QCDS members also belong to both NYSDA and the ADA.



NYSDA President Elect Dr. Prabha Krishnan.

NYSDA Trustee Dr. Mitchell S. Greenberg

Using a rotation system, a NYSDA president-elect—in line to become president the following year—is selected from each component once every 13 years.

“I am looking forward to meeting NYSDA members and component officers around the state during my component visits,” Dr. Krishnan said. “I will be asking for suggestions of what the membership would like to see NYSDA doing in the future. I will be sure to get back

to them with responses. I want to become their NYSDA contact person and their voice in Albany.”

In addition to her practice, Dr. Krishnan has been an attending and chief of periodontics of the Department of Dentistry at Flushing Hospital Medical Center since 1995 and has served as an associate clinical professor of the Department of Periodontics at the New York University College of Dentistry. Dr. Krishnan

—Continued on page 5

## World's Fair of Dentistry Scheduled for September 9-10

By Marc Katz

A popular tradition in the dental community—The Queens County Dental Society's World's Fair of Dentistry—will be returning this year on Saturday and Sunday, September 9 and 10.

One of the largest meetings of dental professionals anywhere, the gathering allows dentists and their staff to attend educational sessions—easily earning up to 16 CE credits—while being able to meet with scores of vendors, colleagues and the QCDS leadership. The conference also includes more than 50 valuable raffle prizes.

The meeting is scheduled from 8 a.m. to 5 p.m. both days at Terrace on the Park, 52-11 111 Street, Flushing. Registration—going on now through

—Continued on page 10



Recent World's Fair of Dentistry presentations have drawn increasingly larger attendance

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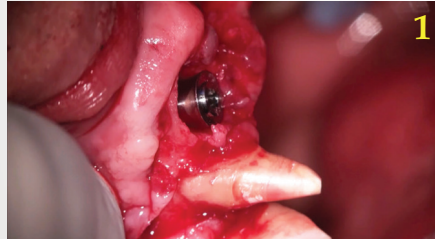
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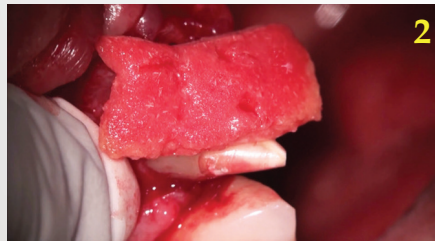
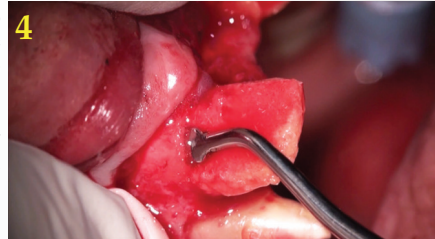
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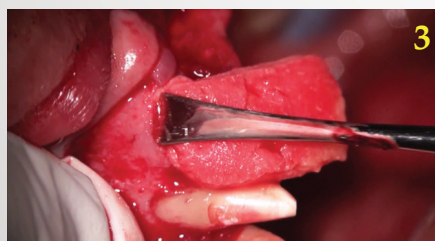
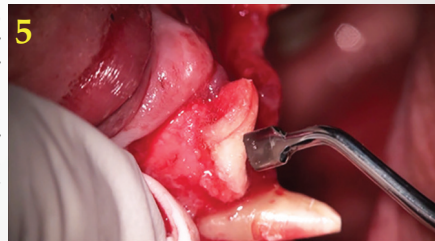
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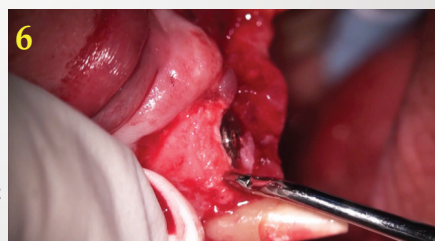
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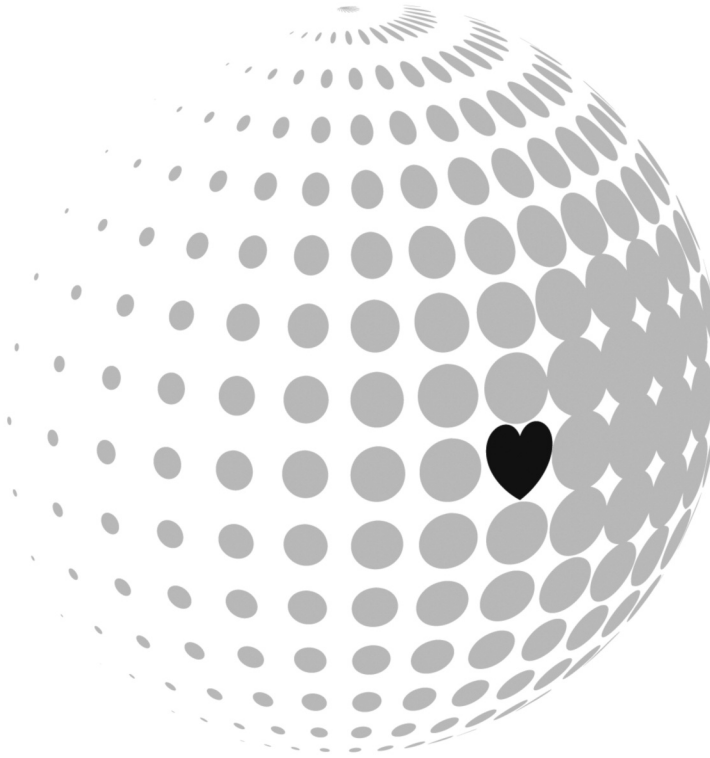
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The *Bulletin* is published six times a year, bimonthly. It is the official publication of the Queens County Dental Society. Neither the Society nor the *Bulletin* assumes responsibility for the points of view or opinions of its contributors.

Deadlines for manuscripts is six weeks prior to the date of publication. For example, the deadline for March/April issue is January 10th. All Submissions must be typed as a word document and emailed to [QCDSBulletin@gmail.com](mailto:QCDSBulletin@gmail.com).

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The QCDS Board of Trustees meets on the third Tuesday of each month (Except July and August) at QCDS Headquarters. For information about the Society, Call QCDS at (718) 454-1020.



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## From the President

[ajfdmd@gmail.com](mailto:ajfdmd@gmail.com)



## The Path to the Presidency

By Dr. Arthur Feigenbaum

After spending several years in a group practice as an associate, I embarked on the journey of opening a practice in Queens. It was a small two operatory office and I remember thinking to myself that it would be a first step to something greater.

That first step didn't just last a year or two as anticipated, but some 40 years. Forty years in a solo practice! The lack of a definite plan or strategy led to stagnation in realizing my goals. There are many good things about being your own boss—having to answer to nobody. There are also negatives. One of those negatives was the lack of interaction with my peers.

I decided to join the Board of Trustees of the Queens County Dental Society. It was more rewarding than I imagined. I befriended new doctors of many specialties. These friendships led to education, advice, referrals, and general awareness of the state of dentistry. I have remained on the Board for some 15 years now. Being on the Board of Trustees was so important to my growth in dentistry and as an individual. It is also important for organized dentistry to protect our profession. Don't take our profession for granted. There are forces out there that wish to harm us. There are many issues to be dealt with. Just now, there are bills in committee in both the senate and assembly making dental therapists legal in New York State.

Dental therapists are people not going to dental school licensed to do dental procedures. Don't you want your voice heard on important issues?

After spending years on the Board, I was asked to be on "the ladder." This is the process where each year my job was elevated, starting as historian until eventually becoming president. It is hard for me to imagine how far my career has evolved.

I have learned so much being on the Board. It has led to other leadership opportunities, as well. I Chair an important committee for the American Academy of Dental Sleep Medicine. I also became a Director of Dental Sleep Medicine for a large DSO.

We have all taken different paths to get where we are today—different specialties, types of practices, locations. Decision making is mandatory in our field. It is not a career for the indecisive.

The more informed we are, the better are our choices. We are all leaders.

I sincerely recommend that we should all consider being members of the Queens County Dental Society Board of Trustees. Feel free to send your resumes to QCDS. I especially encourage young dentists to become involved. I know many are busy paying off debt and building their careers, but we need to hear from you. Be heard. Give dentistry a voice!

*Don't take  
our profession for granted.  
There are forces out there  
that wish to harm us.*

## Past Presidents Elected to NYSDA Leadership Positions

*Continued from page 1*

had been a member of the NYSDA House of Delegates from 2010-2015 and again from 2020-2022, a NYSDA trustee from 2015-2019, a member of the Council on Dental Benefits from 2019-2022, the Council on Governmental Affairs from 2009-2015 and she served as the chair of the Council from 2012-2014, the Council on Membership from 2000-2009, and a member of the NYSDA House of Delegates Reference Committee in 2014.

Also active in the American Dental Association, Dr. Krishnan serves as the chair of its Council on Communications. She was also a member of the Diversity and Inclusion Committee of the ADA Board and was an ADA delegate from 2010-2015. At QCDS, Dr. Krishnan served as president in 2009.

### Mitchell S. Greenberg

Elected to a four-year term, Dr. Mitchell Greenberg will represent Queens County to NYSDA. "My goal," he explained, "is to be a liaison between NYSDA and QCDS. Members should

know that I am a resource. They should feel free to reach out to me with their ideas and concerns."

He said he plans to regularly bring back information to the QCDS membership from NYSDA. "There should be a free flow of information to our members in a timely fashion. I intend to do just that."

Dr. Greenberg served as the QCDS president in 2006 and currently serves as the organization's treasurer.

He is the past chairman of the NYSDA Council on Ethics. In addition to his private practice, he was an assistant clinical professor of post-graduate endodontics at Stony Brook University College of Dental Medicine for eight years. Dr. Greenberg is also a Fellow of the American College of Dentists, the International College of Dentists and the Pierre Fouchard Society.

The last QCDS member to lead NYSDA was Dr. Chad Gehani in 2011. Dr. Gehani, who went on to become president of the American Dental Association, is now the QCDS executive director.

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## NYSDA Report

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# Lessons Learned as NYSDA Vice President

By Dr. Prabha Krishnan, Vice President, New York State Dental Association

As I reflect on the past year in my role as NYSDA vice president, I am grateful for the opportunity to serve this great organization and the dental profession in the State of New York. This role has taught me many valuable lessons to grow both personally and professionally, and I am excited to share some of those insights with you today.

One of the most important lessons that I have learned is the importance of collaboration and teamwork. It is only by working together that we can advance the interests of the dental profession. As we face complex challenges in our profession, it is critical that we work together with other organizations, stakeholders and policymakers to achieve our goals. I have been inspired by the dedication and commitment of our members, and I am confident that by working together, we can overcome any challenges that come our way.

I have also understood the importance of advocacy and speaking up for the interests of our profession. This is one of the most important services we provide to our membership and the public. We need to be active and engaged in the political process, advocating for policies that support the dental profession and ensure that all New Yorkers have access to high-quality dental care. I am proud to say that our association has been at the forefront of these efforts, and we will continue to be a strong voice for the dental profession in the years to come.

Finally, I have learned about the importance of adapting to change and being nimble in the face of uncertainty. The past few years have taught us that we must be prepared to pivot and adjust our strategies as circumstances evolve. By being proactive and innovative, we can continue to meet the needs of our members and provide valuable resources and support to the dental profession.

We wish to thank our president, Dr. James Galati, our president-elect, Dr. Anthony Cuomo, and our new CEO, Greg Hill.

Mr. Hill brings extensive experience in the dental industry and a wealth of knowledge and leadership skills that will be invaluable to the growth and success of our organization. We are thrilled to welcome him aboard and are excited about the new opportunities he brings to the table.

Through my experience serving on the Council on Communications of the American Dental Association, I have a unique insight to many valuable lessons that I believe can benefit our organization and our members. It is important that we communicate with our patients and the public in a way that is easy to understand and relatable. This is essential for building trust and promoting oral health literacy.

As we continue to navigate the challenges of the dental profession, one important issue that has come to our attention is our membership numbers. While we have made great strides in advancing the interests of the dental profession and providing valuable resources to our members, it is clear that we need to do more to attract new members and retain existing ones.

*By being proactive and innovative, we can continue to meet the needs of our members and provide valuable resources and support to the dental profession.*



As we move forward, one of my top priorities will be to empower the new dentists who are entering the profession. I strongly believe that the future of the dental profession depends on the next generation of dentists and their ability to adapt to new technologies and patient needs. Therefore, we need to provide them with the necessary tools, resources and mentorship to help them succeed in their careers. We should also continue to promote diversity, equity and inclusion within our profession and identify strategies to promote greater inclusivity and equity.

Dental auxiliary workforce shortage is another concern facing our profession. In many areas of our state, dental professionals are facing significant challenges in recruiting and retaining qualified staff. We believe that addressing this issue will require a multi-faceted approach that includes increasing support for dental education and training programs, promoting the value of the dental profession to high school students.

As we gather to reflect on the past year and look ahead to the future, I want to take a moment to acknowledge the invaluable contributions of our organization's staff in helping us achieve our goals. Their dedication and commitment to our mission are truly remarkable, and I am constantly inspired by their passion and expertise.

I am committed to working collaboratively with our members and stakeholders to achieve our goals and ensure that the New York State Dental Association remains a leading voice in the dental profession.

Thank you for your continued support and trust in my leadership. I look forward to visiting all the 13 components, listening to your ideas and suggestions and, of course, working with all of you in the coming years.

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# How to Find Room for Philanthropy Despite Today's Challenging Times

*The 'philanthropic squeeze' hits when consumers face higher costs and lower investment returns*

By Peter J. Klein

We have all been feeling the squeeze as of late, and philanthropy is feeling it, too. The costs of things we buy, be it food or clothing or even entertainment (have you seen the price of a baseball game recently?), seem only to go one way—higher.

According to the consumer price index, eggs increased in cost by 60 percent at the end of 2022, compared to how much they cost in 2021. Other kitchen staples, including butter, margarine and flour increased in cost by 23 to 44 percent.

That's the first part of the "squeeze"—the other being that stocks, bonds and other assets have fallen. Economists blame inflation, pandemic remnants and supply-chain challenges.

We're left with two issues: the things we use the money for are increasing in cost, and the sources of money's growth (stocks, bonds, etc.) are declining—hence, the squeeze. The financial squeeze may make us reconsider donating to the causes we care about, but now's the time to keep giving. Giving back is not only the right thing to do, but it also feels good to know you are making a positive impact in the world.

Here are a few ways to find room for philanthropy, even in challenging economic times.

## Take a Closer Look at Your Finances

If you still need to, now's the time to evaluate your finances and see if there's anything excessive to cut. Donate funds to a charity of choice by creating (and sticking to) a reasonable budget.

Once you can set aside money to donate, consider automating a monthly contribution so you won't be tempted to spend the money elsewhere.

Depending on your economic situation, you may also consider contributing to a donor-advised fund (DAF). A donor-advised fund allows investors to contribute to a charitable fund while still keeping control over the assets. With these funds, donors get an immediate tax deduction, while controlling how to invest the assets (including stocks, bonds, mutual funds, Bitcoin and crypto, among others) and for which charities over time.

Contributing to a DAF during a high-income year is a great opportunity to both maximize your philanthropic efforts and charitable tax benefits. A DAF allows you to start small and encounter far less of the red tape that comes with private foundations. A DAF also does not mandate a certain cadence with respect to grants. In fact, the capital continues to grow tax-free (though it is no longer yours) until you and your family decide which nonprofits you would like to support.

## Make Donating a Family Effort

In September 2022, Patagonia's founder, Yvon Chouinard, transferred the company's ownership to two nonprofits fighting climate change. Patagonia estimates that \$100 million annually will go toward environmental efforts.

To plan and implement his legacy gift, Chouinard established a board of trustees and included his family in the planning process. When a donor's family understands the big-picture goal,

they'll likely want to support and contribute.

Donors who include their families in ongoing discussions about their intentions and details of the plan will find it easier to get them on board. Building fond memories of bonding over helping others will likely ensure a generational legacy and a smooth transition.

Not only can contributing to a nonprofit as a family create memories and a bond, but it also puts more resources in the same place. Instead of each family member donating to a different cause, multiple people support the same cause and create a more significant impact.

## Support Nonprofits In Other Ways

There are several ways to support nonprofits that don't cost money, but still make a big difference. Start by volunteering your time. Nonprofits need helping hands to get things done. With volunteers, they can carry out their mission. Look for volunteer opportunities in your area related to causes you care about.

Donate your unused miles or points to a specific charity or a cause. If you're not using them, consider donating your credit card points or rewards cash to nonprofits. Donating points means no tax deduction, but you don't have to open your wallet to support your favorite nonprofit.

If you're ready to spring clean or declutter your home, there are so many helpful ways you can donate items to organizations in need. From books and cell phones to computers and eyeglasses, there's someone who can benefit from it. Just make sure to get a receipt for tax deductions!

Contractors and business owners may also consider donating their services to help a nonprofit. Teaching a class, providing consulting or working on a project pro bono is a way to support a cause.

Finally, spread the word about your favorite nonprofits. If you're active online, share social media posts from the organization to boost awareness or drop a donation link into your next email newsletter. Sharing, talking about and engaging with charitable organizations does make a difference.

Donations to charities have been on a roller coaster these last few years due to the pandemic and the financial market, and these organizations are feeling the squeeze on both ends. As donors, it is up to us to help charities continue to fight for important causes as much as possible.

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# NYSDA Providing Substance Abuse Assistance for Dentists and Patients

Many patients are now abusing a diverse assortment of drugs. Both patients and dentists can fall prey to addiction to alcohol, prescription and illegal drugs.

Addiction can have a devastating impact on a dentist's ability to practice. Too many colleagues have lost their practices, their families and even their lives to addiction. All too often they fail to seek help due to fear that others will learn their secret. They do not realize that their colleagues, staff, families and patients may already know their secret.

The Queens County Dental Association is committed to aiding colleagues in addressing substance abuse and addiction. The New York State Dental Association's Committee on Substance Abuse and Well-Being provides a statewide network of dentist-peers who are available to assist members, their families and the dental office staff in addressing problems with drugs or alcohol and co-occurring mental health disorders. The Committee includes dentists who have experienced both the devastation of addiction and the effectiveness of intervention and treatment in their own lives. Funding is available for dentists who need in-patient treatment, but do not have the financial resources to get it.

Practicing a profession while impaired can result in a charge of unprofessional conduct. When speaking with Peer Assistance Coordinator Dr. Bob Herzog or any of the Committee's members, interactions are confidential and non-punitive. The Committee

never refers a dentist to OPD or any other agency. When a dentist's license is at risk, the Committee can help the dentist protect his or her license and privilege to practice through the New York State Education Department's Professional Assistance Program.

Anyone struggling with substance abuse or addiction can easily get help. Contact Dr. Herzog at 716-830-3055, Dr. Bernard Fialkoff at 718-229-3838 or Jacque Donnelly at NYSDA, 800-255-2100 ext. 250. Your call is confidential.

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# World's Fair of Dentistry Scheduled for September 9th-10th

Continued from page 1

August 30—allows for attendees to enroll for either Saturday or Sunday meetings, or both. There are discounted rates for ADA members, although non-ADA members are welcome as well. Registration can be made at the website for the event, [www.TheWorldsFairofDentistry.com](http://www.TheWorldsFairofDentistry.com), or by calling QCDS Executive Director Chad Gehani or Administrative Assistant Lucy Chabria at 718-454-1020.

"The World's Fair of Dentistry provides a great way to earn a year's worth of CE credits all in one place close to home, along with friends, colleagues and fellow practitioners," said former QCDS President Dr. Doron Kalman, who has chaired the event every year since its inception in 2013. Working with him are former QCDS Presidents Drs. Mitch Greenberg and Jay Ledner. Last year's event drew a large number of participants, and the organizers are expecting an even larger turnout this year.

"Many dentists attend every year," Dr. Kalman said. The event is open to all dentists, regardless of where their practice is located. In addition to Queens-based dentists, attendees are expected from throughout the five boroughs, as well as Nassau, Suffolk and Westchester counties.

Dr. Gehani said that "World's Fair attendance has grown significantly every year recently because of the improved quality of the speakers. We pay close attention to securing great speakers and the dental community has responded positively."

He said everyone should come "to learn the newest techniques in the field, such as artificial intelligence, digital dentistry and new dental materials and then use their newly acquired knowledge to better serve their patients."

## Saturday Presentations

"Modern Materials in a Digital Era" will discuss advancements in technology that have brought a wave of digital solutions from the laboratory to the clinic environment. With intra-oral scanners and new milling capabilities, there has never been a greater opportunity for dentists to control the restorative process while boosting productivity and maximizing patient comfort and convenience. Chairside workflow, including scanning, designing and milling a case will be demonstrated. Dr. Justin Chi, the speaker, is director of clinical technologies at Glidewell.



Dr. Justin Chi

"The Bioclear Method for Successful Class II Restorations," a presentation by Dr. Arthur R. Volker, who is in private practice and is also the owner of DigiDent Dental Laboratory, aims to give the practitioner insight into the Bioclear Method to aid in making the Class II direct composite restoration more predictable and successful. Participants will gain familiarity with preparation design and discuss composite options as well as determinants for matrix selection in the posterior, examine methods to improve interproximal contacts, and discuss the protocol for Bioclear direct composite injection molding.



Dr. Arthur R. Volker

"Buying, Selling or Closing a Dental Practice?" will review the top considerations to help make a smooth transition. Participants will learn to review the pros and cons of deciding between a startup versus an acquisition of an existing practice and touch upon the myriad of elements that come into play, ranging from financing and business development to patient demographics and everyday business matters such as employment contracts, insurance networks, professional liability insurance, and general operations. A question and answer period will follow the presentation. Al Anthony Mercado, Esq., the speaker, is downstate manager at Mercado MaySkinner and an attorney with MLMIC Insurance Company. He practices in the fields of medical and dental professional liability and healthcare law.



Al Anthony Mercado, Esq.

"Zero Bone Loss Concepts and Digital Workflow in Implant Dentistry" will be presented by Dr. Howard Ochs, an attending surgeon at New York Presbyterian Hospital. He also operates a private practice in Fresh Meadows. The lecture will be an informative and comprehensive discussion of Zero Bone Loss Concepts, and will delve into the fundamental principles of Zero Bone Loss and explain how it can be achieved through careful planning and execution of implant procedures. The discussion will explore the digital workflow in implant dentistry, which has revolutionized the way dentists approach implant treatments and will cover the various digital tools and technologies that have emerged in recent years, including 3D imaging, intraoral scanning, and computer-aided design and manufacturing (CAD/CAM) systems.



Dr. Howard Ochs

"The Keys to a Successful Transition" will discuss plans to buy or sell a practice, bringing on a new associate to manage growth or beginning a new associateship. Dr. Suzanne Ebert of ADA Practice Transitions™ (ADAPT) will share advice to help you plan for and achieve success. She will guide participants through the preparation process, helping you think through your goals and set reasonable, attainable expectations. Through this interactive session, you will learn how to prepare yourself and the practice for the change, build your transition team ahead of a sale, anticipate what incoming dentists want and expect, explore different transition and mentorship paths you may not have considered, how to find the right dentists for your practice and integrate them successfully, and retain staff and patients throughout and long after the process.



Dr. Suzanne Ebert

## Sunday Courses

"Producing the Best Crowns for 2023" will feature a talk by Gordon J. Christensen, the founder of the non-profit Clinicians Report Foundation (previously named CRA). Since 1976, he has conducted research in all areas of dentistry and published the findings to the profession in the well-known

CRA Newsletter, now called Clinicians Report. Are you placing the most acceptable crowns? PFM and cast gold alloy are nearly dead—unfortunately. Should you still be using them? Which are best crowns? Are the new "esthetic zirconias" as acceptable as the former full-strength ones? Are digital scanners mandatory and better than elastomers? Should you have a scanner? Techniques, materials, devices, and technologies related to crowns will be shown and discussed.



Dr. Gordon J. Christensen

"Ocean Derived Optimal Oral Health" will look at the oral care market, which has transformed drastically in recent years, with a particular emphasis on natural and biologically sustainable dental products that focus on preserving ecological balances in the oral cavity and are extremely beneficial in achieving good oral health. The innovative sea salt-based oral hygiene products generated organically from the heart of the ocean fall into this unique category. H2Ocean is the sole global leader in sea salt-based oral care patented products, containing natural minerals, red sea salt and lysozyme. Dr. Rajiv Saini, who will conduct the discussion, has done work in this sector, receiving worldwide recognition with over 170 peer reviewed papers published in scientific journals. He has addressed several scientific conferences and has completed a number of research studies.



Dr. Rajiv Saini

"Investing with a Fiduciary for Dentists" will be discussed by noted financial advisor Peter J. Klein, the CEO and founder of ALINE Wealth and president of the Claire Friedlander Family Foundation. He has built a career immersed in analytics and the science of investing and works to help clients align their finances with their values through philanthropy, navigating clients through family trusts, institutions, and non-profits. Discussion Topics will include current market conditions, the "New Regime" Investment Playbook, the wealth management process, the beauty of a Roth IRA, having a comprehensive wealth plan to guide you, and important wealth planning concerns for dentists.



Peter J. Klein

"Vertical and Horizontal GBR Using Tent Screw" will be discussed by Dr. Pilseong Kim, who has more than 30 years of experience in both surgical and restorative implant dentistry. He is currently on the faculty of the Periodontics Department at the UCLA School of Dentistry. He has also served on the faculty of the Periodontics Department at the Loma Linda School of Dentistry, Periodontics Department. He has been an advisory board member for many dental industry leading companies, including Medit and MedPark.



Dr. Pilseong Kim

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**Job Opportunity:** General dentist needed for our well-established practice, PT/FT with opportunity to become a partner/buyout. Minimum 4 years of experience in general Dentistry. Experience in implant dentistry and orthodontics. Send CV: woodhavendental-care@gmail.com

**Sale Opportunity!** Queens orthodontic practice on a main thoroughfare available for purchase at a bargain rate. Doctor's family relocating out of state. Digital pan/ceph, 3 chairs, steam autoclave,

dryclave, and all needed equipment and supplies are on premises. Patient mix of fee-for-service and insurance. Ideal for recent grads or doctors looking to add a location. Email brooklyn dentist@live.com or call/text 917-862-8169.

**Office For Sale:** General dental practice for sale. \$225K. Extremely unique opportunity, as this is and will be the only dental office on Roosevelt Island due to unique zoning laws! Ground floor office close to tram and F train (both Queens and Manhattan). Please contact dkny1962@rocketmail.com or 203-744-9581 for more information.

**Great Job Opportunity!** Dental practice for sale or office space for rent in Forest Hills/Rego Park area. Clean doorman building. Ideal for a satellite office for specialists or as a startup. 3 operatories with windows, waiting room and private doctor's office. Parking available, close to the subway. Please contact: 516-510-6471.

**Job Opportunity!** General dental practice located in Bayside, N.Y. is seeking P/T periodontist to join our team. We are currently looking for someone to start a few days a month. Please email unique1626@aol.com or call 718-423-1210.

**Great Opportunity:** Dental office for rent, no practice. Located on Fresh Pond Road in Ridgewood, Queens with street access. Two fully equipped operatories, with two x-ray wall mounted units, private office, waiting room, bathroom and back utility room. For more information contact: Dr. Pavlica at drdpavlicadds@gmail.com or mobile number 347-400-3382 between the hours of 2:00 p.m. and 9:00 p.m.

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