



**Elite Celebrates
the Season of Giving
by Caring for Those
in Need**



Dear Doctors,

Hello! My name is Gaurav Bhattacharyya and I am the CEO of Elite Dental Partners. As the weather turns to crisp mornings and snow flurries, our thoughts turn to both personal and professional New Year's resolutions. As a dentist, one of those resolutions could be to renew focus on patient care without the distractions of staffing, IT, payroll, bills, marketing, etc.—but maybe you also want to free up some quality time for personal relationships and

other interests.

Elite was founded 5 years ago to alleviate doctors of all of the non-clinical administrative work associated with running a dental practice. We are a dentist-centric organization and we strongly believe in preserving clinical autonomy for our doctor partners. We can also improve your experience as a practitioner by providing access to continuing education to expand the suite of services you offer and an opportunity to network with our team of approximately 200 dentists across the organization.

Finally, giving back to our community is an important aspect of our DNA and is the focus of this season's newsletter. We showcase two examples of how our partners are having a positive impact: Free Veteran's Day event in Marmora, NJ and Mahoney Family Dentistry Free Day in South Bend, IN. These are grassroots initiatives led by our local offices, with the administrative support and backing of the Elite infrastructure.

Elite Dental Partners has the resources and expertise to customize a solution that works for you. Whether you intend to practice for another 15+ years or envision scaling back in the short term, we can support you. And most importantly, we will ensure that your patients continue to receive the best dental care possible.

Please reach out if you are interested in exploring the possibilities with us.

Sincerely,

Gaurav Bhattacharyya

ELITE DENTAL LIVING

WINTER 2020

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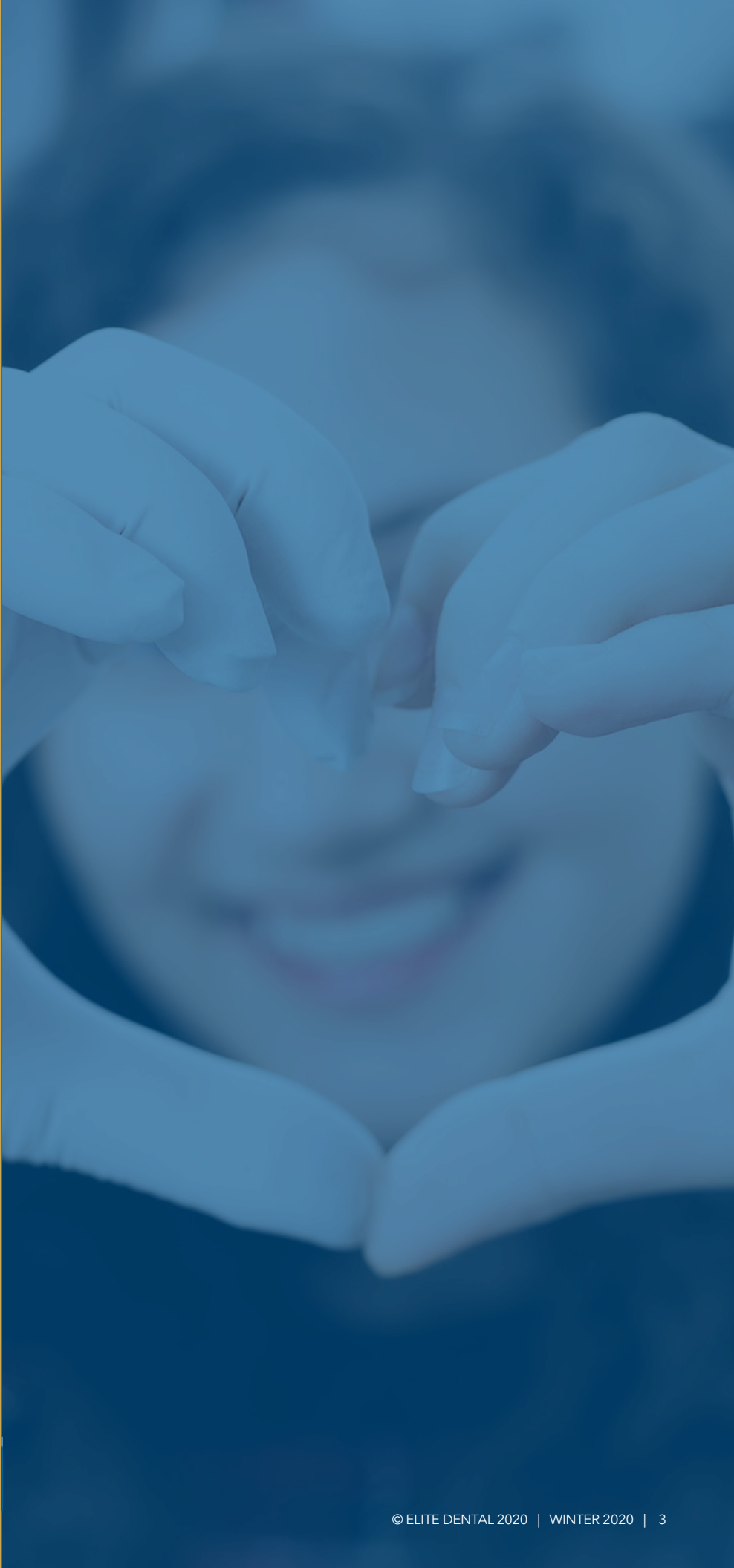
Mission

To improve patient outcomes while improving the lives of dentists and their staff by providing customized, non-clinical support services in a collaborative environment.

Values

Our values guide everything we do and how we interact with all constituents in the dental industry. We strive to:

- Maintain the highest personal and corporate ethics and integrity through honesty and fair dealings
- Be collaborative and respectful in all of our interactions
- Service all of our constituents to the best of our ability
- Focus on the long-term interests of everyone we serve and the communities we live and work in



MARMORA VETERAN'S DAY FREE DENTAL CARE FOR VETERANS

We don't know them all, but we owe them all—and that's exactly what Marmora Family Dental Associates did. They opened their doors and hearts to 65 veterans to provide free dental services such as cleanings, restorations, and specialty work. Drs. Susan Wyszynski and Eric Thomas, their dental teams, and 21 volunteers partnered with the Marmora Family Dental team to serve patients totaling \$12,000 in services. What an amazing opportunity to help give back to those who have sacrificed so much for us. Thank you, Marmora Dental!

"Marmora Family Dental first became involved with Veterans Smile Day five years ago through a dentist from the military who was working in our office. Each year, our whole team participates and we even get help from other dental teams in the area. Local organizations donate food and beverages, heaters—anything we need. The whole community really rallies behind this event. The services provided on this day are so appreciated by the veterans. We receive thank you notes and were even given an award by the local veteran's organization. This is a national program and so I encourage any doctor who is interested in participating to visit www.veteransmileday.org to get involved!" - Robert F. Kimball, Jr., DDS





TEETH LUNGS HEART

A COMPELLING LINK

Links between periodontal disease and the incidence and severity of certain systemic diseases are well supported. For example, evidence shows a correlation between periodontal disease and poor glycemic control in type 2 diabetes mellitus. Studies have also indicated a higher incidence of the autoimmune disorder, Sjögren's syndrome, among patients with periodontal disease. There are many other suspected connections in the preliminary stages of investigation, such as the role that oral microbes may play in Alzheimer's disease.

However, recently reported research has advanced the plausibility of connections between non-traumatic tooth loss and two conditions: chronic obstructive pulmonary disease (COPD) and cardiovascular disease. According to the ADA, more than 70% of all tooth loss in the United States is attributable to periodontal disease. Therefore, it is likely that if a connection between these two conditions and tooth loss exists, there is also a link between periodontal disease and both of these systemic health issues.

COPD

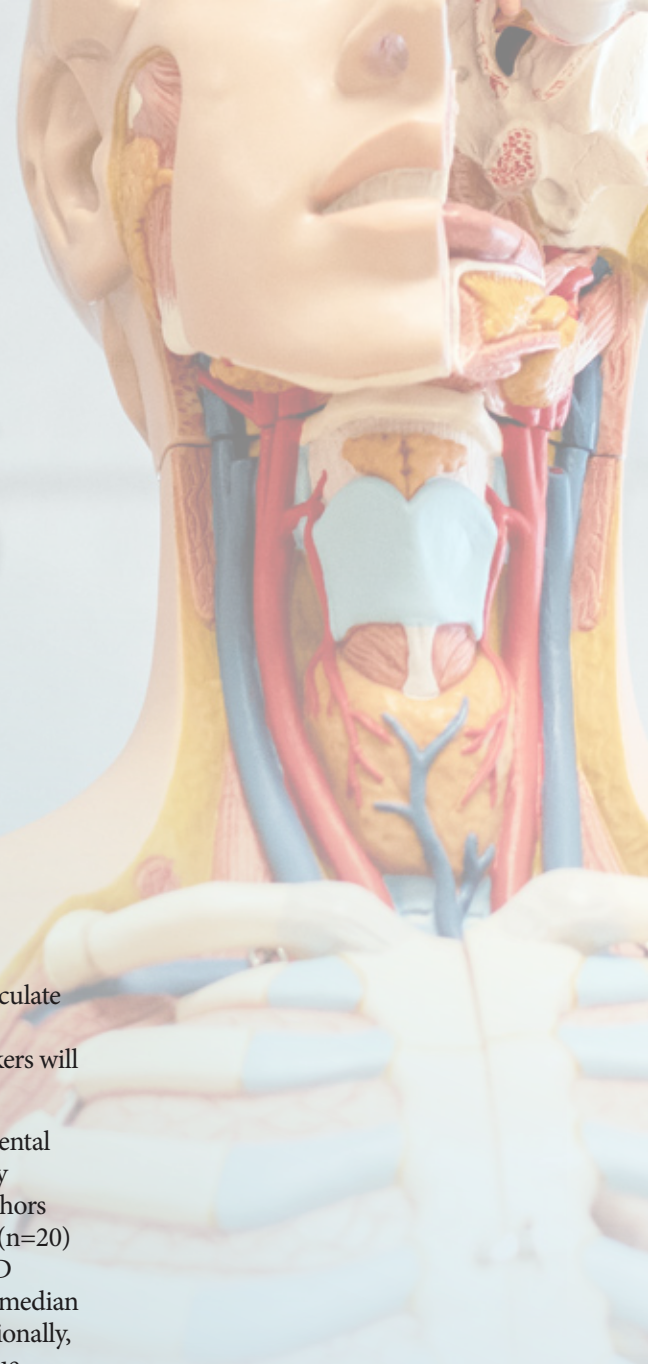
The term COPD encompasses several chronic, progressive inflammatory lung diseases, including chronic bronchitis, emphysema, and refractory asthma.

COPD is the result of long-term particulate exposure, typically from smoking. Approximately 20-30 percent of smokers will develop symptomatic COPD.

In 2018, Gaeckle et al. reported that dental health correlates with daily respiratory symptoms in COPD patients. The authors compared a group of COPD patients (n=20) to a healthy control group. The COPD group had significantly fewer teeth, a median of 16.5, than the control group. Additionally, the COPD patients had a higher plaque index and worse oral-related quality of life than the control.

These trends do not necessarily mean that tooth loss or periodontal disease contributes to COPD. Another possible explanation is that COPD patients have increased difficulty with oral hygiene due to their chronic disease, resulting in poor oral health.

Interestingly, the researchers also found a correlation between a greater number of teeth and a larger percentage of days with cough or wheeze among the COPD patients. These symptomatic days were self-reported and subjective, but the fewer teeth an individual with COPD had, the more likely they were to experience days with coughing or wheezing. The authors postulate that "More teeth may create a larger reservoir



for inflammatory proteins and pathogenic bacteria to be aspirated into the airways.” If true, this relationship underscores the importance of controlling periodontal disease, especially in patients with COPD.

CARDIOVASCULAR DISEASE

The link between periodontal disease and cardiovascular pathology is not a new concept. Multiple studies have correlated oral bacterial activity and multiple cardiovascular issues such as atherosclerosis and carotid plaque. However, research recently presented at the American College of Cardiology Middle East Conference in Dubai suggested a link between non-traumatic tooth loss and cardiovascular disease rather than directly between periodontal disease and cardiovascular disease.

This large-scale (n=316,588) study found that only 7 percent of Americans between the ages of 40 and 79 had cardiovascular disease and complete dentition. Conversely, 28 percent of these individuals had cardiovascular disease and were edentulous. There was also a correlation found between cardiovascular disease and partially edentulous patients, though not to the same degree as with completely edentulous individuals. The authors asserted that

their findings reinforce the importance of comprehensive, professional oral care for this age group.

HOW THIS NEWS AFFECTS DENTAL CLINICIANS

Dental practitioners should be communicative and up-front with patients about the increased risk of systemic diseases not only from periodontal disease but also from tooth loss. With the growing popularity of dental implants, implant-retained dentures, and other tooth replacement treatments, there is a concerning trend among patients and even some clinicians to treat natural teeth as expendable. The recent findings outlined above can be used by dental care providers as talking points, speaking to the importance of tooth preservation, good dental hygiene, and regular professional care.

Furthermore, clinicians should not be hesitant to encourage patients to consult with their physicians when oral pathology is discovered or when tooth loss occurs. Dentists and physicians should work as a team and collaborate for the benefits of their patients. With ample evidence of the link between oral health and systemic health, the dental clinician should no longer consider the mouth to be their only purview.

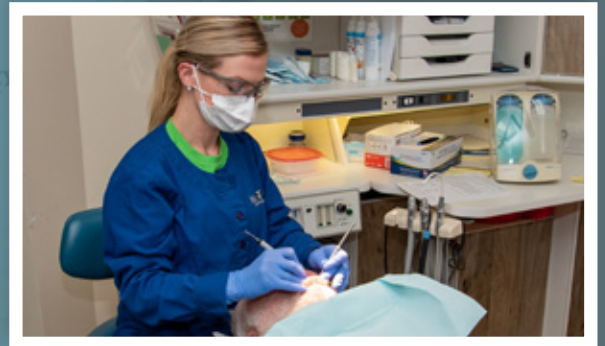
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THE LINK BETWEEN PERIODONTAL DISEASE AND CARDIOVASCULAR PATHOLOGY IS NOT A NEW CONCEPT. . . NEW RESEARCH SUGGESTS A LINK BETWEEN NON-TRAUMATIC TOOTH LOSS AND CARDIOVASCULAR DISEASE RATHER THAN DIRECTLY BETWEEN PERIODONTAL DISEASE AND CARDIOVASCULAR DISEASE.

Mahoney Free Dentistry Day is a 14-hour event where adults can receive either a free hygiene cleaning, extraction, or filling. This year they serviced 62 patients and provided them with \$14,913 in free dental services. They never know who will show up in need, but were prepared for anything with a volunteer team consisting of 4 dentists, 3 nurses, 2 translators, 6 hygienists, 7 assistants, 2 sterilization techs, 5 administrative volunteers and a hair stylist.

Thank you,
Mahoney Dental

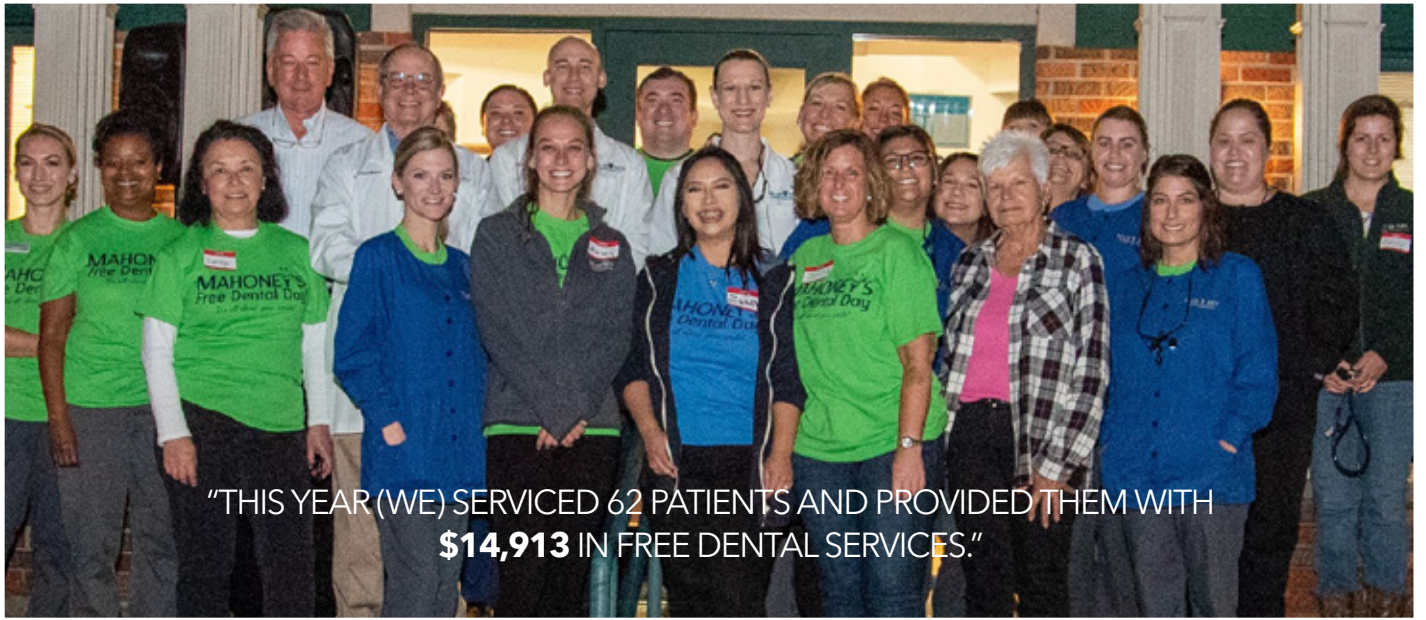


MAHONEY FAMILY DENTISTRY

FREE DAY

"In addition to our annual Give Kids a Smile event, we also host an annual health fair for adults called **Mahoney Family Dentistry Free Day**. At this event, patients receive dental services, haircuts, mammograms, blood pressure screenings, and any other annual health services we can organize. This year, we even had a veterinarian donate time to talk to patients about pet oral health while they were waiting in line. So many people are denied vital care because they don't qualify for Medicare or Medicaid and can't afford to cover health costs. We're really trying to fill in the gap for people who don't have the money or coverage to get the care they need.

Every time we've done this event, it's a rush. It's such a good feeling to care for those in the community who can't afford health services and we get so many volunteers involved as well. We typically get 80 volunteers throughout the community including volunteers from offices nearby. We even have a dentist who drives from Louisville to come help with the event. We plan to keep hosting this health fair for years to come!" - Dr. Mahoney



"THIS YEAR (WE) SERVICED 62 PATIENTS AND PROVIDED THEM WITH
\$14,913 IN FREE DENTAL SERVICES."



CASSY DAOUST IS ELITE'S
BUSINESS DEVELOPMENT
COORDINATOR

CELEBRATING THOSE WHO GO
ABOVE & BEYOND. LOOK HOW

THEY SHINE.



Cassy Daoust graduated from Central Michigan University with a Bachelor of Science Degree in Kinesiology and a Minor in Leadership. Cassy was selected to be a Leadership Advancement Scholar at CMU and was provided with innovative, intentional, and inclusive leadership learning opportunities and course work that emphasized using knowledge and experience to promote a more socially responsible world. While attending CMU Cassy was a very active member of the campus community, serving on the Library Board, volunteering in Special Olympics, Best Buddies, Freshman Orientation and the Humane Society, as well as participating in intramural competitions. While in college, she also volunteered at the Bronson Methodist Hospital Trauma Center. In October of 2018, Cassy joined the Business Development team here at EDP. She has taken a leading role in organizing EDP's participation in charitable events with a focus on team-building and having fun while giving back to the community.

WHAT'S YOUR ROLE AT EDP, AND WHAT INSPIRED YOU TO PLAN EDP'S VOLUNTEER WORK THIS YEAR?

I am the Business Development Coordinator at Elite Dental Partners and support the Lead Generation Team in locating new doctors to grow with our company. I am so appreciative of all the growth opportunities EDP has provided me. I love to organize events and plan team building activities that create a sense of community and belonging.

COULD YOU TALK ABOUT THE CHARITABLE EVENTS EDP PARTICIPATED IN THIS YEAR?

During the third quarter, EDP participated in the Chicago Ducky Derby. This is a signature annual fundraiser benefiting Special Olympics Illinois! Thousands of spectators watch over 60,000 yellow rubber ducks splash into the Chicago River in downtown Chicago and race towards the finish line where the ambassador picks the winner. This year's event took place over the summer on August 8. The EDP support center adopted 227 ducks, raising \$984 for Special Olympics of Illinois! All proceeds from the event benefit more than 17,000 Young Athletes across Illinois.

In the fourth quarter, EDP partnered with Heartland Alliance to participate in the Stuff A Stocking Campaign. This campaign provides stockings stuffed with small, much-needed items for youth and adults in Heartland Alliance's housing programs. EDP team members purchased items requested by participants, stuffed them into stockings, and the stockings were then delivered to Heartland Alliance to be

distributed to those in need. The stuffing of the stockings was a fun event that truly put our team in the holiday spirit of giving.

HOW DID WE CHOOSE THOSE EVENTS?

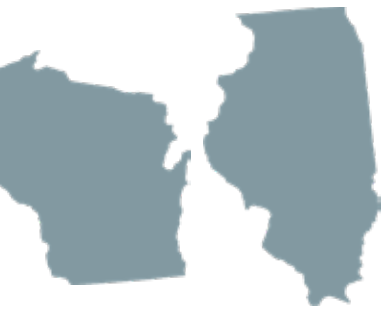
There are so many outstanding organizations supporting the Greater Chicago Area! At EDP, we seek to be part of the giving spirit of Chicago. These two events invoked both the fun and compassion of giving. Our goal for 2020 is to become a regular and visible partner in charitable Chicago.

WHAT EVENTS DO WE HAVE PLANNED FOR THE NEW YEAR?

We are currently reviewing philanthropic events for the upcoming year. I would like to continue partnerships and involvement with Greater Chicago charities. Supporting cancer research, children, families in need, healthy living and animal welfare are of particular interest to me.

ANY PERSONAL HIGHLIGHTS FROM PLANNING AND PARTICIPATING IN THESE EVENTS?

We have had wonderful participation and a whole lot of fun at EDP helping others through these events. I am so proud and honored to work with so many great and dedicated people! The success of our participation lies with each and every person. The sharing of videos and photos of individuals who benefited from our participation is inspiring and heartwarming. Our EDP team is excited and eager to continue to be involved in these fun, charitable events benefiting the people of Chicago.



EDP GIVES BACK TO THE COMMUNITY BY PARTNERING WITH HEARTLAND ALLIANCE

This season, Elite Dental Partners participated in the Heartland Alliance Holiday Giving Campaign by donating needed items for Heartland Alliance participants. Heartland Alliance serves families in need within the Chicago and Milwaukee communities who struggle to cover basic expenses and lack the means to provide gifts for their children. Donations to the Holiday Giving Campaign greatly help participants with both gifts for their children, and other needed items including toiletries, outerwear and winter boots. EDP is so proud to have supported the Heartland Alliance this holiday season!



HEARTLAND ALLIANCE

Heartland Alliance, one of the world's leading anti-poverty organizations, works in communities in the U.S. and abroad to serve those who are homeless, living in poverty, or seeking safety. It provides a comprehensive array of services in the areas of health, housing, jobs and justice - and leads state and national policy efforts, which target lasting change for individuals and society.



STOCKINGS

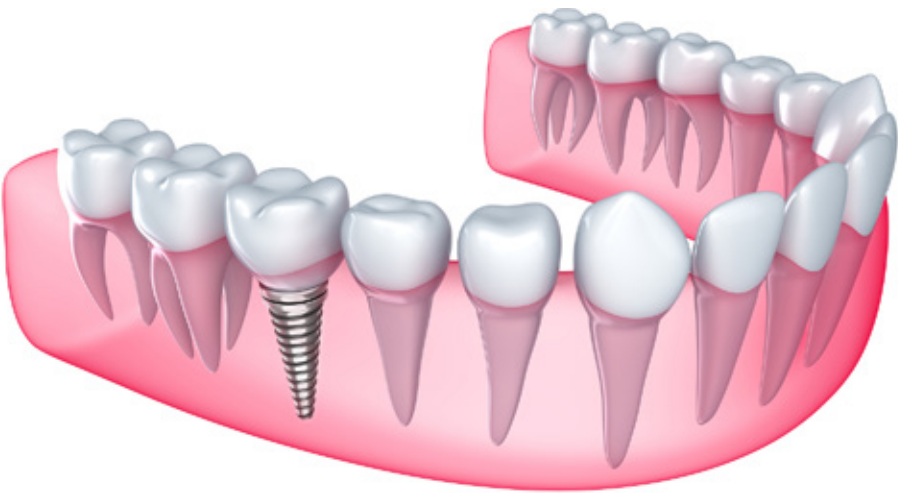


TIS THE SEASON

◀ Instead of exchanging gifts this season, Mahoney Family Dentistry donated what they would have spent on each other to an **Adopt A Family** fund. After raising \$1,000, they shopped for two families, then enjoyed a meal together.

A PASSION FOR IMPLANTS

DR. JAMES LEAMAN: CHOOSING A SPECIALTY AND PLANNING AHEAD



James Leaman, DDS, received his undergraduate education at the University of Wisconsin and his dental degree cum laude from the Marquette School of Dentistry. A recipient of the Lloyd Pilling award for Excellence in Crown and Bridge, Dr. Leaman was selected for the Omicron Kappa Upsilon Honorary Dental Fraternity. He spent several years teaching in the Crown and Bridge Department at Marquette's dental school as an associate clinical professor. He has engaged in ongoing continuing education throughout his career to ensure the most up-to-date techniques and treatments for his patients. He holds professional membership in the American Dental Association, Wisconsin Dental Association, and Waukesha County Dental Society. Away from the office, Dr. Leaman enjoys spending time with his family and engaging in sports and music. For several years, he has been the coordinator of an annual music festival to raise funds for muscular dystrophy and his band plays for charitable events several times throughout the year.

TO START, CAN YOU TALK A LITTLE BIT ABOUT YOUR IMPLANT DENTISTRY WORK?

I love doing implant dentistry. The best implant CE course I took was with





“THE WHOLE BAND IS PASSIONATE ABOUT **GIVING BACK AND SO WE REALLY LIKE TO WORK THAT INTO OUR PRACTICE WHENEVER WE CAN.”**

Joe Favia in Chicago and his course has a heavy emphasis the safety issues surrounding implant placement. To this day, I use a lot of the principles I learned in that course because I'm very safety conscious when placing implants.

WHAT ARE SOME OF THE SAFETY COMPONENTS INVOLVED WITH IMPLANT PLACEMENT?

One precaution I take is with drills—I have depth stops on them. The other is angulation because many times I change my angulation after seeing the x-ray halfway to my length. Then I take an x-ray with every single drill I use for the osteotomy. I know that many oral surgeons don't do that but I always like to err on the side of safety.

HOW HAS IMPLANT DENTISTRY EVOLVED OVER THE PAST FIVE YEARS?

I'd say the biggest way it has evolved is through the use of CT scans and 3-D imaging in measurement and case planning.

MOVING ON TO YOUR AFFILIATION WITH EDP, WHAT MOTIVATED YOU TO JOIN WHEN YOU DID?

Well, I'm 66 and I wanted an exit

strategy. I didn't want to get to a year away from retirement without a secure transition plan. Instead, I wanted to partner with a group when I was still planning to practice for a few years in order to position things well for the future of the practice.

WHY DID YOU AND YOUR PARTNERS CHOOSE EDP?

We liked the people and the company. We liked that they wanted us to keep practicing the way we previously had been rather than asking us to make a lot of changes. Clinically, nothing has changed. We also liked the price and it was better than offers we received from other groups.

WHAT WAS THE MOST STRESSFUL NON-CLINICAL TASK FOR YOU AS AN OWNER?

HR and team management. There are constantly decisions to make in terms of scheduling, including last minute scheduling changes, raises for team members, benefits, and managing conflicting personalities. Now, we have people to call for all of those things and team members know where to go to have their questions answered.

ANYTHING ELSE YOU THINK DOCTORS CONSIDERING A PARTNERSHIP WITH EDP SHOULD KNOW?

Just do your homework. Check out multiple companies and see which one you like. See which ones like you. Elite liked us a lot and they made that known. Their investment in our practice was a reflection of the enthusiasm they had for what we've built over the years. It was also reflected their commitment to supporting the ongoing success of our practice.

LASTLY, CAN YOU TALK A LITTLE BIT ABOUT YOUR BAND?

My band is kind of classic rock/country rock. I play pedal steel guitar—a lot of people don't even know what that is! It's a slide guitar but it has pedals and is popular in Nashville and Texas. We play mostly local shows and we also volunteer at charity fundraisers throughout the year. We have also played for individuals in the hospital after surgery. The whole band is passionate about giving back and so we really like to work that into our practice whenever we can.



TRICK OR TREAT

BOO TO YOU! EDP's Second Annual Halloween Costume Contest was a huge success and loads of fun. Thank you to all of our amazing teams who brought their "A" game for creativity in this year's competition!





Elite Dental 
P A R T N E R S

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