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QCDS Bulletin

PUBLISHED BY AND FOR THE DENTISTS OF QUEENS COUNTY

Volume 65 Number 2

March/April 2024

QCDS Installs Its New Officers at Gala Night of Celebration and Commitment

By Dr. Chad Gehani, D.D.S.

Nestled in the expansive and diverse borough of Queens, renowned for its mosaic of cultures and communities, the Queens Country Dental Society recently held its Dinner-Dance Gala, honoring the QCDS and the ICDE officers. The event encapsulated the values of diversity, ethical care, leadership, and service in the field of dentistry. Against the backdrop of the borough, the gala not only stood for these values, but also mirrored the spirit that defines Queens.

Queens, with its distinction as one of the most diverse urban areas in the world, served as a fitting canvas for the event, dedicated to inclusivity and unity. With a population of over two million residents, 800 languages spoken and a kaleidoscope of ethnicities co-existing harmoniously, the borough is a prime example of the impact that thoughtful oral health care can have on such a large and diverse community, noted Dr. Rekha Gehani, the former chair of the New York State Board of Dentistry and chair of the American Dental Association's Council on Dental Education and Licensure.

The Queens County Dental Society is an organization dedicated to the improvement of the public's oral health, represents the values and interests of the people they serve and promotes the importance of dental care. The society's involvement in the community ranges from hosting continuing education courses such as CPR, basic life support and updates across various disciplines in the field, performs valuable outreach for underserved populations and is involved in larger dental conferences such as World Fair of Dentistry.

Beginning with a spirited cocktail hour, the themes of inclusivity and connection were set early on. The initial



American Dental Society President Dr. Linda Edgar, left, congratulates the incoming QCDS officers, Drs. Savitha Reddy, president elect, Chiran Reddy, vice president, Mitchell Greenberg, treasurer, Pratif Shroff, president, and Chad Gehani, secretary.



Dr. Praba Krishnan, second from left, was presented with proclamations upon receiving the Emil Lentchner Award from Congresswoman Grace Meng and Congressman Adriano Espaillat with Dr. Chad Gehani at right.

Incoming QCDS President Dr. Patrix Shroff, left, presented a plaque for outstanding service to outgoing President Dr. Arthur Feigenbaum.

gathering was a reflection of Queens' own diverse tapestry, bringing together individuals from different walks of life and backgrounds, including family members and seasoned clinicians strengthening friendships with acquaintances, and aspiring oral health care professionals forging meaningful relationships. The ambience was further enriched by an expansive array of appetizers and cocktails, thoughtfully selected to represent the diversity of those in attendance.

The evening then transitioned into the heart of the QCDS program, with the focus shifting to a series of eloquent

and insightful speeches delivered by luminaries in the field of oral health care, which underscored the society's commitment to excellence. The Institute of Continuing Dental Education officers were installed by Dr. Chad Gehani. They included Dr. Doron Kalman, president, and Dr. Robert Shpuntoff, secretary/ treasurer.

Elected officials, including Congresspeople Adriano Espaillat and Grace Meng presented proclamations acknowledging the services rendered to the public by Dr. Prabha Krishnan, the recipient of the Emil Lentchner Award

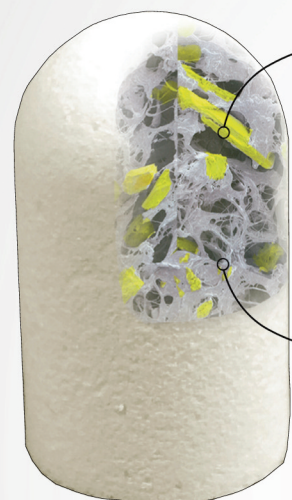
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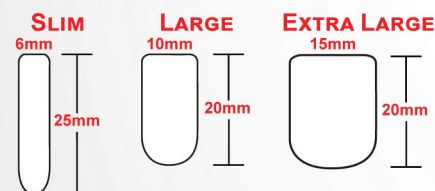
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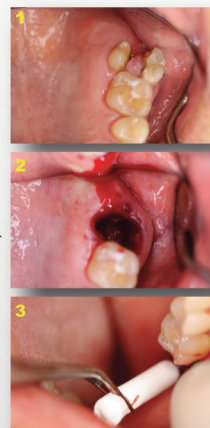
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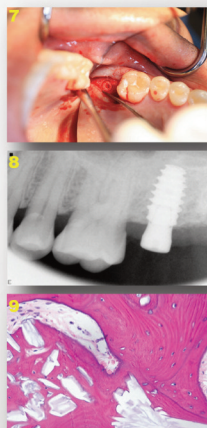
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1. Spivak, J Biomed. Mater Research, 1990; 2. Ricci, J Oral Maxillofacial Surgery, 1992; 3. Valen, J Oral Implantology, 2002.

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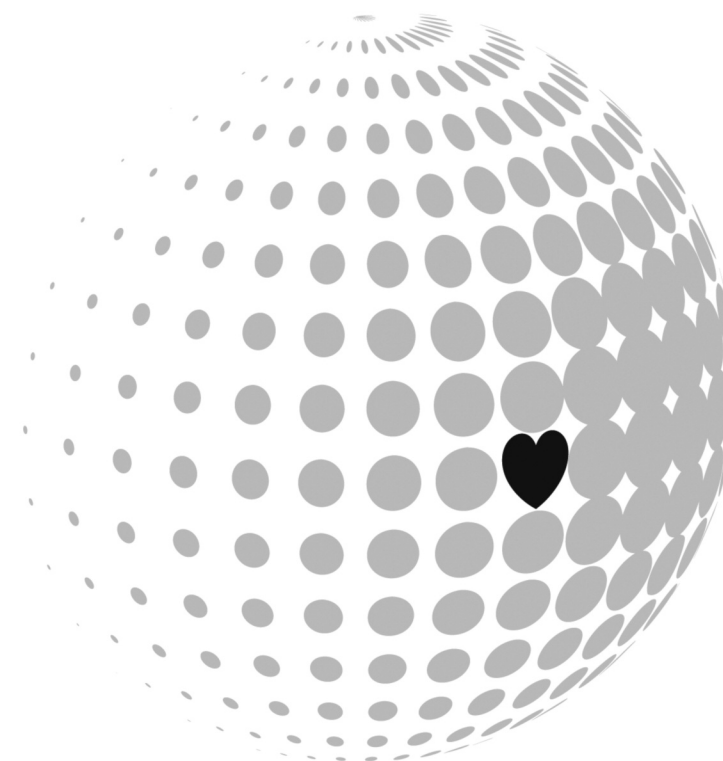


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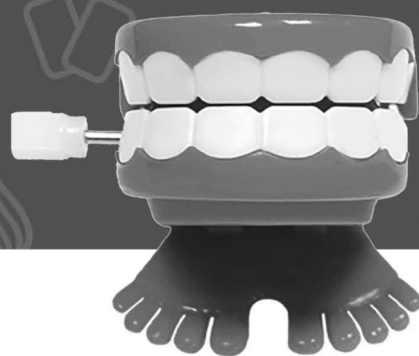
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From the President

pratixshroff@gmail.com



Helping Ourselves Through Commitment

By Dr. Pratix Shroff, D.D.S.

By Dr. Pratix Shroff, D.D.S.

In this article, I would like to discuss and draw attention to one of the most important and concerning issues that is affecting not only our organization, but the entire Tripartite. The declining membership in dental organizations is a phenomenon that has been observed in recent years and has significant implications for our profession.

The impact of declining membership in dental organizations is multifaceted. From a broader perspective, the dental profession may face challenges in advocating for the public and addressing issues affecting our profession. The Queens County Dental Society plays a crucial role in representing the collective voice of dentists, influencing policy decisions and promoting the importance of oral health. A decline in membership weakens the collective strength of the profession, making it harder to address common challenges and advocate for the needs of our patients.

One of the primary reasons for the declining membership in the organization is the changing landscape of the dental profession. With advancements in technology and changes in healthcare delivery models, dentists may find themselves less reliant on traditional professional organizations for networking and support.

The rise of online platforms and social media has provided alternative means for dentists to connect with peers, share knowledge and seek advice without the need for formal organizational memberships. Additionally, the younger generation of dentists may have different expectations and preferences when it comes to professional engagement. They may be more inclined towards informal networks, mentorship programs and digital communities rather than committing to traditional membership dues and attending formal meetings. This shift in preferences could contribute to the decline in membership numbers for established dental organizations like ours.

Dentists need to know clear benefits of membership, such as access to continuing education, networking opportunities, resolving patient disputes via a peer review committee, and resources that directly contribute to the success of their practices. On an individual level, dentists may miss out on valuable opportunities for professional growth, networking and mentorship. QCDS often serves as a hub for knowledge exchanges, and without active participation dentists may find themselves isolated from the broader dental community. We have most of the mandated CE courses required by New York State to renew our license offered to us, along with some in-

teresting and latest technology information at reasonable cost. The World's Fair of Dentistry in September is a golden opportunity to almost catch up on our annual CE requirements at a fraction of the cost and at a convenient venue with an array of vendors displaying their most up-to-date technology with discounted offers. A Peer Review Committee is in place which is very confidential and avoids unnecessary legal cases and court actions. General membership meetings offer two free CE credits, along with dinner and a chance to meet our peers and colleagues every month.

Let us discuss the workable solutions that we as members can help with:

- **Engaging Digital Platforms:** Embracing digital platforms is essential in reaching a broader audience. With our resources and the help of members, we can create and maintain active social media accounts, online forums and interactive websites to connect with dentists. Utilizing these platforms for sharing relevant information, facilitating discussions and providing updates on industry trends can attract younger dentists who are accustomed to digital communication.

- **Virtual Events and Webinars:** Hosting virtual events and webinars can break down geographical barriers and allow dentists to participate without the need for physical attendance. This is the reason our Sunday Zoom webinars and CE events have generated a significant rise in attendance. These events cover a range of topics, including professional development, advancements in dental technology and discussions on current issues within the dental community. Offering continuing education credits for participation can be an added incentive.

We, as members, can help by connecting with non-members through a phone call or email, and then follow up with them whenever we get a chance. This could also include access to exclusive continuing education courses, discounts on industry-related products and services and opportunities for mentorship and networking. Dentists are more likely to invest in membership when they see a direct impact on their professional development and practice success.

- **Community Outreach and Advocacy:** I would like to try and actively engage in community outreach programs to raise awareness about the importance of oral health. By participating in local health fairs, school programs and community events, organizations can demonstrate our commitment to improving oral health outcomes. This involvement not only benefits the community, but also enhances our organization's

—Continued on page 13

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Posting Credit Card Charges is the Law

By Dr. Chad P. Gehani, D.D.S.

Governor Hochul has signed into law, as Chapter 723 of the Laws of 2023, a bill that requires all sellers that impose credit card surcharges to post the total price, inclusive of the surcharge. In addition, the surcharge to customers may not exceed the amount of the surcharge charged to the business by the credit card company for such credit card use. Under the new law, sellers may offer multi-tiered pricing consisting of:

- The cash price;
- The total cost if paying by credit card, but the office must clearly and conspicuously post the credit card price inclusive of the surcharge, and the final price of the transaction, including the surcharge, cannot amount to a price that is higher than the posted purchase price.

It is not sufficient to merely indicate to consumers that they will be paying a particular surcharge percentage (For example, by just stating a three percent charge for a credit transaction will be added.) The seller must indicate the total price, in a dollar amount, inclusive of the surcharge.

The law will be enforced by the New York State attorney general and by municipal consumer affairs offices or local governments. Sellers who violate the law may be subject to \$500 in civil penalties for each violation. The law took effect this past February 11.

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QCDS Installs Its New Officers at Gala Night of Celebration and Commitment

Continued from front page
of the Queens County Dental Society. Dr. Krishnan reminded everyone of the importance of speaking with one united voice for the profession of dentistry and

the immediate need to restore the health of the public.
The incoming president of the New York State Dental Association, the past president of the American Dental Association

and influential members of Congress all articulated a shared vision for the community they represent. Notable dignities and organization leaders in attendance included a long list of who's who in

dentistry, including Dr. Linda Edgar, president of the ADA, Dr. Anthony Cuomo, president of the NYSDA, Dr. Chad Gehani, former president of the ADA, Dr. Pratix Shroff, president of QCDS,

Dr. Prabha Krishnan, president-elect of NYSDA, Dr. Mitchell Greenberg, the QCDS NYSDA trustee, as well as members of the dental societies of a number of New York boroughs. Their discourse

ranged from the significance of community based comprehensive oral health care to the pivotal role that QCDS plays in the broader healthcare landscape, culminating in the installation of the new officers. —Continued on page 10



Incoming QCDS President Dr. Patrx Shroff and members of his family were greeted by Congresswoman Grace Meng, second from left, spoke at the installation.



Dr. Patrx Shroff was congratulated by his daughter, Trisha, left, and wife, Anju, upon becoming QCDS president.



Hispanic Dental Society members surrounded Dr. Praba Krishnan and Congressman Adrian Espaillat, center.



Members of the many ethnic dental societies in the New York area attended the gala to salute the incoming QCDS and ICDE officers.



American Dental Association Past President Dr. Chad Gehani takes office at QCDS —again, as his wife Dr. Rehka Gehani looks on.



QCDS Executive Director Dr. Chad Gehani, left, installed the incoming ICDE officers, Dr. Robert Shpuntoff, secretary/treasurer, and Dr. Doron Kalman, president.

QCDS Installs Its New Officers at Gala Night of Celebration and Commitment

Continued from page 9
ing in a collective commitment to excellence and expansion of oral health care access, especially in underserved communities.
Dr. Arthur Fiegenbaum was honored with a plaque as the outgoing QCDS president, rec-

ognizing his services to the dental community and QCDS.
QCDS officers installed and honored included Drs. Savitha Reddy, Chiran Reddy, Mitchell Greenberg and Pratih Shroff. As the incoming president, Dr. Shroff spoke about the noble cause of outreach to the community and

the need to be working together.
With a final bang of the gavel from the new QCDS president, the night seamlessly transitioned to the dinner and dancing portion of the gala. The shared sense of purpose was palpable as the universal language of dance brought

everyone together in harmony.
As attendees departed, they carried with them not only the memories of a delightful evening, but also a renewed sense of commitment to the values of diversity, ethical care, leadership, service, and unity.



Chinese American Dental Association members attended the QCDS celebration for the newly installed officers.



Family members of Dr. Prabha Krishnan, center, congratulated her after she was presented with the Emil Lentchner Award for outstanding service for the Queens County Dental Society.



QCDS Past Presidents Dr. Jay Ledner and Doron Kalman, the incoming ICDE president, enjoyed the celebration.



ADA President Dr. Linda Edgar, left, and QCDS Past President Dr. Charlene Berkman, right, congratulated Dr. Prabha Krishnan on receiving the Emil Lentchner Award.



Incoming Queens County Dental Society President Dr. Patrix Shroff was installed by American Dental Association President Dr. Linda Edgar.



NYSDA Executive Director Greg Hill spoke of the important role the organization plays in dental advocacy.



Incoming Queens County Dental Society President Dr. Patrix Shroff, left, welcomed members of the Indian Dental Association to the celebration. QCDS Executive Director Dr. Chad Gehani is second from right.



Hispanic Dental Society members enjoyed the festivities at the Queens County Dental Society and Institute for Continuing Dental Education installation of officers.

A Guide to Dental Practice Transitions: A Roadmap for Success in the Process

By Michele Gabriel

The decision to buy or sell a dental practice has significant implications for your financial future and the legacy you leave behind. Whether you’re a seasoned dentist looking to retire or a young dentist eager to take ownership, navigating the complexities of a transition can be daunting. Following is a guide providing a background to the next step in success: essential information and valuable insights to help you through the process.

Understanding Your Options

A dental practice transition marks one of your career’s most significant decisions with lasting consequences, so taking the time to understand your options is crucial. You can take three main paths, and many dentists pass through all three during their journey: buying, selling, or a dental associateship.

- **Buying a Dental Practice:** Imagine owning your practice; building equity. Setting your schedule and customizing your service to align with your vision are just a few perks. However, owning a business comes with a significant upfront investment and requires extensive research, due diligence and management skills. The rewards can be substantial if you’re prepared to put in the work.
- **Selling Your Dental Practice:** Are you thinking about retirement or a new chapter? Selling your dental practice can secure your financial future and free up your time for personal pursuits. But, you definitely want to maximize your return on investment through strategic planning and preparation. Choosing the proper selling method and honing your negotiation skills are crucial to securing the best deal. In today’s complex environment with multiple routes to pursue, you may have more options and additional pitfalls to maneuver.
- **Associateship:** A dental associateship offers a valuable stepping stone for many young dentists, and the proper relationship can provide an expansion option for seasoned owners. A younger provider gains practical experience, refines their skills and increases readiness for ownership before taking the plunge. Working as an associate also allows a clinician to observe the inner workings of a practice and make informed decisions about their future career path. For an owner, hiring the right associate can accelerate profits toward a more profitable sale. In some cases, an associateship can also lead to a buy-out agreement as long as expectations are set from the beginning of the process.

No matter which path you choose, remember:

- Planning is key. Define your goals, assess your resources and conduct thorough research.
- Knowledge is power. Seek expert guidance from professionals who can guide you and introduce you to dental focused accountants and lawyers.
- Communication is critical. Be transparent and open with all stakeholders throughout the transition process.
- Adaptability is essential. Be prepared to adjust your plans as needed and embrace unexpected challenges. Transitioning in or out of a dental practice marks milestones in a rewarding journey, but it requires careful planning and informed decision-making. By weighing the benefits and considerations of each option, you can pave the way for a successful transition and

achieve your professional and personal goals.

Critical Components of a Dental Practice Transition

While the dental practice transition process takes different forms, each path involves key moves. There’s less to consider if you’re looking for your first associateship, but it’s wise to understand the steps beyond an associateship agreement since some of these relationships lead to a sale.

Consider an in-depth conversation with a professional to customize the steps through a purchase or sale.

Here are five components that fit buyers and sellers in most sales:

- **Understanding Your Practice’s Value:** Demystifying Dental Practice Valuation: Whether you’re buying or selling a practice, understanding its fair market value is crucial. This objective assessment is the foundation for negotiating a reasonable price and ensuring a successful transaction.

Several factors contribute to a practice’s value, including:

Location and Patient Base: Practices in desirable areas with a stable and loyal patient base tend to command higher valuations.

Profitability: Strong financial performance, evidenced by consistent revenue and profit margins, significantly boosts a practice’s value.

Equipment and Technology: Modern equipment and up-to-date technology enhance the practice’s attractiveness and contribute to its overall value.

Real Estate and Leasehold: Ownership of the practice’s physical location or a long-term lease with favorable terms add to the value proposition.

Intangibles: Factors like reputation, brand recognition, and the existing team’s expertise also play a role in determining the practice’s worth.

Determining the true worth of a dental practice requires a comprehensive evaluation that considers both tangible and intangible assets. To achieve an accurate assessment, multiple valuation methodologies are often employed, each offering a distinct perspective.

Each method has its strengths and weaknesses, and a combination of approaches is often recommended for a more comprehensive outcome.

- **Due Diligence:** Unveiling Opportunities and Mitigating Risks Before diving headfirst into a dental practice transition, due diligence is essential. This rigorous examination delves into the practice’s financial records, legal documents, and operational aspects, acting as an X-ray revealing its bottom-line health.

Think of it like inspecting a car before buying it. You wouldn’t simply take the seller’s word for it. You’d want to see the service records, check for hidden problems and ensure it’s a safe and reliable investment. Similarly, due diligence allows you to identify potential risks and opportunities associated with the practice.

This process involves analyzing:

Financial Records: Scrutinize income statements, balance sheets, and tax returns to gain a clear picture of the practice’s financial performance, profitability, and trends.

Legal Documents: Review contracts, leases, licenses, and other legal agreements to ensure compliance and identify any

potential legal issues.

Operational Aspects: Evaluate the practice’s management structure, staffing, technology, and equipment to assess its efficiency and identify areas for improvement.

By engaging a qualified professional, you can gain expert insights into these areas and make informed decisions about the transition. Remember, due diligence isn’t about finding fault; it’s about gathering information and making informed decisions that protect your interests and ensure a successful transition.

- **Financing:** Fueling Your Dental Practice Dream

Whether you’ve found your ideal practice or are considering selling yours, understanding financing options is crucial. After all, buying a dental practice requires a significant financial investment and securing the necessary funding is vital to making your dream a reality. As a seller, knowing what your prospective buyer needs to navigate to complete the sale is helpful.

Fortunately, several financing options are available to aspiring practice owners:

Bank Loans: Traditional bank loans are the most viable option, providing access to large sums of capital. Dentists are one of the best performing sectors in the United States in paying their loans, thus financing is most always available to dentists in an acquisition of a dental practice. However, securing a bank loan requires strong creditworthiness and meeting specific financial requirements.

SBA Loans: The Small Business Administration offers loan programs designed for dental practice acquisitions. These loans typically come with favorable terms, especially if purchasing real estate with competitive rates, extended repayment periods and lower down payments. This option makes them an attractive option for some buyers.

Seller Financing: Often not necessary, but sometimes due to a dentist’s access to capital the seller may be willing to finance a portion of the purchase price. This arrangement can be a good option if a buyer has limited upfront capital or the bank deems it necessary to have the seller “participate” in the loan.

Regardless of the financing route you choose, several important considerations come into play:

Creditworthiness: Your credit score plays a significant role in determining your loan eligibility and interest rates. Building and maintaining good credit is essential for securing favorable financing terms.

Interest Rates: Interest rates can significantly impact your overall loan costs. Comparing rates from different lenders and negotiating terms are crucial to securing the most favorable deal.

Loan Terms: Carefully review the loan terms, including repayment periods, prepayment penalties and other conditions to ensure they align with your financial goals and long-term plans.

Financing a dental practice transition requires careful planning and a thorough understanding of all the options. Professionals can help you assess your financial situation, explore different financing options, and secure the funding needed to achieve your dental practice ownership dreams.

- **Legal and Contractual Considerations:** Dotting the I’s and Crossing the T’s

In the whirlwind of a dental practice transition, it’s easy to overlook the crucial role of legal and contractual considerations.

However, ensuring legal protection and clarity is essential for safeguarding your interests and preventing future disputes.

Engaging experienced legal counsel to draft and review contracts is paramount to navigating the complexities of legal jargon, ensuring the contracts are comprehensive and protect your rights.

Several vital areas require specific attention:

Non-Compete Clauses: These clauses restrict the seller’s ability to open a competing practice in the same geographic area for a specified period. Negotiating fair and enforceable non-compete clauses is crucial for protecting the buyer’s patient base and goodwill.

Earn-outs: Earn-outs are performance-based payments that reward the seller for exceeding specific financial goals after the sale. Carefully define the terms and conditions of earn-outs to ensure transparency and avoid future disagreements.

Intellectual Property Rights: Ownership of intellectual property, such as patient records, software and marketing materials must be clearly established in the contract. This definition protects both parties’ rights and avoids potential legal disputes.

Remember to consider the importance of legal representation during dental practice transitions. Dental-specific expertise can identify potential legal risks, help draft clear and enforceable contracts and ensure that your interests are protected throughout the process. Remember, a well-crafted contract is an ounce of prevention that can save you a pound of cure in the long run.

- **Communication:** The Bedrock of a Smooth Transition

Clear and open communication with all stakeholders is paramount throughout the transition journey. This includes the seller, buyer, staff, patients, and other parties involved. You can foster trust and collaboration by keeping everyone informed, addressing concerns and managing expectations, paving the way for a smoother and more successful transition.

Effective communication isn’t just about disseminating information; it’s about creating an open and transparent environment where everyone feels heard and valued. This approach promotes understanding, builds trust, and facilitates a collaborative effort toward a successful transition that benefits everyone involved.

Transitioning your dental practice is a complex and often overwhelming process. The journey can seem daunting, from navigating legal intricacies to managing financial considerations and ensuring a smooth patient handover. Consulting transition professionals can make the process smoother, eliminating potential bumps in the road.

Peter J. Klein is a principal with ALINE Wealth, a group of investment professionals registered with Hightower Securities, LLC, member FINRA and SIPC, and with Hightower Advisors, LLC, a registered investment advisor with the SEC. Securities are offered through Hightower Securities, LLC; advisory services are offered through Hightower Advisors, LLC. For more information, including how you can seek to avoid the common mistakes in your personal journey toward retirement, contact the author at aline@alinewealth.com.

Seeking Candidates as QCDS Officers

By Dr. Chad P. Gehani, D.D.S.

At the June 2024 general membership meeting, nominations and election of three members and alternates of the Nominating Committee will be made. The members of the Nominating Committee will be:

- The last two immediate past presidents
- Two members to be elected by the Board of Trustees at the April 2024 meeting
- Three members to be elected by the membership at the June 2024 membership meeting
- Three alternates to be elected by the membership at the June 2024 membership meeting
- The president acts as chairman without the right to vote.

Elections to office, a nominee for a New York State Dental Association Board of Trustee member, including Queens County Dental Society members to the Board of Trustees, are scheduled for the November 5, 2024 membership meeting. The Nominating Committee will report its recommendations at the October 1, 2024 membership meeting.

Additional nominees will be added for any elective position upon the receipt of a petition signed by 20 members and received by the executive director within ten days of the report of the Nominating Committee.

The Nominating Committee will meet this June. The date of this meeting will be determined by the QCDS pres-

ident. This may happen via Zoom or be postponed to July or August.

Any member may request his or her candidacy. Such request should be sent to the Nominating Committee, Queens County Dental Society, 86-90 188 Street, Jamaica, NY 11423 or emailed to QueensCountyDentalSociety1@gmail.com. Include a letter of intent with the position indicating the position of interest and a current CV. This request must be received before June 1, 2024.

Dietary Concerns

QCDS wishes to accommodate the dietary needs of attendees at meetings and programs.

Anyone requiring kosher or other specialized foods should notify the QCDS office at the time of registration.

Helping Ourselves Through Commitment

Continued from page 5
visibility and appeal.

•Customized Membership Resources: Providing customized resources based on the diverse needs of members can enhance the perceived value of organizational membership. ADA, NYSDA and QCDS already have access to research and publications and exclusive insights into emerging trends in dentistry.

•Advocacy for Professional Issues: We do actively advocate for the interests of the dental profession. Taking a stand on relevant policy issues, participating in legislative initiatives and being a vocal advocate for oral health can demonstrate our commitment to the broader professional community.

In conclusion, we can strengthen our profession by joining our own organization: QCDS, NYSDA and the ADA.

Place your QCDS Bulletin
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Great Job Opportunity: Established Corona, Queens, general dentist family practice seeking a P/T or F/T dentist licensed in USA. Very busy practice, nice atmosphere and teamwork. Minimum two year's experience. Salary negotiable, 401K + bonus. Send resume to:DS-DentalPC@gmail.com

Dental Office for Sale: 214-04 46th Road, Bayside. This property is a mixed-use townhome with a full-service Dental Office on the ground floor. The building consists of a 3-chair dental office, with ample waiting area and reception space, as well as a large 2 bedroom and 1 bath apartment, recently renovated in 2023. Call Dylan Walsh 718-307-6517 or Nick Kolbus 718-275-5472

Office for Rent: Specialist office for rent in Jackson Heights, Queens. 3 operatories fully equipped with EMR and CBCT. Available 2-3 days per week, including Sunday. Near public transportation. For more information please email: implantdefex@gmail.com or call or text 516-375-4789.

Great Opportunity! Retiring dentist wants to rent or sell a dental practice located at Hempstead in the Hempstead Medical Dental Center. 2023 revenue 370K, 4 days a week. 2 fully equipped operatories, lab and office near transportation. Patient parking at premises. Great location. For more information contact Dr. Parikh at 516-652-4591 or Email kparikhdds55@gmail.com.

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