

Meeting Schedule 2019-20
Arranged by the Education Committee

10/15/19

Dr. Gordon Christensen

“Predictable, Non-Sensitive, Long-Lasting,
Profitable Composites”

11/19/19

Drs. Les Elfenbein and Joseph Stern

“Can the Cracked Tooth Be Saved? Early
Detection and the Proper Protocol for the
Management of the Cracked Tooth.”

1/21/20

Officer's Night and Life Member
Presentations

2/18/20

Dr. Dean Vafiadis

“Digital Technologies: Aesthetics and
Occlusion”

3/17/20

Dr. Maxine Feinberg

“Dentistry: The Road Ahead with a Look in
the Rear View Mirror”
(Sy Symansky Memorial Lecture)

4/21/20

Dr. Shahid Aziz

“Virtual Surgical Planning in Orthognathic
and Reconstructive Surgery and Invisalign
Orthognathic Surgery”

The Dental Newsletter



www.MCDSofNJ.org

A Publication of the Middlesex County Dental Society

President's Message ... Sanjeev Satwah



Here we go again! I don't know about you, but every year at this time I am filled with a mixture of excitement and anxiety. Each new season brings with it the possibility of great success or dismal failure, neither of which is totally under our control. As we enter this new season, I hope for favorable weather and right management decisions for everyone.

Things have been going well for MCDS. Through great efforts from our Board, we are in line for a record year. The last general meeting with Dr. Dean Vafiadis was a great success, thanks to the efforts of our Educational Coordinator—Antoinette Tauk.

In other news, we are in line to have a new Secretary for next year. Nicholas Diaz was nominated and agreed to serve this important role for us. Nicholas joins Mario and Chris Fiorentini as other 'New Dentists' that have recently taken a leadership role with MCDS. My hat goes off to members

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GENERAL MEETING – Tuesday, March 17, 2020

THE PINES Route 27 • Edison, NJ

Registration and Hors d'oeuvres.....	6:00-7:30
Business Meeting.....	7:30-8:00
Life Member and NJDA Officers Presentations	8:00-9:00

Featured Speaker: Dr. Maxine Feinberg

“Dentistry: The Road Ahead with a Look in the Rear View Mirror”

Sy Symansky Memorial Lecture



Dr. Maxine Feinberg is a periodontist in private practice in Cranford, NJ. She received her DDS from NYU, and also completed her periodontal training at NYU. Dr. Feinberg was the Fourth District Trustee to the ADA Board of Trustees and was the first woman to serve as President of the NJDA. She was the third woman to serve as President of the American Dental Association.

Today we are going to discuss where dentistry is today and what we can expect in our career. Who is the dental student today? How is the dental school graduate today different from 1977? How are changes today affecting private practice and how is the practice of dentistry evolving and how will this affect the solo practitioner? What is the average net income of dentists in private practice? How does the role of women in dentistry compare to other learned professions? All these factors have an impact on the practice of our profession today and how will this alter retirement? Have things really changed—let us compare Forbes 1984 and The Atlantic Review in 2019 and hopefully get some answers.

MCDS Board of Trustees Report

2/11/20

Attendance: Drs. Anil Ardesbna, Charles Avrurik, Julianne Avrutik, Nicholas Diaz, Christopher Fiorentini, Nima Mir- Madjlessi, Ira Rosen, Sanjeev Satwah, Robert Silverstein, Constantine Simos, Antoinette Tauk, Mitchell Weiner.

Acceptance of 1/14/2020 Minutes - Vote unanimous.

President's Report - Dr. Sanjeev Satwah.

Dental Lifeline Network has requested a contribution from MCDS. A motion was made, voted and approved by the members of the BOT to donate \$1000.00.

Treasurer's Report – Dr. Christopher Florentini

See Full Report on page 3.

Educational Coordinator's Report - Dr. Antoinette Tauk

On 3/17/20 MCDS proudly welcomes, Dr. Maxine Feinberg. Dr. Feinberg will be presenting: "Dentistry: The Road Ahead with a Look in the Rear-View Mirror." Our last Pines meeting will be held on 4/21/20 and MCDS proudly will be having Dr. Shahid Aziz who will presenting "Virtual Surgical Planning in Orthognathic and Reconstructive Surgery, and Invisalign Orthognathic Surgery." Please make a note of the dates.

NJDA Council Reports:

Dental Benefits - Dr. Antoinette Tauk

The Council met on 2/5/20 at the NJDA Headquarters. This report is being done prior to the official minutes of the meeting being released; I wanted to convey to you some very important information immediately. Jim Schultz gave the council an update. We are in a new legislative session that started in January 2020. This means that all the old bills that were from the last two years have disappeared and must be reintroduced and moved through the process again. NJDA got everything done that we wanted to get accomplished. It was one of the most successful legislative sessions that we had in the history of this association. Dr. Keith Libou from Delta Dental came to our meeting and gave us the update for 2020. This is important information regarding participation in Delta of NJ that all dentists should be aware of and inform their administrative staff.

With all other Delta plans, Invisalign is no longer a permissible surcharge. Delta of NJ did not do this as well as Massachusetts. Delta of NJ maintained its existing policy which is: a surcharge for Invisalign treatment is acceptable per the contract. It is very important that the treating dentist has a signed document stating that the patient has been informed of the surcharge. If there is no signed document and there was ever a dispute, Delta would presume it was never discussed if there is no signed document or consent to upcharge the patient available. The way a doctor needs to inform Delta of NJ or MA is to submit your orthodontic code for orthodontic treatment as well as the code D8999 with a narrative stating the fee for 8999 is a surcharge for Invisalign treatment. The surcharge should not exceed the lab fee for Invisalign. The 8999 code will then be denied by Delta and the cost will be added to what the patient owes on the EOB.

Another major change is that many Delta plans will be excluding Preventative and Diagnostic codes (P and D) from the member's annual maximum benefit. Make certain that your office is asking that question when verifying benefits for Delta patients. Sealants are typically under P and D but may be under restorative.

All Deltas list on their EOBs whether a group is self-insured or insured. This

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such as Nicholas, Mario and Chris that have taken the responsibility that comes with such positions at such an early stage of their professional careers. They serve as role models for other such 'New Dentists'.

In March we celebrate Women's History Month. The purpose of Women's History Month is to increase consciousness and knowledge of women's history: to take one month of the year to remember the contributions of notable and ordinary women, in hopes that the day will soon come when it's impossible to teach or learn history without remembering these contributions.

I have been thinking a lot about my paternal grandmother lately. My father's parents left India in 1977 but since they did not have college educations and they did not have command of the English language they took on the responsibility of raising their grandchildren while their own eight sons and daughters could earn a living. They sacrificed their lives in order help their own children provide for their respective families. I was close to my paternal grandmother. She passed away at the age of 94 last year. She was an inspiration to me in that she was such a strong and independent woman well before women were doing their own thing.

Very fittingly, this month we have Dr. Maxine Feinberg as our guest lecturer. She is a Past President of the American Dental Association—the third female to serve as President of the association. Prior to becoming the ADA's President, she served as President-elect from 2013 to 2014. A longtime ADA member, Maxine's previous positions in

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**Detailed Treasurer's Report
As of January 31, 2020
Dr. Christopher Fiorentini**

12/31/19	2/31/20	1/31/19
	Checking (Provident)	
\$106,927.56	100,982.76	\$78,679.32
	Savings (Provident)	
\$20,077.56	\$20,079.26	\$20,059.21
	Paypal	
\$0	\$0	\$14,377.27
	Total	
\$127,005.12	\$121,062.02	\$113,115.80
12/31/19 through 1/31/20 P & L Statement Checking Account		
INCOME		
TOTAL INCOME		\$0.00
EXPENSES		
Telephone		\$125.36
Name Badges		\$810.51
Executive Secretary		324.00
MCDS Study Club		95.42
Dinner Meetings		4,589.51
TOTAL EXPENSES		\$5,944.80
TOTAL CHECKING		\$(5,944.80)
P & L Statement Savings		
INCOME		
INTEREST		\$1.70
TOTAL		\$1.70
PayPal		
Total		0.00
OVERALL TOTAL		\$(5,943.10)

General Meeting Business

The 2020-21 Slate of Officers was presented and nominations from the floor were solicited. There were none and nominations were closed. The following slate will be voted upon at the March General Meeting: President-elect: Dr. Mario Fiorentini, Vice-President: Dr. Anil Ardesna, Secretary: Dr. Nicholas Diaz, Treasurer: Dr. Christopher Fiorentini. Current President-elect Dr. Antoinette Tauk automatically ascends to the Presidency - this position is not voted upon.

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MCDS Board of Trustees Report

Continued from page 2

information is available online as well. Delta is the only company that states this plainly.

Delta will be covering athletic mouthguards for all groups starting this year. That is D9941 for all groups for patients under 19. The fee reimbursement will run between \$179-230. The frequency he believes in every 3 years. It will be covered under basic.

Delta will be notifying all doctors that they are moving their credentialing process off paper. It will be completely online working with a company called Dental Exchange. Even the notification that one is due for recredentialing will be notified via email; however, for the first cycle each notification will be followed up with a mailed letter. A member dentist will be in the system so when you log in your information will prepopulate. This will make the process quicker.

Delta has started a process regarding opioids. If Delta receives a preauthorization for a soft tissue to a full bony extraction it will include a brochure to educate the patient to have a discussion with their doctor on opioids. The brochure will be sent to the patient with the EOB preauthorization.

Starting in 2021 Delta will allow benefits for Exparel. Exparel is a long acting local infiltration using the "ladder technique" that the doctor infiltrates after the procedure. The cost to the doctor runs around \$175. Delta will be benefitting this at \$225 starting in 2021. This avoid the needs for opioids post-surgery.

Please be aware that most insurance companies are unaware of the new 2019 ADA claim form; however, Horizon has adopted this claim form and you should update your office so that there are no issues with Horizon claims.

Our next meeting on 5/13/20.

Membership - Dr. Nima Mir-Madjlessi

As of January 27, 2020, we have 4621(+145 from 2018) members. There has been an increase of 82 female dentists, 13 specialist and 138 new dentists. A total of 3132 (% 68) have renewed membership for 2020.

SPI-Special Promotional Incentive: NJDA is going to target the specialists and large dental groups for recruitment. SPI allows for non-members to join for half off the entire year.

The council will try to reach out to the non-renewal members from 2019. We will try to see what are the main reasons for non renewal.

150th Anniversary: January 15 was the official ribbon cutting ceremony. Please view www.NJDA.org/150 for latest updates.

2021 Dues: The changes to the national dues structure will be implemented for the 2021 dues areas follows: 1. Elimination of the \$30 graduate dues to \$0. 2. Elimination of the 25% discount for life members. 3. Elimination of two discounts for the new graduates. A: \$0, B: 50%, C and D will be eliminated. NJDA will discuss 2021 constituent dues in the next several months.

The next Council on Membership is scheduled for March 16, 2020 at the NJDA Headquarters.

Committee Reports:

Corporate Sponsorship – Dr. Ira Rosen

At the February meeting, we are scheduled to have 5 sponsors of our sponsors with us: Gold Sponsors: ZimmerBiomet, Provident Bank and CareCredit. Bronze Sponsors: Kuwata Pan Dent and Ultradent.

The corporate sponsors allow us to provide member benefits at the highest level. Please "meet and greet" our sponsors at each meeting and see how each sponsor can help you in all aspects of your dental practice. Visit all five sponsors, get your cards stamped and enter in the raffle to win one of

Continued on page 4

MCDS Board of Trustees Report, Continued from page 3

four \$25 VISA gift cards!

MCDS Study Club - Dr. Nima Mirmadjlessi

On January 22, 2020 we had a great presentation given by Dr. Ethan Glickman: Vaping, Jules and E-cigarettes: A Public Health Crisis- Medical and Dental Consideration. The presentation was very informative and it was a pleasure to see Dr. Glickman at one of our Study Club meetings. The next study club will be given by Mr. Vito Mazza on February 19, 2020: 1. Controlling your accounts receivable: 10 TIPS improving cash flow management 2. Improving your dental communication and effective presentation skills.

On March 25, 2020 Dr. Steve Susskind will be presenting: A review of the Peer Review Process.

The registration form will be available on our website and our face book page. I would like to remind everyone that this Study Club is a Membership Benefit. I am looking forward to seeing everyone. Please follow the syllabus that is available on our website and on our face book page.

New Business: Dr. Tauck presented the following slate of officers to the Board for consideration: President-elect: Dr. Mario Fiorentini, Vice-President: Dr. Anil Ardeschna, Secretary: Dr. Nicholas Diaz, Treasurer: Dr. Christopher Fiorentini. The slate was properly seconded and was approved by unanimous consent.

Respectfully submitted, Anil Ardeschna -Secretary

Presidents's Message – Continued from Page 2

organized dentistry have included serving as Fourth District trustee to the ADA House of Delegates and as President of the New Jersey Dental Association, the first woman to serve in that position. She serves as a role model for not only women dentists, but all-male and female.

I am sure that you all have a woman like my grandmother in your life that inspired you and helped shape you into the amazing person that you are. We celebrate and empower women all year long, not just in March but the month of March can be a month of reflection and gratitude.

Highlights from the February 2020 General Meeting



February Featured Speaker Dr. Dean Vafiadis (C.) with MCDS President Dr. Sanjeev Satwah and Education Coordinator Dr. Antoinette Tauck.

Insurance Claims Problems?

The Board would like to remind you that Claims Resolution Service is available through the NJDA to help you resolve any dental claim issue. Please contact Dr. Joan Monaco at 732-821-9400.

This service is provided free to you as a member benefit.

Middlesex County Dental Society

Mentor Study Club

REGISTRATION FORM

All meetings to be held in the MRI Conference Room, at JFK Medical Center
65 James St., Edison, NJ 08820

1. ☐ **October 23, 2019** *This is the only meeting held at the Administration Board Room
at JFK Hospital. All of the rest are in the MRI Conference Room.*
DR. GABRIEL RUIZ: Introduction to Surgically Guided Implant Dentistry, Single Implant Placement

2. ☐ **November 20, 2019**
DR. HUGH HABAS: Maximize Your Practice For Optimum Profitability and Economic Freedom

3. ☐ **January 22, 2020**
DR. ETHAN GLICKMAN: VAPING, JUULS and E-cigarettes: A public Health Crisis-Medical and Dental Considerations.

4. ☐ **February 19, 2020**
Vito Mazza: 1. Controlling Your Accounts Receivable: 10 TIPS Improving Cash Flow Management 2. Improving Your Dental Communication and Effective Presentation Skills

5. ☐ **March 25, 2020**
DR. STEVE SUSSKIND: A Review of The Peer Review Process.

6. ☐ **April 22, 2020**
DR. Laurence Dobrin: PANDA: Preventing Abuse and Neglect Through Dental Awareness

7. ☐ **May 20, 2020**
DR. RICHARD KAHN: Removing Barriers to Incorporate Dental Implants in Your Practice.

Time: Registration: 6:00 PM Program: 6:30 - 8:30 PM

Place: JFK Medical Center, MRI Conference Room, 65 James St., Edison, NJ 08820

Tuition: This seminar is only available to our members as a member benefit of MCDS

Office Name

Office Address

Office phone # **Office fax #**

Name (Dentists & Staff attending) **title**

Mail and Return to:

MIDDLESEX COUNTY DENTAL SOCIETY P.O. Box 127 Colonia, NJ 07067
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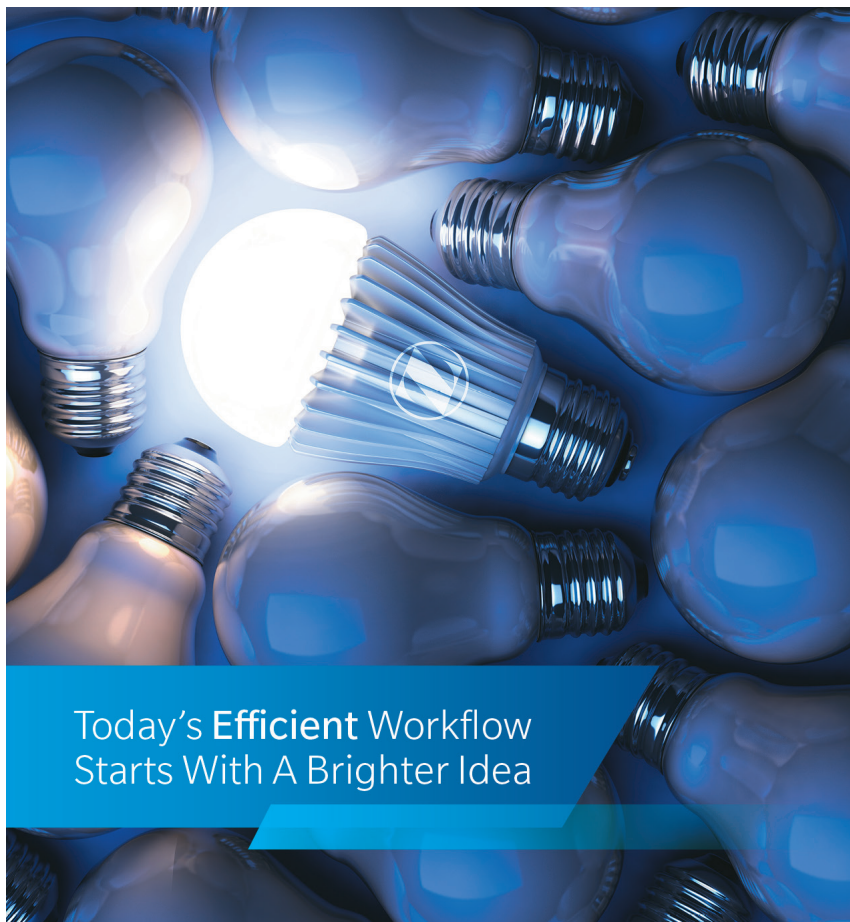
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For Sale

Long established general dental practice in the Southern end of Middlesex County. It is located on a busy corner with a traffic light. The office has 2 operatories, Dentrux software / new computers and Visix x-ray system. This beautifully landscaped commercial property includes an occupied rental apartment above the office, a new roof with solar panels and a fenced in yard with an underground sprinkler system. There is an attached oversized one car garage as well as 5 outdoor patient parking spots. The dental practice and associated real estate must be purchased together.

All inquiries should be directed to:

Ellen Newman (H) 828-435-0227 (C) 415-328-2049 (please try the home number first) and/or
email: myhappydogs@aol.com



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Middlesex County Dental Society Councils and Committees

– NJDA Council Representatives –

ADA Delegate	Richard Kahn.....	732-828-6622	Membership.....	Nima Mir Madjlessi...	732-651-8470
ADA Alt. Delegate	Daniel Krantz	732-469-8083	New Dentists	Nicholas Diaz	917-685-3679
NJDPAC	Amit Vora	732-297-4900	NJDA State Trustee	Amit Vora	732-494-2444
Annual Session.....	Araceli Ziemba	732-297-0588	NJDA Alt. State Trustee	Robert Ashmen	732-846-6366
Dental Benefits	Antoinette Tauk	732-940-0092	Peer Review.....	Steven Susskind.....	732-254-9111
Governmental/Public Affairs...	Amit Vora	732-297-4900	Relief	Constantine Simos	732-247-8083
Judicial Council	Robert Silverstein	732-560-0022			

– MCDS Committee Chairpeople and Members at Large –

Budget and Finance	Ira Rosen.....	732-422-7440	Dental Shadowing	Stephanie Dowling	732-764-6237
Children's Dental Health...	Cavan Brunsden	732-679-2323	Hygiene Study Club	Alyssa Bernstein.....	732-388-3100
Continuing Education.....	Mark Schambra	732-846-6366	Mentor/MCDS Study Club.	Nima Mir Madjlessi .	732-651-8470
Corporate Sponsorship	Ira Rosen.....	732-422-7440	Special Olympics.....	Cavan Brunsden	732-679-2323

MCDS Officers

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News./Web Ed.:	Dr. Robert Silverstein	732-846-8686
Facebook Editor	Dr. Christopher Fiorentini	732-545-1023
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President Elect:	Dr. Antoinette Tauk	732-940-0092
Vice President:	Dr. Mario Fiorentini	732-545-1023
Treasurer:	Dr. Christopher Fiorentini	732-545-1023
Secretary:	Dr. Anil Ardeshta	973 972 1892
Ed. Coordinator:	Dr. Antoinette Tauk	732-940-0092

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Stephanie Dowling

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