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## MCDS Welcomes new Hospital residents

### JFK:

Dr. Snehal Patel, UMDNJ  
 Dr. Ewa Baginski, UMDNJ

### RWJUH:

Dr. Jenan Agnihotri, UMDNJ  
 Dr. Joseph R. Caravano, UMDNJ  
 Dr. Aristotle Lyssikatos, NYU  
 Dr. Priti Jain, Univ of Illinois  
 Dr. Virginia Suarez, UMDNJ

## Middlesex County Dental Society Councils and Committees

### – NJDA COUNCIL REPRESENTATIVES –

Joel Leizer ..... ADA Delegate .....254-7733	Scott Galkin ..... Membership.....750-2600
Peter Clemente ..... ADA Alternate Delegate .....985-1666	Richard Kahn..... NJDA State Trustee .....828-6622
Peter DeSciscio..... ADPAC.....826-1530	Nancy Villa..... NJDA Alt. State Trustee .....679-2323
Araceli Ziemba ..... Annual Session.....297-0588	John Fahsbender ..... Peer Review.....356-1313
Mark Vitale..... Dental Benefits .....494-7575	Ethan Glickman..... Relief .....572-4244
Robert Ashmen..... Dental Education .....846-6366	
Daniel Krantz ..... Governmental Affairs .....469-8083	
Joseph Fertig ..... Judicial Council.....940-1111	

### – MCDS COMMITTEE CHAIRPEOPLE –

Ira Rosen..... Budget and Finance .....422-7440	Constantine Simos..... Corporate Sponsorship .....247-8083
Cavan Brunsten ..... Children's Dental Health Mo...679-2323	Ethan Glickman..... Mentor .....572-4244
Mark Schambra ..... Continuing Education.....846-6366	Cavan Brunsten ..... Special Olympics.....679-2323

See our website for a complete list of Board Members and their contact information



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MCDS Newsletter is the official publication of the Middlesex County Dental Society and is published 8 times annually following each Executive Committee meeting. Articles should be submitted to the Content Editor before the deadline for each issue. Publication materials may be deferred to future issues or edited without changing the author's intent, in order to conform with the requirements of the Newsletter. The publication of an advertisement, opinion or statement does not reflect endorsement, approval, or policy of the MCDS and its newsletter unless stated. All correspondence regarding this newsletter should be directed to the Business Editor.

**General Meetings and CE 2005-2006**  
 Program Chairperson  
 Dr. Scott Galkin

- September 20, 2005  
 Jim Schultz, NJDA Lobbyist  
 "NJDA's relationship with government"  
 and  
 Michael Schaff, JD, LLM  
 "Beyond the Employment  
 Agreement: The Life-Cycle of a Dental  
 Practice Entity"  
 October 18, 2005  
 Dr. Donald Lewis  
 "What You Don't Know Can Hurt You"  
 (fraud and identity theft prevention)  
 November 15, 2005  
 Dr. Keith Rossein  
 "Narrow-Bodied Long-Term &  
 Transitional Implants: Great Implant  
 Practice Builders"  
 January 17, 2006  
 NJDA Officers Night/Induction of Life  
 Members  
 February 21, 2006  
 Dr. John Molinari  
 "Update on Vaccine Recommendations"  
 March 21, 2006  
 Dr. Gerald Greitzer  
 "Adhesive Dentistry"  
 April 18, 2006  
 Dr. Michael Glick  
 "Emerging Infectious Diseases: An Up-  
 date for Dental Healthcare Providers"  
 May 16, 2006  
 STAFF NIGHT

# The Dental Newsletter



**www.MCDSofNJ.org**

*A Publication of the Middlesex County Dental Society*

## President's Message ... Ross Kline



### WELCOME BACK

To all of our friends and colleagues, welcome back from the summer of 2005. Between oppressive heat and humidity, and flooding in some of our local communities, this has certainly been an interesting summer. I trust, even dealing with Mother Nature's fury, that all had a nice and hopefully relaxing time. I say that I hope you were able to relax, because starting in September we will once again be hosting one of the best lecture series in New Jersey.

We will host a series of six lectures. Among them will be Dr. Donald Lewis, an Oral Surgeon from Ohio, who lectures extensively on fraud and embezzlement. He himself fell victim to this crime by a long and trusted staff member. As our flyer states, if you own, or are thinking about owning a practice, you owe it to yourself to attend this lecture.

Dr. Robert Cowie will also be joining us. He has lectured to our society in the past, and was very well received. This time he will help us to see how to present

Continued on page 2

## GENERAL MEETING – Tuesday, September 20, 2005

**THE PINES** Route 27 • Edison, NJ

Registration .....	6:00
Business Meeting and hors d'oeuvres .....	6:30
Dinner & Speaker .....	7:00

## "Beyond the Employment Agreement: The Life-Cycle of a Dental Practice Entity"

Featured Speaker: Michael Schaff, JD, LLM



Michael Schaff, Chair of the Corporate Department and the Health Care Group and a shareholder of Wilentz, Goldman & Spitzer, P.A., offers clients a unique skill - his educational background in business, finance and taxation enable him to assess the business ramifications of any business transaction, contract, agreement or negotiation. His knowledge has been particularly beneficial to the structuring of professional practices for many health care professionals including physicians, dentists, chiropractors and others; for the structuring of business entities; for entities interested in buying, selling or merging businesses; and for a variety of other manufacturing, retail, and service businesses requiring legal expertise. Additionally, Mr. Schaff has served as general corporate counsel for many privately-held companies. He is a past Chair and currently a Director of the Health and Hospital Law Section, and Chair of its Physician Practice Committee. Michael was appointed by the New Jersey State Legislature as the only attorney member of the New Jersey Legislature Committee for the Study of Pain Management. He is also an Adjunct Associate Professor at the University of Medicine and Dentistry of New Jersey (UMDNJ) and at St. John's University.

This lecture will present a practical approach to the major issues in Buy-ins and Buy-outs, both from the view of the Practice and the New Owner. Issues to be covered include General Considerations, The Buy-in, Anatomy of a Purchase or Subscription Agreement, Governing Documents - Operating Agreement or Shareholders Agreement, The Buy-out and Deferred Compensation Agreements.



## MCDS Board of Trustees Report

May 10, 2005

**Attendance:** Ashmen, Brunsdan, Courey, Galkin, Glickman, Kahn, Katz, Kline, Krantz, Lawson, Rosen, Schambra, Silverstein, Weiner, Villa, Vitale

**Acceptance of Minutes**-vote unanimous.

**President's Report**-Mitch Weiner

- Hope Holbeck telephoned me the week of the MCC Hygiene Program Award ceremonies to tell me how appreciative the student who won the award (Amy Lynn Ewans) was and how professional looking the award was. I put together the layout and design of the award and will leave a copy of the text for Marlene to store for future reference.

- Thanks to Drs. Vitale and Galkin for submitting more dental assistant photos in order to help us finalize the 'Careers in Dental Assisting' Brochure we have been working on this year.

- Kudos once again to Mark Vitale on his staff night efforts- the door prize sponsor list is bigger than ever and the grand prize winner of the Ritz Carlton stay is going to be over the top with joy. It looks to be a fun-filled event.

- As Ross Kline will be the new president of MCDS at staff night, he will also be the new chair of the House of Delegates for Middlesex.

- Thanks again to the entire MCDS Executive Board for your support during my presidency year.

**Treasurer's Report**-James Courey

See full report on page 3.

**Program Chairperson's Report**-Mark Vitale

Dr. Sirois was very well received at last month's general meeting. We are considering asking him to present a full day course. For Staff Night, we expect to have around 300 people. There will be open bar all night. There will be \$5000-\$6000 in prizes given away, all at no cost to us. My sister has been helping organize the night and she has been responsible for obtaining the prize donations.

**NJDA Council Reports:**

**Dental Benefits**-Mark Vitale

-CRP Statistics was reviewed from January 1, 2005 through May 31, 2005. There were 70 complaints submitted to NJDA; 24 were resolved, 12 were for data purposes, 28 are pending, and 6 were not resolvable.

-Dr. Iserson reported on his meeting with Delta. Delta is not allowing payment on two surgical procedures performed at one visit. However Delta is making an allowance in the case of a facial space infection where an I&D is performed on the same day as an extraction. Delta announced that plans will now include brush biopsies and stressed the use of FDA/ADA guidelines on prescribing radiographs.

-Staff reported on and is investigating local variations in out of state Delta processing policies. There are Delta USA policies that are inconsistent with CDT-2005. As an example, a dentist submitted for bitewings and 3 PA's. Delta changed the procedure code for the first periapical film to "each additional" because they considered the BW to be the first PA. This resulted in a lower payment.

-Dentists in Delta's PPO must now certify that they document signed patient consent to treatment in the patient's chart. This will be part of Delta's credentialing requirements. Informed consent is not currently part of the State Board regulation on patient records, but the board is considering adding it to the regulations.

-The council reviewed concerns with Met Life's unusual and excessive request for "further information" on claims, and its failure to develop a list of documentation requirements. Met Life responded to an inquiry by NJDA stating that this will be corrected. To date problems are still arising with MetLife since they are not providing documentation requirements as required. This has become a particular problem for non-par dentists. NJDA sent a letter to Dr. Vogel, Met Life's National Director, concerning the inordinate number of complaints related to Met Life's consultant reviews.

Continued on page 3


President's Message – Continued from Page 1

cases to our patients so that they will be more likely to accept our recommendations for their needed dental care. We will also be seeing Dr. David Garber, one of the most sought after lecturers in the country and abroad. Dr. Garber will be lecturing on Esthetic Success-"By Design". I have personally heard Dr. Garber speak on several occasions. Not only are his lectures very interesting and well presented, but he always presents his audience with the newest information available so that we may go back to our practices and offer our patients state of the art treatment. All of his lectures have left me, and others, always wanting to hear more!!

Thank you to Dr. Scott Galkin, our program chairman, for an amazing job setting up this whole series. In addition, thank you to all of the members of our executive board for their constant support and work for our society. We are very fortunate to have so many people who are so active in our component. We all benefit from their efforts.

So again, welcome back to all of our members for another year of activity and learning with MCDS and NJDA. Our dental home, like our personal homes, should be a place where we're comfortable and we come for friendship, support and learning. For all of those reading this message who are not current members, think about coming into our home and making it yours as well. As a famous company says, membership does have its privileges. In this case, each MCDS member can attend three all day courses, including meals, for less than the price of one regular all day CE course. The benefits of membership in MCDS, NJDA and the ADA are innumerable to mention.

Thank you all and I look forward to seeing you in September.  
Ross Kline

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be fingerprinted and background checks be made. This will be phased in over the next four years and should not be a concern with the dental licensure renewal this year.

NJDA will have a Hospitality Suite at the ADA Annual Session on Friday, October 7, 2005, for three hours between 5:30 pm to 8:30 pm. The purpose of the hospitality suite is to recruit new members.

President's Report – Dr. August D. Pellegrini

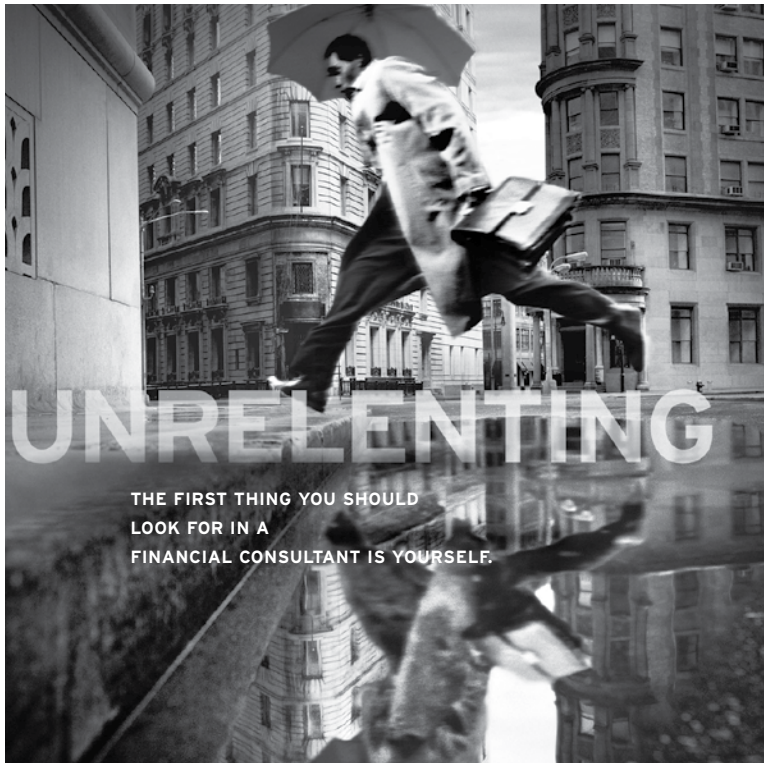
This past Monday, July 27th, Dr. Pellegrini went to the State House in Trenton, along with Dr. Graham and Art Meisel. Both the Senate and the Assembly presented NJDA with a joint resolution acknowledging NJDA's work with Give Kids A Smile (GKAS). The resolution will be displayed on the wall of the Board Room.

EXECUTIVE DIRECTOR & LEGAL COUNSEL'S REPORT – Mr. Arthur Meisel

The \$75.00 fee that was being charged to subsidize medical malpractice premiums is being challenged by the New Jersey State Bar Association. The Court recently granted summary judgment to the State, however, the Bar Association is talking about appealing. On Monday, July 27th, Acting Governor Cody submitted a reorganization plan that would make the Public Health Council an advisory committee. We are meeting on Tuesday with the Chief of Staff of the Governor's office to talk about this change and fluoridation. We are assessing how this affects us. We would have to go through the Department of Health rather than the Public Health Council. After carefully assessing the situation, a decision will be made whether or not we want to challenge the reorganization plan in court after the meeting in the Governor's office and after the Budget is passed. A decision will be made in conjunction with the President, Executive Director, President-Elect and immediate Past President. It was the general consensus of the Board of Trustees that this be done, if deemed appropriate.

We submitted a comment on the readoption of the State Board of Dentistry rules on one proposed addition to the patient record rule. The enteral sedation regulation has been adopted but will not become effective until it is published in the NJ Register. Presently, there is no application form for a permit nor any approved courses to take. This is a serious problem and, in turn, could greatly affect the public. We will continue to pursue this so that the public is not harmed.

The Task Force on Access to Care proposed a recommendation adopted by the Board to develop and implement a pilot project program in one grade in one school in one school district. That way, unforeseen problems can be identified and resolved in a manageable way before a more ambitious program is rolled out. A meeting has been held with Celeste Wood, an Assistant Commissioner in the Department of Health & Sr. Services and with Bev Kupiec. They are both in favor and will set up a meeting with the Department of Human Services and the Department of Education.



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**Detailed Treasurer's Report**  
 July 31, 2005  
 James Courey, DDS

(4/1/05-7/31/05)		
Checking	41,018.49	27,579.89
Money Market	58,098.13	58,269.60
<b>TOTAL</b>	<b>99,116.62</b>	<b>85,849.49</b>
<b>P&amp;L STATEMENT CHECKING ACCOUNT</b>		
(4/1/05-7/31/05)		
INCOME		
Corp Spon-Mentor		3,313.00
Dues		11,935.75
Interest		33.67
Staff Night - inc		9,144.50
Corp Spon - CE		0.70
<b>TOTAL INCOME</b>	<b>24,427.62</b>	
EXPENSES		
Executive Secretary	1,400.00	
Children's Dental Health Month	854.70	
Dinner meetings	4,805.01	
Plaques	136.50	
Telephone	379.50	
Lecturer Fees	500.00	
Executive Comm Dinner	494.16	
Office Supplies	667.49	
Name Badges	78.30	
Mentor Comm-exp	358.57	
Staff Night	21,561.19	
Continuing Ed-exp	4,377.88	
Board Member Expense	182.75	
Donations	2,000.00	
Memorials and Gifts	106.17	
Postage	364.00	
Secretarial	100.00	
<b>TOTAL EXPENSES</b>	<b>37,866.22</b>	
Checking Acct. Net		-13,438.60
<b>P&amp;L MONEY MARKET ACCOUNT</b>		
(4/1/05-7/31/05)		
INCOME		
Interest		171.47
<b>TOTAL INCOME</b>		<b>171.47</b>
EXPENSES		
<b>TOTAL EXPENSES</b>		<b>0.00</b>
Money Market Net		171.47

**Congratulations in Order**

On May 4th, MCDS Life Member Dr. Marvin J. Ladov received the Award of Honor from Robert Wood Johnson University Hospital in New Brunswick, NJ. The RWJUH Award of Honor recognizes exemplary employees and other individuals who have made a significant contribution to the hospital mission of care, outreach, research and education. The Award of Honor was begun in the hospital's centennial year of 1984 and is the institution's highest honor. Dr. Ladov is the Co-Chief of the Department of Dentistry at RWJUH and Chief of Oral and Maxillofacial Surgery at UMDNJ-Robert Wood Johnson Medical School.

**MCDS Board of Trustees Report**

-The council reviewed correspondence between the ADA and Delta concerning completion instructions of the coordination of benefits section of the ADA claim form. Delta is concerned that the instructions could lead dentists to believe that they should check "yes" for other coverage if a claim is being submitted to another plan. In fact the other box should be checked if the patient has coverage under another dental or medical plan without regard to whether a claim is submitted to that plan.

-The council reviewed the new AFLAC dental plan available to individuals in NJ. This plan pays full policy benefits regardless of other coverage. This plan is not subject to COB regulations and NJDA is seeking clarification as to whether this plan must be reported as other coverage on the claim form.

-ADA Council on Dental benefits contacted its constituents with a request that they begin logging in member complaints regarding dental benefit plans to enable the ADA to begin to monitor this activity on a national basis. NJDA appears to be the only constituent with a formal system for monitoring already in place and providing assistance in resolving third party complaints.

-Dental Practice Association of NJ received regulatory approval to become only the third licensed Dental Service Plan in NJ. Benecare will provide administrative services and is soliciting dentists in the southern part of the state. Dentists may want to clarify policies and procedures with Benecare.

-The Board of Dentistry regulations are due to be readopted and some amendments have been proposed. One proposed change might be problematic for dentists if applied literally to every procedure. Specifically, if adopted, patient records would have to include a "diagnosis and treatment plan, which shall also include the treatment risks, alternatives, and costs relative to the treatment that is recommended or rendered". While prudent dentists do discuss these issues with patients the proposal seems overly broad and unclear. NJDA will be submitting written comments.

-All dentists who are HIPAA covered entities must apply for and begin using a National Provider Identifier (NPI) by May 23, 2007. The application may be submitted on line or by paper. The tutorial can be accessed at [www.cms.hhs.gov/hipaa/hipaa2/](http://www.cms.hhs.gov/hipaa/hipaa2/).

-An amended version of the council's resolution on blood pressure monitoring was adopted by NJDA Board of Trustees. The adopted resolution reads: Resolved, that the NJDA recommend to its members that they follow ADA guidelines for the screening of patients' blood pressure during visits to the dental office.

**Committee Reports:**

**Mentor-Ethan Glickman**

The June OSHA course is almost full. We are planning on offering the course again in October.

**Old Business**

We are continuing to work on the Dental Assisting brochure. We will market to Guidance Counselors first, then to people who may consider dentistry as a second career.

**Good and Welfare**

The Board thanked Dr. Weiner for his service as our President this past year.

Respectfully Submitted, Bob Silverstein, Secretary

**Also speaking at our September meeting:**

Jim Schulz, the NJDA director of Governmental Affairs, and the executive director of NJDPAC. Prior to joining NJDA, Jim served as the political director for the "Soaries for Congress" campaign. Prior to that, he served as the director of Intergovernmental Affairs for the New Jersey Department of State, where he oversaw all of the legislative and regulatory affairs for the department during parts of the Whitman/DiFrancesco and McGreevey administrations.

Jim spent several election cycles with former Congressman Bob Franks. Jim is a strong proponent of using bipartisan, collaborative grassroots initiatives to best influence public policy. He has brought this methodology to the NJDA and NJDPAC, and has seen many successes as a result. He believes that in order to make positive change occur, dentists must get involved at the local level and build personal relationships with their legislators. Only then will organized dentistry become as influential as other well-known professional associations.



## NJDA Noteworthy News

Council on Governmental Affairs – Mr. Jim Schulz

A year ago we were struggling with the affects of the gross receipt tax on cosmetic procedures and lobbied to have it reduced to just in-house cosmetic bleaching. This year we are trying to get the tax repealed. Currently the state budget process is evolving. The Professional Service tax bill is dead. There is a new tax on the horizon, a revenue tax. Every HMO will be subject to a corporate business tax. The insurance world is up in arms and, of course, there is concern that premiums will then go up. There are a lot of questions concerning what will or will not be taxed.

For the first time, every trustee, officer, council chair and component president joined Diamond Club. We are moving in the right direction and acknowledged all the hard work that Dr. Charles Perle did to accomplish this. This only reinforces how productive calls from members to members are.

Dr. Frank Graham asked that PAC and Diamond Club trustees go back to their respective components and explain what is expected from the leadership. We should cultivate "Leadership by Example". It was suggested that the component newsletters document the PAC and Diamond Club members.

Council on Dental Care Programs – Mary Moskal

The Dental Practice Association of New Jersey, Inc. (sponsored by the Atlantic-Southern Dental Foundation) has recently received regulatory approval and becomes only the third licensed Dental Service Plan in New Jersey, the others being Delta Dental Plan and Unity Dental Service Plan. DPANJ has made arrangements with Benecare for administrative services, and is currently soliciting for participating dentists in the southern part of the state, with plans to go statewide in the future. Dentists may want to have a clarification of some issues in the participating dentist agreement and determine the plan's "policies and procedures".

The descriptor for the CDT 2005 procedure code D1320 (tobacco counseling for the control and prevention of oral disease) is vague. NJDA staff does not have further information as to what this service may include (e.g., length of time, prescribing of medications, etc.) The state is considering allowing benefits under Medicaid for this procedure.

NJDA has received an inordinate number of complaints related to MetLife's consultant reviews. Although claims were eventually paid after NJDA intervention, the problem is obviously systemic and NJDA wrote to MetLife's national dental director to request his personal investigation of the situation. ADA was also advised of the problem.

There is a website (www.doctoroogole.com), billed as being "by patients for patients", where dental patients can post reviews of their dentists in five areas: Facilities; service; painless; results; and cost. Although New Jersey is not specifically listed on the menu, many New Jersey dentists appear in the New York section.

Communication & Governmental Affairs – Eric Elmore

The Membership Directory is nearly completed and should be in the mail by the third or fourth week of July. There is enough advertising to cover the expenses and we should have an electronic version available by July 11th on the website. This information will be updated approximately every six weeks by adding data of new members. The Web audit is complete. Everything has been updated and everything that needed to be changed was changed. The message boards are now active on the Web. The Smile Line is temporarily off line.

This summer we will be attempting to get banner advertisements from our endorsed companies. We have had some preliminary discussion with a company that creates websites and are trying to get a one page information only website address free for our members. Costs will occur when a member wants to make any upgrades to the information only website. Press releases have been sent out to local newspapers of the new officers and trustees. This year we are attempting to build better relationships with the media and have targeted approximately 35 media contacts.

The Member's Edge program has received good reports from three of the companies (Ray Catena, Cruise Value and Joseph A. Banks). We plan to continue with all the companies in this program through the holiday season and re-evaluate them in January, 2006.

Meetings & Events – Ricky Dibofsky

Dr. Carmine LoMonaco is the newly appointed chairperson and the Council will elect its new vice chair at that meeting. Ms. Dibofsky is still conducting her site visits for a possible venue change. To date, we are still looking at the Taj Mahal, Bally's and the Convention Center.

Council on Membership – Tricia DeCotiis

It was suggested that components invite junior and senior students to their local meetings much like Essex does in September at the officer visitation date.

Letters have been sent to the GPR Directors which will be followed up by phone calls. The directors are being contacted in order to schedule meetings between NJDA and the residents.

Weekend study clubs: September 17, 2005 Forensic Dentistry; October 16, 2005 Digital Photography for the Rest of Us;

November 13, 2005 The Risks, Benefits, Indications & Techniques for Immediate Loading/ Provisionalization of Dental Im-

plants: December 10, 2005 -Beyond Pregnancy: Bringing a New Focus to Oral Health Issues

Licenses are up for renewal this year. The Legislature has passed the Nurse Cullen Law requiring that all health care providers

continued on page 10

## Puzzle Questions

### Across

1. Changing Hader clips or Tom Cruise in Cocktail?
9. Dead rapper \_u\_ \_ \_ \_ Shakur
13. Anesthesia Option
14. Poor performance for Tiger
15. Comedy characterized by broad satire and improbable situations
16. \_\_\_\_\_ Lauren
18. Iron Word
21. Word with pop, candy or dog
22. How you enter a hot tub?
24. Propoxyphene Brand
26. Airways overseer
27. Bi-Annual Mentor Course
30. Simple: done with \_\_\_\_\_.
31. HBO Show about a periodontist?
36. Victrola Maker.
38. Mr. T Show.
40. Rough Rider Roosevelt.
41. Time Warner Merger Partner.
42. What Margaret Thatcher's Kids may have called her (for short)?
43. Ratio of the speed of an object to the speed of sound in the surrounding medium.
44. Semper Fi is its motto (abbrev.).
45. One who helps another to achieve his/her goals.
47. Dental Specialty (Abbrev.)
49. Target Lesion Diagnosis (Abbrev.)
51. Hard Nosed Dental School Operative Instructor or Louis Gosset Jr. Role?
53. April 15th Payee.
55. Rockland County, NY Town.
56. Breakfast Choice.
59. State of Football Dolphins (Abbrev.)
60. \_\_\_\_\_-conductor
61. Roman '7'
63. Dental Insurance Option.
65. Rolling Stones Tune: '\_\_\_\_\_ of Burden'.
67. Comment about an Orthodontist or Restaurant Patron?
71. Movie Rating.
72. Nerve in arm.
73. Fate of show cancelled quickly.
77. 'By Mouth' Rx Abbreviation.
78. Tim Russert Best Seller: Big \_\_\_\_\_ and Me
80. What you'll find on monogram towels?
81. End Result of Oral Surgeon doing a surgical extraction with lots of water coolant or a restaurant area?

### Down

1. Endodontic Misfortune or Marital Failure for Oklahoma Couple?
2. Impregum Maker.
3. Grape Drink.
4. Ill-Fated Princess.
5. Conception Option.
6. Dental Graduate Option.
7. -----Parker Blade.
8. Opera Solo.
9. Mexican Restaurant Choice.
10. End Result of Hall and Oates getting Porcelain Crowns from #5-12?
11. Land Quantity.
12. Where actors audition or a rapper's request at dentists' office?
16. What a photographer does after a bad shot?
17. Roadway Assistance.
19. Dyslexic footwear?
20. Rocky 1 opponent Apollo \_\_\_\_\_.
23. \_\_\_\_ de plume.
25. Results may -----.
28. Slanders.
29. Grisham's Occupation.
32. \_\_\_\_\_ Pentameter.
33. Satellite radio Service.
34. Tempbond \_\_\_\_.
35. NYU Dental Degree.
37. Dot Follower.
39. Late actress Jessica.
43. Alice's Boss on 70's TV.
46. Initials of CNN Talk Show Host if middle name was 'Leo'.
48. --- Bilko.
49. A-Bomb Plane: The \_\_\_\_\_ Gay.
50. Ordinary People Actress initials.
52. 'Fabled' Writer.
54. Athens Georgia Rock Band.
55. Election Month (Abbrev.)
57. Approximation (abbrev.)
58. Dental Office Code Reference Book.
59. Movie: \_\_\_\_\_ Bueler's Day Off
62. Eskimo Dwelling.
64. Belarus Capital City.
65. Peter Sellers Movie: ----- There.
66. Indifferent to pleasure or pain.
68. If they're not in the water, your boat won't go anywhere.
69. Word with ear or snare.
70. Police song: King of -----.
71. Mexican Currency.
72. TV Network (Channel 9 in NY)
74. Abbreviation for Saint or Suite.
75. Turner or King Cole.
76. Roman Number for 151.
79. 80's Peter Gabriel Album.

For more depth on NJDA issues, read the

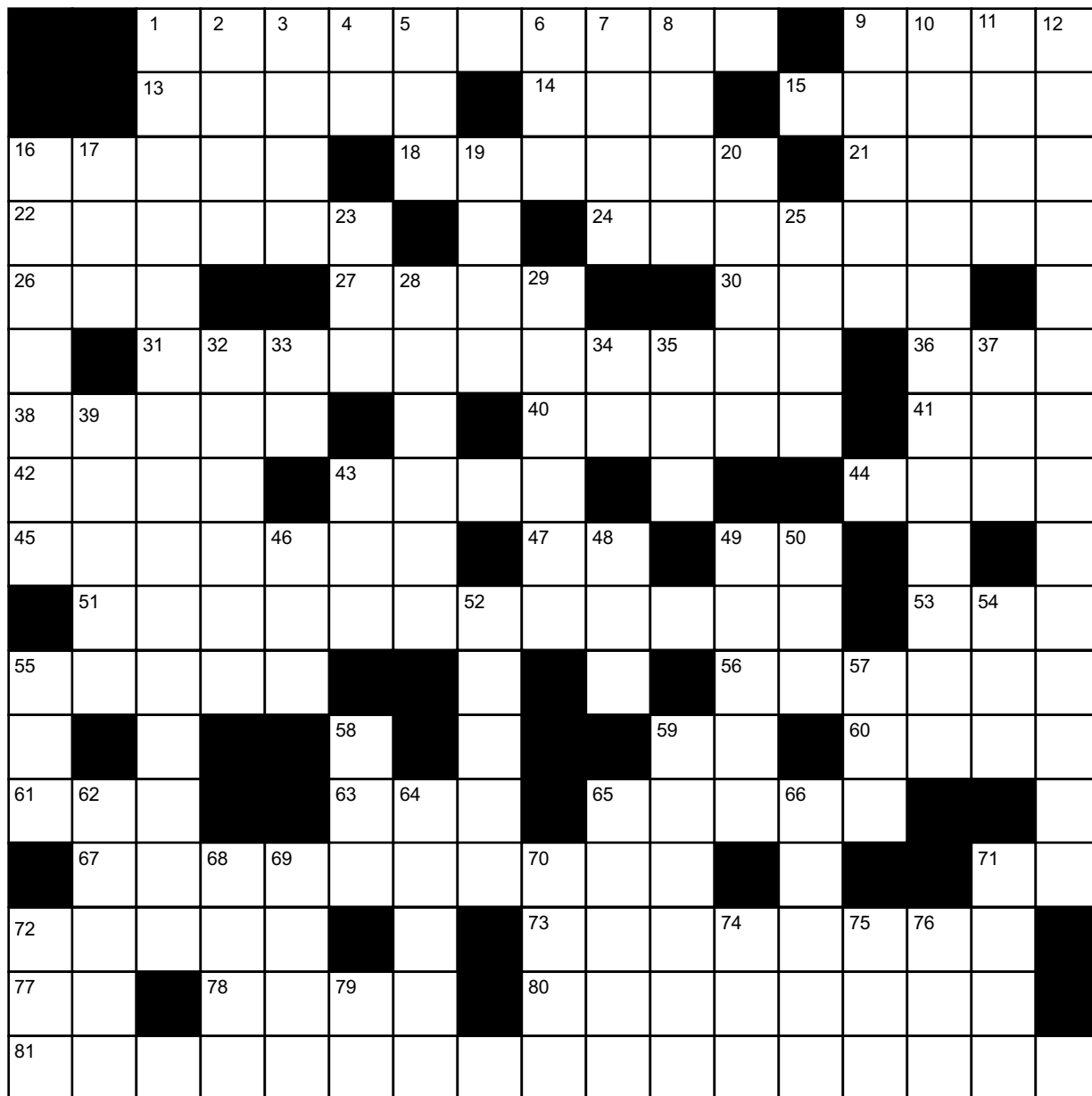
# Capsule



Dr. Joel Leizer (far right) inducts our new officers: (from Right to Left) President: Dr. Ross Kline, President-Elect: Dr. Steve Lawson, Vice President: Dr. Robert Silverstein, Treasurer: Dr. James Courey, Secretary: Dr. Mark Vitale, Program Chairperson: Dr. Scott Galkin

## ANNUAL MCDS CROSSWORD FOR THE DENTALLY CHALLENGED by Mitch Weiner

Questions are on page 9



# Middlesex County Dental Society

## Full Day CE Programs 7 CEUs Each

\*  
Dr. Donald Lewis  
Doctor, Your Check Has  
Bounced Again!  
(Dental Office Embezzlement)

Sponsored by Benco  
Wednesday, October 19, 2005  
8:30am-4:30pm

\*  
Dr. Robert Cowie  
New Patient Protocol – The  
Patient Interview and Evaluation  
Open to Doctors and Staff

Sponsored by Excel-Berger Lab  
Wednesday, November 9, 2005  
8:30am-4:30pm

\*  
Dr. David Garber  
Esthetic Success —  
'By Design'

Open to Doctors and Staff  
Sponsored by Kuwata Pan Dent  
Wednesday, April 19, 2006  
8:30am-4:30pm

### Registration Form

Doctor's Name (Last) \_\_\_\_\_ (First) \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Office Telephone Number \_\_\_\_\_ Fax Number \_\_\_\_\_

Non-Dentist Staff Members Attending the Cowie Course:

Name \_\_\_\_\_ Name \_\_\_\_\_

Name \_\_\_\_\_ Name \_\_\_\_\_

Name \_\_\_\_\_ Name \_\_\_\_\_

Name \_\_\_\_\_ Name \_\_\_\_\_

Non-Dentist Staff Members Attending the Garber Course:

Name \_\_\_\_\_ Name \_\_\_\_\_

Name \_\_\_\_\_ Name \_\_\_\_\_

Name \_\_\_\_\_ Name \_\_\_\_\_

Name \_\_\_\_\_ Name \_\_\_\_\_

### Registration Fees: (Please check appropriate boxes)

MCDS Members/Residents:

- All three programs .....\$150
  - Individual CE Programs ..... \$65 ea
- List program speaker(s): \_\_\_\_\_

NJDA Members (non-MCDS):

- All three programs .....\$250
  - Individual CE Programs ..... \$100 ea
- List program speaker(s): \_\_\_\_\_

NJDA Non-Members:

- All three programs ..... \$600
  - Individual CE Programs .....\$225 ea
- List program speaker(s): \_\_\_\_\_

Total number of Non-dentist staff members for the Cowie and Garber courses: \_\_\_\_\_

\_\_\_\_\_ \$45 pp  
Total Enclosed: \$ \_\_\_\_\_

Checks Payable to MCDS (Payment must accompany registration)

Mail to: Middlesex County Dental Society  
P.O. Box 7026, East Brunswick, NJ 08816

**All programs to take place at the Pines Manor in Edison, NJ**

Registration for all courses starts at 8:00 a.m.

**Continental Breakfast and Lunch Included**

For further information call 732-238-1255





# Middlesex County Dental Society

## Full Day CE Programs

Dr. Donald Lewis

Doctor, Your Check Has Bounced Again! (Dental Office Embezzlement)

Sponsored by Benco Wednesday, October 19, 2005 8:30am-4:30pm



In 1993, Dr. Donald Lewis realized that he was a victim of a very silent and financially draining crime - embezzlement. After investigating the crime and recovering lost funds, he extensively researched the subject of fraud and embezzlement, and has authored two books, "Employee Embezzlement and Fraud in the Dental Office: Scams, Schemes and Broken Dreams" and "Your Roadmap to Financial Integrity in the Dental Practice: A Teamwork Approach to Fraud Protection & Security". Dr. Lewis has also published numerous articles about white-collar crime in local, state, and national publications. This course is a result of his experiences, research, and writings and is **a must for any doctor that owns and operates a dental practice**. Taking one day out of your busy schedule to hear Dr. Lewis can save you a lifetime of regrets.

Dr. Robert Cowie

New Patient Protocol – The Patient Interview and Evaluation

Sponsored by Excel-Berger Lab Wednesday, November 9, 2005 8:30am-4:30pm



We all learned how to examine patients in dental school, and then tell our patients what they needed to have done based on what treatment plan was "approved" by our professors. The examination, diagnosis, and treatment plan were "graded" based on what we learned about the patient and then were able to explain and defend to our professors. How much was the patient involved in the process?

Unfortunately, once out of dental school most of us continue the habits we established in school – be they right or wrong. How often do we "tell" the patient what they need, instead of "ask" what they want? How do you get them to "want" what you think is the best treatment for them to have? How do you get them to "want" more than their insurance covers?

To be the most effective dentist today and be able to offer our patient the quality of care they deserve requires a different level of understanding of the examination and consultation process. This seminar is designed for the dentist and all team members to help them understand what skills are employed to comprehensively diagnose each patient and then present the treatment in a way that is most likely to be accepted by the patient.

Dr. David A Garber

Esthetic Success — 'By Design'

Sponsored by Kuwata Pan Dent Wednesday, April 19, 2006 8:30am-4:30pm



Dental practice in the new millennium has evolved dramatically --- new ceramic systems, coupled with predictable bonding, have changed and expanded treatment planning for enhancing smile esthetics with less-invasive techniques. Today's patients look beyond the restoration of individual teeth and contemplate enhancing smiles in their entirety. Dentists need a predictable template of "10 definitive Steps to Smile Design".

Resin bonded bridges, porcelain fused to metal and all ceramic restorations, as well as implants are all viable cosmetic solutions to patients suffering with missing teeth in the "Esthetic Zone." How do patients and dentists make the best choice?

This presentation will address the changing, integrated face of dentistry, including Porcelain veneers, Innovative crown and bridge, One-appointment tooth replacement with implants, Ten essential steps to smile design, "Accelerated" tooth preparation, New cementation systems, Treatment of gummy smile, and Pontics — Creating the Illusion of Reality.

The program will update both the generalist and specialist, as well as their auxiliary staff on state-of-the-art technique and materials in restorative dentistry, esthetics, cosmetic periodontics, and implantology.

Please visit our web site at [www.MCDSofNJ.org](http://www.MCDSofNJ.org)  
for more information and a registration form or call 732-238-1255

All courses to be held at the Pines Manor in Edison, NJ  
Continental Breakfast and Lunch Included, 7 CEUs each!

## Highlights from Staff Night 2005



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**\$2500 value**  
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**AFTCO is pleased to announce...**

**David J. Kim, D.M.D.**

has acquired the practice of

**James A. Vito, D.M.D.**

*Lawrenceville, New Jersey*

**Michael Scurti, D.M.D.**

has acquired the practice of

**Samuel Mastrobattista, D.D.S.**

*Verona, New Jersey*

AFTCO is pleased to have represented all parties in this transaction.