Issue 153 January 2015

Meeting Schedule 2015
Arranged by the Education Committee

#### January 20, 2015

NJDA Officers' Night and Life Member Presentations

#### February 17, 2015

Dr. Glenn Rosivack
"Pediatric Dental Trauma"

#### Sy Symanski Memorial Lecture

March 17, 2015

Dr. Gary Heir

"Biomechanics and Imaging of the TMJ: It's Not Always the Disc!"

#### April 21, 2015

Lisa Philp, RDH "Navigate your Practice Success"

#### April 22, 2015 FULL DAY COURSE

Lisa Philip

"Communication Toolbelt for Today's Dental Team"

May, 2015 TBD

# The Dental Newsletter





# www.MCDSofNJ.org

A Publication of the Middlesex County Dental Society

#### President's Message ... Nainesh Desai



Welcome to the January edition of MCDS newsletter. At our next general membership meeting on January 20th, we will be honoring our new life members. These members have shown a long-term commitment (at least 30 years of continuous membership) to organized dentistry. It is through decades of support of many such member dentists that we as an organization have reached new heights. Please join us to honor them and cel-

ebrate this significant milestone in their professional careers.

In November, the non-covered services bill was signed into a law by Governor Christie. This was accomplished through persistent efforts of many member dentists, NJDA officers, sponsors of this bill and your NJDPAC contributions. At the January meeting, officers from NJDA will provide us with insights into this and other legal and legislative issues affecting our dental profession.

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#### **GENERAL MEETING** – Tuesday, January 20, 2015

**THE PINES** Route 27 • Edison, NJ

Registration	6:00
Business Meeting and hors d'oeuvres	
Life Member and NJDA Officers Presentations	

## Congratulations to our newest Life Members!

#### NJDA Officers Meeting and New Life Membership Presentations

Come hear the stories behind the legislative and legal battles won on your behalf by NJDA this year from the dedicated officers. This annual event is an opportunity to meet the NJDA Directors and General Counsel and to witness first hand their dedication to our members. You will never ask the question, "What is organized dentistry doing for me?" after this evening. It will provide you with the opportunity to learn how to use NJDA's vast resources to get the most of your membership.

In addition, a special presentation to our deserving New Life Members will be featured. Life Members have been members for 30 consecutive years, or 40 years total. Tonight we honor our members who have reached this milestone in their careers, and acknowledge their contributions.

#### MCDS Board of Trustees Report

11/11/14

Attendance: Drs. Nainesh Desai, Alyssa Bernstein, Devang Modi, Amit Vora, Genevieve Fernandes, Bob Silverstein, Mark Schambra, Ira Rosen, Peter DeSciscio, David Stein, Sunny Satwah, Deborah Brown, Nima Mir-Madjlessi, Sandy Goldstein, Daniel Krantz, Richard Kahn, Constantine Simos, Bob Ashmen and Marlene Glickman

Acceptance of 10/14/14 Minutes- vote unanimous.

President's Report-Nainesh Desai

Dr. Mark Vitale was nominated for the position of NJDA Vice- President.

Treasurer's Report-Amit Vora

See detailed report on page 3.

Secretary's Report- Genevieve Fernandes

Thank you to all our board members for following the request to email to the MCDS google groups their reports before the Tuesday board meeting. This has ensured timely review and submission to our newsletter editor Dr. Bob Silverstein.

Education Coordinator's Report-Sanjeev Satwah

Our speaker for next week is Dr. Arthur Bilenker. The title of his presentation is "Current Trends in Dental Insurance."

Website Editor's Report- Robert Silverstein

Updates are being made to our website with the rest of the website committee. Executive Secretary Report-Marlene Glickman

E-mails were sent out to all new members who haven't received their membership certificates.

NJDA Council Reports:

Dental Benefits-Devang Modi, Anionette Tauk

Mary Moskal has recommended that dentists to hold off on opting in to Medicare until June. There are several issues that need to be corrected with their system so that dentists are reimbursed for all of their services.

Governmental Affairs- Mitch Weiner

Election Recap-Whereas nationwide, the Republican's rode a wave on anti-Obama sentiment to victory, NJ saw strong results for the Democratic party on a county and statewide level. This may have an impact on municipal regulations and laws that are adopted going forward that may not be considered 'pro-business'.

Non-Covered Services Bill- NCS Legislation was passed by both the NJ State Senate and Assembly and is being considered by the governor at this moment. He has the ability to sign it, veto it, conditionally veto it (suggesting amendments to the legislation that would make him more amenable to signing into law) or not act at all (which would make the bill become a law after the designated time period he has to act on the bill expires). DOBI is opposed to the bill and feels certain 'consumer protections' need to be placed in the wording to prevent abuse. It is likely that some compromise on the wording of the bill that is amenable to DOBI may be the only path to signage by the Governor. DEP Amalgam Separator Registration- Due to personnel shortages, the DEP can no longer send e-mail reminders to dentists about their obligation to register their amalgam separators annually. The NJDA will alert its members via Monday e-mail blasts and provide a link on the NJDA website to the registration portal.

Volunteer Health Care Providers Legislation- This is a bill that would provide liability immunity to healthcare practitioners who volunteer their services in

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Last week, MCDS sent out invitations to non-member dentists of Middlesex County to attend the upcoming General meeting. The first 50 non-member dentists who call and register will be able to attend this January dinner meeting as guests of MCDS. Please pass on this message to your non-member dental colleagues. Invite them and excite them to become part of organized dentistry.

I hope you had a wonderful holiday season and that you were able to take a few moments to ponder upon your last year's achievements and failures. For many, New Year is a new beginning, a time to take stock and plan a new course to better their lives. Making resolutions is a custom in many countries and cultures across the world. Becoming fit and healthy, living life to the fullest and getting organized, are amongst the top five resolutions in America. Such resolutions express the moral ambition of a person wanting to improve one's self and be happy. The feeling of accomplishment after following through that resolution is invaluable.

I hope you set and meet new goals, learn new ways to improve practice of dentistry, reach higher standards, spend more time for things that make you happy and enjoy life to the fullest. Happy New Year.

#### General Membership Meeting Business

The 2015 budget was presented to the General Membership at the 11/18/2014 general meeting for approval. The budget passed by unanimous consent.



Published at the office of Dr. Robert Silverstein www.MCDSofNJ.org user name: mcds password: mcds1912

#### Detailed Treasurer's Report As of October 31, 2014 Amit Vora, DDS

	10/31/13	10/31/14	9/30/14
Checking	\$26,193.15	\$50,555.20	\$41,920.09
Savings	\$24,291.84	\$24,329.22	\$24,325.09
Paypal	\$18,590.29	\$38,179.91	\$36,857.31
Total:	\$69,075.28	\$112,902.33	\$103,102.49

#### P & L Statement Checking Account 10/1/2014 through 10/31/2014 INCOME

CORP SPON-mtngs	8,250.00	
DINNERMEETINGS- INC	50.00	
INTEREST	1.95	
MENTOR COMM-INC	875.00	
NJDA REIMBRSMNT	5,864.02	
TOTAL INCOME	15,040.97	
EXPENSES		
Uncategorized	400.00	
BOARD MEMBER EXPENSES	398.74	
DINNERMEETINGS	4,425.59	
EXEC COM DINNER	266.00	
EXECUTIVE SECRETARY	700.00	
INSURANCE	500.00	
NAME BADGES	90.42	
NJDA Annual Convention-EXP	1,643.06	
TELEPHONE	596.61	

#### OVERALL TOTAL 6,020.55

9,020.42

TOTAL EXPENSES

P & L Statement Savings 10/1/2014 through 10/31/2014 INCOME

INCOME	
INTEREST	4.13
TOTAL INCOME	4.13
OVERALL TOTAL	4 13

P & L Statement PayPal 10/1/2014 through 10/31/2014

INCOME	
MENTOR COMM-INC	1,163.08 1,163.08
TOTAL INCOME	1,163.08
OVERALLTOTAL	1.163.08

#### MCDS Newsletter Online

To receive the newsletter electronically in lieu of receiving a printed copy, please visit our web site, at www.MCDSofNJ.org.

Click on the "Member" link, then the "Of Current Interest" Link.

By registering for this, you will be able to view the newsletter about a week before it would get to you in the mail, and this will also be saving us money.

#### MCDS Board of Trustees Report

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free clinics or free community outreach events where no money is collected for their services. The Council recommended amending the language in the bill to include dentists who are volunteer dental school faculty, dental residency program attendings and dentists that volunteer for oral cancer screenings. Prescription Drug Monitoring Program Legislation- There are 2 competing bills, one in the NJ Senate that mandates healthcare practitioners register and utilize the online database for each prescription written and one in the NJ Assembly that mandates ONLY registration and suggests practitioners utilize the database. The Assembly bill is more in line with the Council's recommendations regarding PDMP.

"Corporate Dentistry' Petition for Rulemaking – Theoretically, most of us practice corporate dentistry based on how our businesses are structured with the IRS. The interpretation is better understood by referring to dental practices either run by DENTISTS or MANAGEMENT COMPANIES where the dentist does not have control over personnel, coding for treatment, etc. There is currently an ongoing dialogue between representatives for these management company dental entities and NJDA to better define the boundaries of dentist control when one of these entities purchases or has purchased a NJ dental practice while keeping the selling dentist on in the practice.

Out of Network /All Claims Database Legislation- A bill was introduced and monitored by the Council that mandates practitioners disclose fee info from all EOB's to a NJ government entity that can potentially use this data to determine and mandate a fee ceiling for out of network services. Given that most dental practitioners maintain a true collectable UCR fee schedule vs medicine where write-offs can be 75-80% of the fee originally charged, NJDA is attempting to educate legislators that dental out of network fees are close enough to in network fees so as to not warrant such scrutiny.

Residency Mandate Proposal- A proposal sent to the Council from a NJ residency director to mandate a 1 year GPR as a condition for NJ licensure was broached by the council. Council members were asked to go back to their components to get feedback on this issue, particularly from newer dentists as the council does not want to recommend a piece of legislation that could be interpreted as divisive to the membership. Regardless, it was the opinion of the Council, many of who are dental school and residency program faculty that completion of a GPR is imperative given the scope of proficiency a general practitioner must possess in the world today. Another question the Council must ponder should this legislative proposal be considered is whether a GPR alone should be mandated for licensure (like NY State) or whether a GPR AND the NERB exam together must be successfully completed.

Paid Sick Leave Legislation- Although this legislation has heavy Democratic support in the statehouse, the governor will not sign it if passed by both the Senate and Assembly. However, the next Democratic governor will. This also does not exempt municipalities from enacting and enforcing such legislation on a local level, and many have. Moreover, the Democrats control more municipal governments' in NJ post- election, which may result in more paid sick leave mandates on the local level for NJ employers. The state bill mandates 1 hour of paid sick leave for every 30 hours worked for full OR part-time employees. North Carolina Dental Board Supreme Court Case-While the right of nondentist business entities to perform tooth whitening services without dentists supervision seems to be at the heart of the case, to the Supreme Court it is really a federalism vs. states' rights issue. Does the North Carolina Board of Dentistry (state) have authority in its decision to ban non-dentist

Continued of

#### MCDS Board of Trustees Report, continued from page 3

whitening centers over the FTC (federal government), which feels anti-trust and anti-competition laws are being broken by not allowing whitening centers without dentist supervision.

Membership- Genevieve Fernandes, Nima Mir-Madilessi

Our next Council on Membership meeting is scheduled for November 20th at 6:30 PM at NJDA.

Peer Review-Sandy Goldstein

There was no peer review activity last month.

Relief- Ethan Glickman

Dr. Glickman has stepped down from this position. Ira Rosen motioned, and it was seconded by Dr. Maya Prabhu and Dr. Mark Schambra, that the position be offered to Dr. Constantine Simos. Dr. Simos has accepted this position.

#### Committee Reports:

#### Corporate Sponsorship-Ira Rosen

We have four gold sponsors that will be attending all six of our scientific meetings: Biomet 3i, Benco Dental Supply Company, Dentsply (Tulsa) and TD Bank. We have one bronze sponsor that will be attending two of our scientific meetings: Kuwata Pan Dent. In addition, AFTCO will be placing an ad in all of our monthly newsletters again.

We want to thank Benco Dental Supply Company for also sponsoring our all-day practice management course on April 22, 2015. Save the date for yourself and your staff and look for the upcoming flyer with all of the specifics.

We are very grateful to all of our corporate sponsors because they enable the Middlesex County Dental Society to provide top quality continuing education to our membership in a local venue at reasonable cost, as well as a wide range of member benefits.

#### Mentor-Nima Mir-Madilessi

Our bi-annual OSHA program that satisfies the OSHA standard on Occupational Exposure to Blood Borne Pathogens, which is required annually for dentists and staff, was given on Nov. 6, 2014 at St. Peter's Medical Center, New Brunswick. 128 members and their staff were in attendance. Two CEU credits were awarded to the Dentists & staff members attending this 2-hour seminar. These seminars are available as a member benefit of MCDS.

A very big "Thank You" to Dr. Joe Fertig, Director of Dental Services - St. Peter's Medical Center, for arranging all our room accommodations for the MCDS-OSHA-Mentor programs at St. Peter's Medical Center in New Brunswick. The next OSHA recertification course will be held in June 2015.

#### New Dentist Committee- Sanjeev Satwah

October's meeting was cancelled. We will be meeting on 11/25.

#### Budget and Finance - Ira Rosen

The proposed 2014-2015 MCDS budget was approved by the Executive Board at our October meeting. It was presented to the membership at the October general meeting, published in the November newsletter and will be voted upon at the November general meeting.

#### Membership Hospitality Committee- Genevieve Fernandes, Deborah Brown

Email blasts are being sent about twice a month by Dr. Genevieve Fernandes with holiday greetings and to inform our members on the CE meetings within our dental society. Dr. Brown will coordinate with our Facebook editor to promote our meetings on Facebook too.

Dental Shadowing- Marlene Glickman has taken over this role completely as Dr. Maha Kaga has not been able to continue for personal reasons.

#### Hygiene Study Club- Alyssa Bernstein

The Central New Jersey Dental Hygiene [CNJDH] Study Club met on Wednesday September 17, 2014 at the Crowne Plaza Hotel in Edison. The speaker was Dr. Devon Berry and he lectured on "The Effects of Occlusion". Two CEU credits were awarded to the 29 hygienists that attend this meeting.

The next CNJDH meeting will be on Wednesday November 12, 2014 at the Crowne Plaza Hotel in Edison. The speaker will be Debbie Sabatini and she will be lecturing on "Probiotics, Are They Helpful?" Two CEU credits will be awarded for this seminar.

This CNJDH study club is available to our hygienists as a Dentist-member benefit of MCDS.

Please contact Marlene Glickman, our Executive Secretary for MCDS, at 732-764-MCDS (6237) for additional information and registration in advance for the program.

#### MCDS Study Club- Genevieve Fernandes, Nima Mir-Madjlessi

The MCDS Study Club met on Wednesday Oct 29th, 2014 from 6:30-8:30PM Dr. Richard Kahn was our speaker and the topic was, "A Review of Periodontal Diagnosis and Therapy". 2 CEs were awarded and this took place at NJDA head-quarters. The study club meetings are offered as a member benefit and there is no charge to our members to attend them.

#### MCDS Board of Trustees Report, continued from page 4

Our next meeting will be in January, 2015 with details to follow. Thank you to Dr. Kahn, and to all those that attended this free study club meeting.

#### **New Business**

The current Mercer County President wanted to look at our Bylaws. Dr. Nainesh Desai will be revisiting our Bylaws and any necessary updates will be discussed at our next board meeting.

A motion was passed by Dr. Ira Rosen and seconded by Dr. Genevieve Fernandes to invite all non-members of our dental society to our January general meeting. The first 50 people to respond will be able to attend this meeting at no charge. A budget of up to \$3000 was proposed. This received an unanimous vote.

Respectfully Submitted,

Dr. Genevieve Fernandes,

Secretary

#### DENTAL BENEFIT SNIPPET FROM THE ADA: Differences between PPO's and EPO's

A Preferred Provider Organization (PPO) is a managed care plan combined with a network of dentists under contract to the third party carrier to deliver specified services for set fees and according to the provisions of the contract. Traditional PPO's pay a percentage of the maximum allowable fee to the contracted dentist. For dentists out of the network, the PPO may pay a lesser percentage for each covered service.

Newer models called Exclusive Provider Organizations (EPO's) require that subscribers use only participating dentists if they want to have the services covered by the plan. In such instances the patient will need to bear all costs of care if they choose to go out of network. There is no benefit payable to out of network dentists. While such closed panel plans have typically been used in dental health maintenance organizations (DHMO's) they are starting to gain popularity with PPO's as a mechanism to control costs.

Dentists and their patients should be well aware of the differences between an EPO and a PPO which can sound a lot alike especially when an employer offers both. Please encourage your patients to become familiar with and understand their benefit plans.

Before signing any participating provider agreement, members can use the ADA's contract analysis service through their state society. This service provides a plain language explanation of the terms of the contract. One-on one member assistance is also available at the ADA. For assistance please call: 800-621-8099.

#### New Research from the American Dental Association's Health Policy Institute

Why Adults Forgo Dental Care: Evidence from a New National Survey

In this Research Brief we analyze a new nationally representative survey on access to dental care. We find that cost and low perceived need are the top reasons why adults indicate they do not intend to visit a dentist in the next 12 months. This is true among adults of all ages and income levels. Other important reasons for not visiting a dentist include lack of time, difficulty traveling to a dentist, anxiety, and difficulty finding a dentist that accepts Medicaid. The prominence of

"no need" as a key reason for forgoing dental care could be a result of improvements in oral health, changes in oral health literacy, or a significant shift in the value proposition of dental care.

Are Medicaid and Private Dental Insurance Reimbursement Rates for Pediatric Dental Care Services Keeping up with Inflation?

In this Research Brief we analyze new data for every state and find that from 2003 to 2013, Medicaid reimbursement for pediatric dental care services has not kept up with inflation in most states. In contrast, most states have seen increases in inflation-adjusted private dental insurance reimbursement. States that have implemented reimbursement increases along with other Medicaid program reforms have seen significant gains in provider participation and access to dental care. The impact of fee changes in the private market has been studied less.

# The Laboratory Dentists Trust 877-377-4455 www.kuwatapandent.com

#### NJDA Noteworthy News

#### ADA Delegate/Alternate Delegate Funding

Dr. Richard Kahn suggested that the ADA Delegates/Alternate Delegates should be very cognizant in choosing plane fares when purchasing tickets for the ADA Annual Sessions. He reported that while signing checks, he noted that there is a difference of hundreds of dollars in the fares. He also feels that Delegates should be penalized if they do not attend the Pre-Annual Session Caucus.

Dr. Alan Rothstein felt each Trustee should go back to their component, reporting that NJDA can only afford a certain dollar amount and ask his/her component if it can create a line item in its Budget to support the ADA Delegate/Alternate. Council on Dental Benefits – Ms. Mary Moskal

Ms. Mary Moskal reported on the many problems that currently exist due to the new Medicare prescribing rule that will take effect in June 2015, the lack of consistency and clarity emanating from CMS to ADA, and the problems that members have reported to NJDA. As an example, a prosthodontist received a rejection letter after trying to enroll in Medicare as a billing provider using the "other physician" category; CMS's response to this issue was a contradiction of all of the guidance provided to ADA/NJDA to date. Another problem surfaced with the Referring Provider Rule enacted some time ago. This rule does not apply to "doctor to doctor" referrals, but at least one oral surgeon reported that he was not being reimbursed for x-rays because the general dentist had not enrolled nor opted out of Medicare. In the meantime, dentists have time to delay action on the Medicare enrollment/opt out decision since the Prescribing Rule does not take effect until next June.

Communications - Ms. Nicole Fredrickson

Ms. Nicole Fredrickson reported that at the Council's next meeting it will be working with the components putting together an updated Continuing Education section which advertises component meetings and CE. It was reported that components that provide Nicole with their meeting and CE dates will be added to the NJDA website.

Programs & Development - Ms. Maureen Barlow

**Annual Session** 

For the 2015 conference (May 1 and 2) we are charging a \$25.00 conference pass. This Pass includes continental breakfasts both days, lunch and learn course credits, Table Clinics, an extensive attendee reception, Prizes awarded every hour the exhibit floor is open and a \$25.00 gift card to be used with any exhibitor at the conference.

#### **Programming**

Resources Day will be a full day program to be held at NJDA focused on practice management tools for member dentists and their staff. The program will include continuing education as well as resources and a shredding truck. The tentative date is September 30, 2015.

Two New Dentist Conferences will be scheduled in the fall as well. One in North Jersey and one in South Jersey.

Bank of America will be hosting a program here at NJDA focused on starting or expanding a practice.

Governmental & Public Affairs - Mr. James Schulz

Mr. Schulz reported that the Non-covered Services (NCS) Bill is on the Governor's desk and he should act on it by December 1, 2014. (Editor's Note: This bill was signed into law by Governor Christie in late November) The Department of Banking and Insurance is opposed to the bill, however, the Senate and Assembly Minority Leaders are sponsors and spoke in favor of it. They have asked the Governor to sign the Bill. It's important to remember that this legislation applies only to insured plans and not ERISA plans or Third Party Administrators. Those are governed by federal law.

The Legislature continues to look at changing NJ's Prescription Drug Monitoring Program (PDMP). To date, Twenty-one bills have been introduced with a number of fact-finding hearings.

Presently, there is a 13% utilization rate of the PDMP and prescription drugs are the most abused drugs in America. Vicodin, OxyContin and Oxycodone are the major gateway drugs into Heroin use. The NJDA is in a coalition with other prescriber groups to ensure that, while changes need to occur within the PDMP, that doctors still have the ability to treat their patients as they see fit.

Executive Director & Legal Counsel's Report – Mr. Arthur Meisel

Mr. Arthur Meisel reported that at its last public meeting, the State Board clarified that while registered dental assistants can perform, without hand instrumentation, a supra-gingival polishing using a rubber cup with pumice and a rotary slow speed hand piece, they cannot use prophy paste to conduct the procedure.

The Board's concern was that if the prophy paste was used, it could be billed by the dentist as a prophy. Mr. Meisel asked the NJDA Board whether or not he should bring this back to the State Board to be re-visited. A motion was made, seconded by the Board (Vote #3 BT-14-11-22) to have Mr. Arthur Meisel revisit this issue at the next State Board of Dentistry meeting.

The motion was defeated.

#### ACDS Induction of New Life Alembers

The following MCDS members are being honored for life membership this year.

Norman T. Blumenstock, Charles L. Dashel, John J. Fahsbender, Spencer Z. Forman, Ethan Glickman, Stephen E. Hoffmann, Martin A. Kugel, Warren N. Lorch, Raouf M. Mansour, Harvey J. Meade, Andrew P. Tanchyk.

They have shown a steadfast dedication to their profession and organized dentistry over their careers. They will be formally inducted as life members at this month's dinner meeting. Each new life member was asked to submit their biographical information, and those who elected to do so are recognized below.

#### Norman T. Blumenstock

Dr. Norm Blumenstock was born in 1949 in New York, New York. He attended Brooklyn College and graduated in 1971. He graduated Dental School from Columbia University in 1975. Prior to entering private practice, he did a general practice residency at Montefiore Hospital and Medical Center

in New York City. He is proud to have earned both Fellowship and Mastership awards from the Academy of General Dentistry.

He received his training in TMD and Oral Facial Pain from UMDNJ in 1991. For the past 25 years, he has focused on dental sleep medicine. Since 1991, Dr. Blumenstock has attended the weekly sleep clinic sessions at the medical school where he is currently appointed to the Medical Department as an Assistant Clinical Professor at Rutgers University - Robert Wood Johnson Medical School. This year marks 30 years as an attending staff member at the Dental Department of Robert Wood Johnson University Hospital, where he shares his dental sleep medicine knowledge with dental residents. In addition to memberships in the Academy of General Dentistry, American Dental Association, New Jersey Dental Association, and Middlesex County Dental Society, Dr. Blumenstock is a charter member of the American Academy of Dental Sleep Medicine (formerly the Sleep Disorder Dental Society in 1991) and has been credentialed by the American Board of Dental Sleep Medicine. His office is the first accredited dental sleep medicine office in New Jersey. Dr. Blumenstock's recent involvement with the American Academy of Dental Sleep Medicine includes writing examination questions for the American Board of Dental Sleep Medicine written test, participation in the task force for structuring the facility accreditation process and subsequently serving as Chairman for the facility Accreditation Committee. He also serves on the Ethics Committee and has participated in the consensus committee for formulating the definition of an oral appliance for dental sleep medicine. In 2013, he was award the Distinguished Service Award from the American Academy of Dental Sleep Medicine. He resides in Monroe Township, NJ with his wife, Harriet. They have 2 children, Andy married to Jennifer and Meredith married to Adam, His 2 grandchildren are Lena and Cecelia.

#### Charles L. Dashel

Charles Dashel was born in 1949 in Manhattan, New York. He attended City College of NY and graduated in 1970. He graduated Dental School from NYU College of Dentistry in 1974. After graduating, he spent two years in the Air Force. He then worked in Brooklyn from 1976-1978 as an associate. Dr. Dashel purchased his practice in Iselin, NJ in 1978. He joined staff at JFK Hospital Dental Clinic in 1979. Dr. Dashel still practices in Iselin, NJ, as well as serving as an attending at JFK Hospital He resides in Marlboro, NJ with his wife, Betsy. They have 2 children: Allison and Ryan, and 4 grandchildren: Haley, Jordyn, Max and Willow. Dr. Dashel enjoys playing golf and traveling with his wife Betsy.

#### John J. Fahsbender

John J. Fahsbender was born in 1949 in San Diego, California. He attended Brigham Young University and graduated in 1973. He graduated Dental School from Fairleigh Dickenson University in 1977. After graduating, he joined Dr. Douglas M. Levy as an associate in 1977 at his general practice in Middlesex, NJ. Dr. Fahsbender purchased his practice in 1997 and continued practicing full-time to the present. He resides in Hillsborough NJ with his wife, Michele. They have 8 children (Tyra, Eden, Jacob, Joshua, Neile, Derek, Marissa, Adrianne) and 8 grandchildren. Dr. Fahsbender has been a long distance runner for over 53 years, achieving Elite rank. He lectures and presents seminars on Peer Review and Dental Ethics throughout the State. In addition to being active in many Church capacities, he is still passionate about dentistry, never wants to retire, and loves his family. "No success can compensate for failure in the home."

#### ACDS Induction of New Life Members

#### Spencer Z. Forman

Spencer Z. Forman was born in 1949 in Brookline, Massachusetts. He attended Boston University and graduated in 1971. He graduated Dental School from University of Pennsylvania in 1975. After graduating, he moved to Brooklyn and began working. He bought his practice from Lewis Goldstein in Jamesburg, NJ in 1976 and has been there ever since. Dr. Forman has been a member of both the Mercer County Dental Society, and MCDS. He resides in New Brunswick, NJ with his wife, Louise. They have 3 children: Drew, Robert and Jonathan, and 1 grandchild: Rosalie Elanor. Dr. Forman was active in coaching youth baseball and hockey for many years in the Princeton area. He currently has a level 4 coaching certification from USA hockey.

#### Ethan Glickman

Dr. Ethan Glickman was born in 1948 in Brooklyn, NYC. He graduated with a B.A. from CUNY-Queens College, NY in 1970. In 1974 he graduated with a D.D.S. degree from SUNY at Buffalo. He then did a year long General Practice Residency at JFK Medical Center, Edison, NJ. He worked as an associate dentist from 1975-1981 in Somerset, NJ. In 1981 he opened his own practice in Highland Park, N.J. and a year later co-founded Park Dental Group and practiced there from 1982-2011. He sold his dental partnership in 2012. He is a member of the ADA and the NJ Dental Associations & Middlesex County Dental Society. He has served on the Board of Trustees at Middlesex County Dental Society from 1982-2014. He was an Alternate NJDA Trustee for MCDS. He was a member of the Mentor Committee, Membership Committee and was the MCDS Rep. for the NJDA Relief Council. He was a member of the NJDA Access to Care Council 2011-2012. He was the Past Chairman of the Mentor Committee for MCDS from 1995-2009. Dr. Glickman was also involved with the Children's Dental Health Committee, Oral Cancer Screening Committee, NJDA Judicial Council. He volunteered with the MCDS-Shadow Program Committee from 2006-2011 and the NJDA 2011-2012 SmileCheck Program. He has been a participating dentist with the "Give Kids a Smile" program from 2004-2013. He has been honored with numerous awards such as the MCDS-Outstanding Service Award in 2004, the ADA Golden Apple Award for Outstanding Leadership in Mentoring 2009, and the NJDA-Presidential Service Award in 2011. He co-founded Park Development Group, LLC-Realty Company in 2000 and also co-founded Sunrise Development Group, LLC-Realty Company in 2003. In 2008 he received additional training through a Mini-MBA-"Business-Essentials" at the Center for Management Development-Rutgers. Dr. Glickman also founded EMPOWER Seminars & Consulting, LLC in 2011. In 2012, he was a part time dental instructor at Mercer County Community College, West Windsor, NJ at the Center for Continuing Studies. He joined the KinderSmile Foundation, Montclair, NJ in 2012 and continues to serve as the Development Chairman on the KinderSmile Board of Trustees. He served as the Executive Director for the NJ Society of Periodontists from 2011-2014. He was a Corporate Dental Director at Dental Health Associates in 2013. He has also created a scholarship for Middlesex County Community College in the Department of Dental Auxiliaries Education named the "The Dianne Romer Student Success Award" in 2005 in the school of Dental Hygiene. He resides with his wife Marlene-married 44 years, in Somerset, NJ. They have three very wonderful children: Jason-married to Ali, Russell-married to Megan & Douglas-dating Jiye. They are blessed with 6 lovely grandchildren: Joe, Charlie, Jacqueline, Madison, Sydney and Kennedy, Dr. Glickman is thankful to all his friends who share his goals of mentoring, camaraderie and "paying it forward". He is also extremely thankful to his beautiful and loving wife, Marlene, for being his best friend and partner through his journey of life! She is his true Angel.

#### Stephen E. Hoffmann

Stephen E. Hoffmann was born in 1949 in Queens, New York. He attended St. John's University and graduated in 1970. He graduated Dental School from SUNY Buffalo in 1974. After graduating, he went on to specialize in Pedodontics at Allegheny General Hospital. After completing his post graduate program, Dr. Hoffmann taught at NYU from 1976 to 1979. He worked with Drs. Stuart Kahn and Carl Langbert in Highland Park at the same time. He then went on to open his own practice in East Brunswick in 1979 while also working with Dr. Steven Moss, Department Chairman at NYU, in Brooklyn. He became Board Certified in Pediatric Dentistry in 1988. He is actively practicing with his daughter, Rachel Hoffman DMD, in their East Brunswick office. He has been on active staff at RWJ since 1977 and the Chief of Pediatric Dentistry at RWJUH/BMSCH since 2010. His professional memberships include the American Academy of Pediatric Dentistry, NJAPD, American Board of Pediatric Dentistry, and the College of Diplomates of ABPD. He is a life member of AAPD, ABPD, and COD. He resides in East Brunswick, NJ with his wife, Denise. They have 3 children: Rachel Hoffmann, Stephen Hoffmann III, and Alison Otteau and 2 grandchildren: Graeme (Rachel), Clayton (Alison) (with 2 more grandchildren on the way). Dr. Hoffmann enjoys spending time with the family, running after the grandchildren, traveling, collecting fine wine, and gardening.

#### ACDS Induction of New Life Alembers

#### Martin A. Kugel

Dr. Martin Kugel was born in 1949 in Brooklyn, New York. He attended Brooklyn College and graduated in 1970. He graduated Dental School from NYU in 1974. In the U.S. Public Health Service, he provided dental care to the U.S. Coast Guard, Merchant Marine crews, and other members of the armed services. Dr. Kugel was promoted to Lieutenant Commander. He was also a part-time instructor at the University of Pennsylvania School of Dentistry. After leaving service he worked for H. Hugh Gardy, DDS in Maywood, New Jersey. Since 1979 he has practiced in Old Bridge, New Jersey. He resides in West Windsor, NJ with his wife Ann. They have 2 children: Marla and Jonathan, and a new grandchild, Calvin. Dr. Kugel currently practices full-time in Old Bridge (when it does not get in the way of playing tennis and traveling).

#### Warren N. Lorch

Dr. Warren Lorch was born in 1949 in the Bronx, NY. He attended the University of Bridgeport, and he graduated from Fairleigh Dickinson University Dental School in 1974. After graduating, Dr. Lorch went to work for a dentist in Paterson, N.J. He later bought a practice in Piscataway, where he continues to practice. He resides in Metuchen, NJ, with his wife Harriet. They have 2 children, Evan and Rachel, and 4 grandchildren. He enjoys traveling and the Jersey shore.

#### Raouf M. Mansour

Dr. Raouf M. Mansour was born in1939 in Cairo, Egypt. He attended Cairo University and graduated in 1965. He graduated Dental School from UMDNJ in 1977. After graduation, he entered into private practice and became a faculty member at UMDNJ. He retired from UMDNJ in 2013. In addition to his dental degree, he has a Masters of Science in Biomedical Engineering from Drexel University in 1972, and a Ph.D. in Biomedical Engineering from Drexel University in 1974, and he is a retired member of the American Academy of Oro-facial pain. He is a Past President of the Academic Assembly of New Jersey Dental School, UMDNJ and Past President of AAUP (NJ Medical School and NJ Dental School Chapter of the AAUP). He resides in East Brunswick, NJ with his wife, Lourdes. They have a daughter, Nelly Christine.

### Harvey J. Meade

Dr. Harvey Meade was born in 1949 in Brooklyn, NY. He served in the US Army Reserves from 1969-1972. He attended Long Island University and graduated, cum laude, in 1973. Dr. Meade received his Doctor of Dental Medicine degree from the University of Medicine and Dentistry of New Jersey in 1978. As a dental student he served as president of the Alpha Omega Dental Fraternity and was awarded certificates of merit from the departments of Pediatric Dentistry and Orthodontics. Upon graduating from dental school he accepted a residency at Monmouth Medical Center in Long Branch, New Jersey where he gained extensive experience in oral surgery and in the treatment of dental emergencies and trauma. Dr. Meade is the founding partner of Doctors of Dental Medicine, which he established in 1980. His wife, Terry Meade, RN, his only employee at that time, was instrumental in helping Dr. Meade fulfill his mission of providing the community with an exceptional dental care option that was vastly different in their approach to patient care, than most other dental practices of the time. Today, Doctors of Dental Medicine is a multi-doctor group practice that boasts a practice philosophy focusing on uncompromising care and compassion. As evidenced by the practice's success, Dr. Meade, Terry and their colleagues have accomplished their mission. Committed to continuing professional growth and development, Dr. Meade and his partner, Dr. Richard Hirschlag, are alumni of the prestigious L.D. Pankey Institute for Advanced Dental Education. Having completed their continuum of courses that teach advanced TMJ, occlusal, prosthetic and practice management skills, Dr. Meade is a highly trained restorative, rehabilitative and aesthetic dentist. Honored as a Fellow of the Academy of General Dentistry and the Academy of Dentistry International, Dr. Meade is also an active member of the American Dental Association, the American Academy of Dental Practice Administration, the New Jersey Dental Association, and the Middlesex County Dental Association. Dr. and Mrs. Meade currently reside in Cranbury, NJ. They have two adult sons, Seth and Ryan. Dr. Meade has always enjoyed music and learned to play guitar a few years ago; it is now one of his true passions. Dr. Meade is also an avid outdoorsman and enjoys playing golf, hiking, cycling and traveling.

#### Andrew P. Tanchyk

Dr. Andrew Tanchyk was born in 1949 in Newark, NJ. He attended Belmont Abbey College and graduated in 1971 with a BS in Chemistry. He graduated Dental School from FDU in 1975. He has been in private practice in South Amboy since 1978. He resides in East Brunswick, NJ with his wife, Michele. They have 3 children: Amy, Andrew and Alison.

#### **Highlights from the November 2014 General Meeting**



November Featured Speaker Dr. Arthur Bilenker (C.) with MCDS MCDS President Dr. Nainesh Desai (L.) and Education Coordinator Dr. Sanjeev Satwah (R.).



MCDS welcomes our new members. From Left to Right: Membership Chairperson Dr. Genevieve Fernandes, MCDS President Dr. Nainesh Desai, JFK Residents Drs. Ashlee Apratim and Adarsh Yagnik, JFK Program Director (and MCDS Vice President) Dr. Devang Modi, Dr. Stephanie Shinmachi, RWJ Residents Drs. Dilmarys Pena, Mario Fiorentini, Anand Parekh and Antonio Couzo, and MCDS' NJDA Trustee (and RWJ Chief of Restorative Dentistry) Dr. Mitch Weiner.

#### New Research from the American Dental Association's Health Policy Institute, continued from page 5

Medicaid Market for Dental Care Poised for Major Growth in Many States

In this Research Brief we analyze the implication of Medicaid expansion under the Affordable Care Act on the market for dental care. We find that Medicaid expansion will significantly expand number of low-income adults with dental benefits. However, translating expanded Medicaid dental benefits coverage to expanded access to dental care and ultimately, improved oral health, will require significant reforms to many Medicaid programs. States can draw on a large body of evidence to guide reforms.

Dentist Earnings Not Recovering with Economic Growth In this Research Brief we update our analysis of dentists' earnings through 2013. We find that earnings are not rebounding despite several years of economic recovery since the Great Recession. Low dentist busyness levels and decreased wait times indicate additional capacity is available in the dental care system. Given that dental spending is expected to remain sluggish while the supply of dentists is expected to increase, the prospects for dentist earnings remain unclear.

Diverting Emergency Department Dental Visits Could Save Maryland's Medicaid Program \$4 Million per Year In this Research Brief we find that since 2012, per-capita outpatient dental emergency department visits have In this Research Brief we find that since 2012, per-capita outpatient dental emergency department visits have decreased in Maryland. The decline can be attributed to reduced visits among children and adults ages 21- 40. The decrease in outpatient dental emergency department visits among children are likely attributable to reforms Maryland has instituted in its pediatric Medicaid program since 2007 but further research is needed. As the majority of expenditure for outpatient dental emergency department visits is financed by Medicaid, an effective statewide emergency department diversion program could save the Maryland Medicaid program up to \$4 million per year.

The 'Invisible Hand' and the Market for Dental Care

In this month's Health Policy Perspectives, the evolution of the dental care market since 1980 is viewed through an economic lens. The analysis shows that the interplay of the supply of and demand for dental care is a key driver of dentist earnings. With an expected continued stagnation of demand and a projected increase in the number of dentists, the 'invisible hand' of the market could have important implications for years to come.

# Middlesex County Dental Society

#### **REGISTRATION FORM**

Wednesday: January 28,2015

Management of the Pediatric Patient

Dr. Cavan Brunsden

Time:	Registration: 7:00 PM	Program: 7:30 - 9:00 PM
Place:	NJDA Building, North E	Brunswick, NJ
Tuition	This seminar is available to our me	mbers as a <u>member benefit of MCDS</u>
Office Nar	11	
Office A Office pl		Office fax #
Name		<u>title</u>

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#### News Brief from the NJDA Council on Annual Session

We're changing things up for the 2015 conference, with member value and your convenience in mind! The Garden State Dental Conference & Expo is moving to historic Princeton, the weekend of May 1 and 2, 2015. Gather with your colleagues at the Princeton Marriott, along with a select line-up of speakers and 95+ industry-leading exhibitors.

Your \$25 conference pass includes:

- Continental breakfasts daily
- Free CEUs
- Lunch and Learns
- Friday night Happy Hour!

GARDEN STATE DENTAL CONFERENCE & EXPO



#### PLUS a \$25 Gift Card to spend with any exhibitor at our conference

Our featured speaker is noted lecturer, Louis Malcmacher, whose program will take teach you how to integrate today's most exciting topics into your daily practice, in a format that your entire team will enjoy. Presented by CareCredit.

Visit historic Princeton on Friday evening of the conference for dinner at the Nassau Inn. Explore the downtown area on your own and discover great dessert and coffee spots, brew pubs and shops. Then take a shuttle back to the host hotel. On Saturday, finish up your shopping in the exhibit halls. Explore table clinics or take a hands-on course with Dr. Alan Atlas. Return to your practice refreshed and energized!

Look for our conference brochure in the mail. Registration opens in October. Visit www.njda.org for details.

Join Bryon E. Roshong, DMD, President of NJDA, at a dinner in his honor on June 19, 2015 at Seasons Restaurant in Washington Township. Details to follow in future news briefs.



# Middlesex County Dental Society Full Day CE Program 5 CEUs



# Lisa Philp RDH, President, Transitions Group "Communication Toolbelt for Today's Dental Team"

Open to Doctors and Staff

Wednesday, April 22, 2015 8:30 am to 2 pm

Lisa Philp is the President of Transitions Group North America, a full service coaching company for dentistry. She graduated from East Tennessee State University as a Registered Dental Hygienist in 1987. Her career began with clinical hygiene in United States and Canada to the creation of a periodontal disease management program in which she coached thousands of dental

professionals. She is currently a leader, author, and coach and highly sought after North American speaker.

Lisa is committed to being an eternal student in the areas of personal growth, leadership, change management, human capital potential, adult learning, advanced training techniques and communication skills. Her mission is to make dentistry simple and fun, allowing dental professionals to achieve personal and professional fulfillment in the workplace.

Dentistry is a human capital people business that requires continual learning to attract, retain and nurture the relationship aspect of patient interactions. Research shows that 85% of our success is directly related to our ability to understand, connect and communicate with people. How you connect, speak and convey your messages, combined with how well you receive other's messages, determines the level of patient loyalty, retention, new patient growth and case acceptance. These tools will rejuvenate and inspire you to embrace and simplify the art of influence for immediate results in achieving what you want and deserve. Participants will learn:

- Art and Science of people skills
- Team member's role in communication
- Key words and phrases that have immediate impact
- The impact of inflection and tone in our messages
- Laws of communication and value of listening
- Power of body language in our interactions

Registration Form			
Doctor's Name (Last)		(First)	
Address			
City	State	Zip	
Office Telephone Number		Fax Number	
Non-Dentist Staff Mer	mbers:		
Name			



Dentists:	
MCDS Members/Residents:	\$75 / \$100 ea*
NJDA Members (other than ab	ove)\$100 / \$125 ea*
NJDA Non-Members:	\$150 / \$175 ea*
Staff (non-dentists):	
MCDS:	\$65 per staff member
All other NJDA:	\$80 per staff member
NJDA Non-Members:	\$100 per staff member

Total Enclosed: \$\_

\* Early/Late registration cutoff date: March 1, 2015 Checks Payable to MCDS (Payment must accompany registration) Mail to: Middlesex County Dental Society

P.O. Box 7026, East Brunswick, NJ 08816 Registration is from 7:30 a.m.- 8:30 a.m.

All programs to take place at the Pines Manor in Edison, NJ Breakfast Buffet and Coffee Break (Sponosred by Benco) For further information call 732-764-MCDS (6237) or visit www.MCDSofNJ.org

To register more than one dentist for your office, please use copies of this form, or register online at www.MCDSofNJ.org

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 Östman PO¹, Wennerberg A, Albrektsson T. Immediate Occlusal Loading Of NanoTite™ PREVAIL® Implants: A Prospective 1-Year Clinical And Radiographic Study. Clin Implant Dent Relat Res. 2010 Mar;12(1):39-47. n = 102.

†Dr. Östman has a financial relationship with BIOMET **3i** LLC resulting from speaking engagements, consulting engagements and other retained services.

Reference 1 discusses BIOMET  $\it{3i}$  PREVAIL Implants with an integrated platform switching design, which is also incorporated into the  $\it{3i}$  T3 $^{\circ}$  Implant.

\*0.37mm bone recession not typical of all cases.

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