



Mercer Dental Society

SEPTEMBER 2018

www.mercerdentalsociety.com



PRESIDENT'S MESSAGE

I am excited to share on behalf of the Executive Board the progress we have made last year on our top priority-to embrace change! This frame of mind is invigorating Mercer Dental Society to be more relevant to all of us. What makes our society unique in a time of multiple other choices is the connection it provides. It offers a forum to be engaged with other local dentists to volunteer, network and access information pertinent to dental practice here in Mercer County. We know that the most valuable benefit lifetime members cite are the friendships they formed. Dentists would really know each other.

Today we are all stretched thin by multiple commitments. Our hope is that our new ideas will make it easier for you to connect and expand on the sense of community in MDS. We have been focused on increasing our use of technology to facilitate this. Last year in collaboration with NJDA, we created a new three year social media position called the Champion of Action to coordinate social media among the state components.



**DR. SUZANNE REINHARDT
DMD
PRESIDENT**

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Society Executive
Committee

Dr. Radwa Saad was excited to sign on and is doing a great job. MDS started a Facebook Community page for you to share your own news and see upcoming events. The introduction of "Ad to calendar" links for meetings and video conferencing for the Executive Board have helped to streamline everyone's time invested in meetings.

Members also like to have time to gather. Dinner meetings are now included with your memberships dues. All that is needed is an RSVP. A new type of social event, Staff Appreciation Night, at the Trenton Thunder Games suggested by Dr. Lorraine Kosztyu and coordinated by Dr. Ron Saffar was well received. It was great to see so many attendees also brought family members to participate. Our first meeting this year will be held at the Stone Terrace on Thursday September 20th and will be a cocktail reception to introduce the new NJDA Officers. We hope this more informal atmosphere will allow questions and encourage camaraderie. Other components have enjoyed this type of increased networking.

As we are trying out these new concepts, we want your feedback. What worked and what didn't- let us know and give us some of your ideas! There are many ways to get involved that can match your interests and level of available time. The more we all participate and engage the more value we give to MDS. A warm thanks to Dr. Ron Saffar for all his efforts last year as President of Mercer Dental Society. I look forward to serving all of you this year.



Mercer Dental Society 2018-19 Calendar



ALL MEETINGS

6:30 pm to 9:30 pm
Stone Terrace, 2275 Kuser Road
Hamilton, NJ 08610

<p>Thursday, Sep 20th, 2018</p> <p>NJDA OFFICER VISITATION</p>	<p>Tuesday, Nov. 13th, 2018</p> <p>DENTAL MALPRACTICE</p> <p>Theodore Passineau JD (MedPro Insurance Group)</p>	<p>Tuesday, Jan 15th, 2019</p> <p>NEW INTERVENTIONS IN CARDIOLOGY AND THEIR IMPACT ON DENTISTRY</p> <p>Kristopher Young DO Cardiologist, Capital Health</p>
<p>Tuesday, March 19th, 2019</p> <p>TRAUMATIC AND REGENERATIVE 3-D ENDODONTICS</p> <p>Brian Trava DMD Endodontist</p>	<p>Tuesday May 21st, 2019</p> <p>DENTAL INSURANCE</p> <p>Dr. Joan Monaco, NJDA</p>	

MEMBERS: ALL MEETINGS & DINNERS ARE COMPLIMENTARY

Email RSVP To: Jennifer Moffett, Executive Secretary, MDS execsec.mds@gmail.com or mail to the address below

NON MEMBERS: FIRST MEETING IS COMPLIMENTARY AFTER THAT \$55

Make payments at www.mercerdentalsociety.com  or mail checks to the address below

Ms. Jennifer Moffett
Executive Secretary, Mercer Dental Society
225 Masterson Court, Ewing, NJ 08618

Some moments from MDS Facebook page!! Keep updated about MDS events on Facebook



Follow Mercer Dental Society on



ALL MEETINGS

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Ms. Jennifer Moffett
Executive Secretary, Mercer Dental Society
225 Masterson Court, Ewing, NJ 08618

THURSDAY, SEPTEMBER 20th, 2018

(Please note the day change from the usual Tuesday)

6:30 PM TO 9:30 PM

STONE TERRACE

2275 Kuser Rd, Hamilton, NJ 08610



NJDA OFFICER VISITATION

Interactive meeting with the officers

TUESDAY, NOVEMBER 13th, 2018

6:30 PM TO 9:30 PM

STONE TERRACE

2275 Kuser Rd, Hamilton, NJ 08610



THEODORE PASSINEAU JD



DENTAL MALPRACTICE

THEODORE PASSINEAU JD

(MedPro Insurance Group)

Theodore (Ted) Passineau has worked in the field of medical professional liability since 1987. During that time, he has worked as a medical malpractice defense attorney, Risk Management Consultant, Director of Risk Management, and Director of Continuing Medical Education for both doctor-owned and commercial professional liability insurers. In his career, Ted has provided risk management instruction to thousands of physicians, dentists and hospital staffs across the United States and internationally, and has written extensively on various professional liability-related topics.

Ted's credentials include a J.D. from the Thomas M. Cooley Law School, his HRM designation from MMI/Chicago Medical School, the RPLU designation (Registered Professional Liability Underwriter) from PLUS (the Professional Liability Underwriting Society), his CPHRM designation, and he is a Fellow of ASHRM.

Ted has also been trained in Healthcare Mediation and Conflict Resolution by the Harvard School of Public Health, and Clinician-Patient Communication by the Institute for Healthcare Communication. He is an Adjunct Professor at Cooley Law School, where he received the "Zenith Award" for effective teaching.

Ted is currently a Senior Patient Safety and Risk Consultant for Medical Protective, providing risk management services for Michigan, Pennsylvania and a large segment of MedPro's dental clients.

TUESDAY, JANUARY 15th, 2019

6:30 PM TO 9:30 PM

STONE TERRACE

2275 Kuser Rd, Hamilton, NJ 08610

**NEW INTERVENTIONS IN
CARDIOLOGY AND THEIR
IMPACT ON DENTISTRY**

**Kristopher Young DO,
Cardiologist, Capital Health**



BOARD OF TRUSTEES MEETING 8/15/18: DR. JANHAVI RANE, ALTERNATE TRUSTEE

Consent Calendar included recommendation that there should be a new dentist on every Council.

In the Committee Reports, Executive Director Art Meisel gave an overview of Tripartite Governance. He said ADA is the parent organization divided into Board of Trustees, the executive body and House of Delegates, the legislative body. NJDA is a not for profit organization but also a membership organization and then we have the County Societies. He also went over detailed agenda of what happens at the ADA Annual session from 1st to last day. For Aetna's overpayment recovery litigation the Judge ruled our argument was not a published brief hence not valid and our appeal is due in September.



In the various Council reports, Relief Council Report was put off till September. Membership discussed that New Dentist Committee of NJ has invited New Dentist Committee from NY for their meeting and will be funded by Bank of America and Patterson. Also Resource Day material was given out to all components to give their members at their September meetings.

Maureen Barlow discussed that needed BOT approval for EBA contracts and component sponsorship piece inviting up to 6 sponsors to attend annual session was approved. There will also be a new protocol for NJDA staff presentations for CE credits including a stipend so as to use their time efficiently especially, Joan Monaco.

Annual session reported that it will be on May 2nd and 3rd this year at Newark Marriott, only 2 days and sent out survey to see if any changes needed. They want to bring back lunch and learns, a la carte menu, and have delegates meeting moved to Friday from 3-5pm.

Government and Public affairs discussed that NJ will be getting a dental Director for the first time. Jim Schulz is working on trying to recruit the right candidate hopefully from NJ.

Student component said they will be sending a list of student liaisons for components and also introduced Alisha who will be Alternate student rep for next year.

Officers' reports include the President saying we have 91 new students this year with more women; he also went over NJDA staff CE presentation protocol going forward. President Elect discussed that ADA is developing a practice model which will be available for purchase in future. Will start with a pilot program with ADA purchasing practices from 10 states that qualify (NJ does not). This is intended to be like a match program for new dentists to match practices that suit them.

Treasurer reported that we should go ahead and invest with RBC with half in CD's and half in dividend bonds portfolio. Also 2 separate motions to remove stipends to speaker of the house and for editor were approved.

State Board of Dentistry presented to make residency mandatory in NJ.

Old Business: Discussed Bill board Contract and proposal accepted, will be static and 2 faced. Journal will continue the essential content but will be in digital format not print. Committee on Finance and investment Report was approved.

New Business: Speaker Dr. Walter Chinoy officially resigned, and approval needed for Dr. Ed Terpak to act as interim speaker till elections. Dental Lifeline Network does not have enough funds to stay afloat, so Jim Schultz and Dr. Vitale have been asked to serve on board to try and raise funds.

Good and Welfare: NJDA will make a list of Dr. Chinoy's inventory for sale available to members for purchase. ADA gave him a plaque in the hospital. Dr. Rothstein and his wife got married last Sunday.

TRUSTEES REPORT, JUNE 13, 2018
DR. LORRAINE KOSZTYU



Speaker of the House, Dr. Walter Chinoy had a stroke in early June. His left arm and leg have been paralyzed. He has immediately withdrawn from the practice of dentistry and his position as Speaker. If you would be interested in contacting Walter by phone, mail or visit please contact me for information.

COMMITTEE REPORTS

Membership: As of May, there are 3,878 members. This is a 1% drop from May, 2017. The Board encourages all members to bring a young dentist to a meeting this upcoming year. Dr. Janhavi Rane is our local committee Chair.

Annual Session: 2018 saw a revenue gain of \$45,600 despite the fact that there was a dip in attendance compared to 2017. This is mostly due to great contributions from our sponsors. The 2019 Annual Session will remain at the Newark Marriott and will be May 2-4, 2019. The days are Thursday through Saturday. Please mark your calendars both at home and work. Dr. Michael Scalia is our local committee Chair.

Dental Benefits: Horizon recently sent out 400 letters regarding "Utilization Review" comparing offices to their peers. This is informational and significant and should be reviewed by the dentist since it reviews practice patterns and claim submission patterns. Concordia has joined in on the EFT payments. An upgrade in materials informed consent form was proposed to the council for commercial carriers where patients "elect" to pay out of pocket above the negotiated fee for superior materials or techniques. Delta Dental of NJ expressed that this is not allowable under any circumstance. Most other commercial carriers are honoring the consent form if the patient signs and agrees to the additional charge PRIOR to treatment. Dr. Sidney Whitman is our local committee Chair.

Peer Review: 2018 has 11 cases so far. In the last four months there were 3 non-member; 7 general; 2 endodontic; 1 periodontic and one insurance company. The Peer review training course is October 31, 2017. Dr. David Schor is our local committee Chair.

Governmental and Public Affairs: An amendment to the State budget was requested to include \$170,000 for administrative costs to allow Dental Lifeline Network to continue functioning. Contributions to Dr. Van Drew's campaign for U.S. Senate would be greatly appreciated.

The local Board of Trustees meeting are held at the NJDA headquarters on Route 1 Southbound side and are all on Wednesday's, I encourage all of you to attend a meeting. The typically run from 9:30 am to 12:30 pm with breakfast and lunch served. You can stay as long or little as you would like. If you would like to attend and carpool with me please call or email me at (609) 896-1050 (office) or lorrainekosztvu@verizon.net (email). Please utilize these means of contact should you have any questions or if I can help in connecting you at the NJDA level in any way.

The dates for the calendar year 2018-19 are:
September 12th, 2018
November 14th, 2018
January 16th, 2019
March 13th, 2019
April 17th, 2019

COUNCIL ON GOVERNMENT & PUBLIC AFFAIRS
DR. FRED BABINOWICH

Summary of topics discussed at COGPA meetings
on 5/9/18 and 6/20/18:



1. It is not mandatory in the state of New Jersey to require electronic fund transfer by insurance companies to providers. If you have a signed contract with an insurance company to allow for electronic fund transfer they are not allowed to take money out of your account if they have made an overpayment. On the other hand if you have a signed contract with a third party administrator of the insurance plan they are allowed to do this and you may not even know it had been done until you read your statement. Insurance companies are trying to push providers to participate in electronic fund transfer (it decreases their operating expenses).

2. For the State Board of Dentistry, NJDA has been sending the governor a list of candidates to the board when an opening occurs. NJDA has a policy of never endorsing a third term and trying to never had more than three faculty members on the board. By the way there are now four board members that are in corporate dentistry. There has been a motion to only recommend NJDA members to the state board. This has not been a policy although it has been followed by NJDA.

3. The paid sick leave law has been passed and it takes effect in November. If a dentist employs one or more people to work his or her practice they are required to follow the new law. The law states that for every 30 hours an employee works they must have 1 hour of sick time. An employee can only accumulate 40 hours of sick time a year. The hours can not be rolled over to the next year. If the employee still has time available at the end of the year they must be paid for that accumulated time. If you have part time employees you will need to have a written record of when they have worked and how much sick time they have accumulated. If you already have 40 hours of sick time for your employees and it is stated in their benefits package you are ok. If you have an employee you must comply with the law and an employer can only put limitations on when sick time is used. In other words make sure that sick time is taken when an individual is sick.

4. There exists a practice by most insurance companies of leasing out their network to other insurance companies. By doing this a company like Aetna is able to generate more income to help cover its costs. Only two insurance companies in the state of New Jersey do not lease out their lists of providers. Those companies are Delta Dental and Horizon Blue Cross and Blue Shield. What happens with this practice is that when a contract is being discussed Aetna can low ball the cost to the company knowing that it will make up the difference by leasing out the network. As a result Delta Dental and BC/BS lose out on the contract. Now where the problem lies is when Aetna leases out their network to another insurance company like Guardian. When this happens the provider, who thought he was only participating in Aetna now finds himself participate in Guardian as well. Many times the provider is totally unaware of this until patients start showing up at his office and he is told by them that he is in their network. Since this practice is legal the dentist is obligated to charge what the second insurance company allows. This could result in a substantial decrease in the dentist's reimbursement.

There has been an effort to have a new bill past that would result in transparency. The bill would require the insurance company to ask the provider if they can lease his name to another insurance company. If the provider says no the insurance company cannot lease out his name. At the present time this leasing out of networks is practiced in all states. NJ is the first state to try to change this practice. Right now NJDA is pursuing this with the state Legislature.

5. The Donated Dental Service Plan is no longer accepting new patients. At the present time there is a 3 year back log. An effort is being made to obtain a grant as well as to ask the state for support. Due to the fact that the money has to come out of the state budget and with the uncertainty hanging over the budget, it is unclear if any money is going to be coming from the state to keep the program going.

<u>MDS OFFICER POSITIONS</u>	2018-2019	Phone number	Email
President	*Suzanne Reinhardt	609-924-1975	suzannereinhardt@gmail.com
Past President	*Ronald Saffar	917-664-9473	drsaffar22@gmail.com
Vice President	*Dana DiGerolamo	609-586-6603	drromano@hamiltodontal.com
Secretary	Open		
Treasurer	*John Lu	609-306-7385	jluperio@aol.com
<u>NJDA COUNCIL POSITIONS</u>			
Relief Council	Lorraine Kosztyu	609-213-2040	lorrainekosztyu@verizon.net
Dental Benefit Programs	Sidney Whitman	609-203-1763	sidneywhitman@aol.com
Government & Public Affairs	Fred Babinowich	609-802-3699	f.p.babinowich@comcast.net
Membership	Janhavi Rane	609-529-2258	ranesdental@aol.com
Peer Review Chair	David Schor	609-896-0589	dschor@imaginedentalarts.com
Judicial Council	Janhavi Rane	609-529-2258	ranesdental@aol.com
Annual Session	Michael Scalia	319-594-1599	smilemichael@me.com
Champion of Action	Radwa Saad	609-890-1888	radwasaaddmd@gmail.com
<u>NJDA TRUSTEES</u>			
NJDA State Trustee	*Lorraine Kosztyu	609-213-2040	lorrainekosztyu@verizon.net
NJDA Alternate Trustee	Janhavi Rane	609-529-2258	ranesdental@aol.com
<u>ADA DELEGATES</u>			
ADA Delegate	*Fred Babinowich	609-802-3699	f.p.babinowich@comcast.net
ADA Alternate Delegate	Kaitlin Small	609-896-0529	kaitlinsmall@gmail.com
<u>MDS COMMITTEE CHAIRS</u>			
Chair, Program Committee	Mariya Brown	609-731-5646	mebrowndmd@gmail.com
Chair, Nominations Committee	Open		

Chair, Membership Committee	Janhavi Rane	609-529-2258	ranesdental@aol.com
Chair, Sponsorship Committee	Ronald Saffar	917-664-9473	drsaffar22@gmail.com
Chair, Bylaw Committee	Michael Scalia	319-594-1599	smilemichael@me.com
Chair, Budget Committee	John Lu	609-306-7385	jluperio@aol.com
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NJDA PAC Representative	Leslie Hayling, Jr.	609-599-2800	lhayingjr@cdapc.com
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	<u>Open</u>		
	<u>Open</u>		
	<u>Open</u>		
<u>MEMBERS AT LARGE</u>	* Sidney Whitman	609-203-1763	sidneywhitman@aol.com
	* Mariya Brown	609-731-5646	mebrowndmd@gmail.com
	* Janhavi Rane	609-529-2258	ranesdental@aol.com
	* Michael Scalia	319-594-1599	smilemichael@me.com
	Tom Morgenstern (Advisory)		tommorg2@yahoo.com
* Has Exec. Board voting rights			

NJDA ANNUAL SESSION UPDATE: MICHAEL SCALIA

With the success of the 2018 Garden State conference, 2019 will see the conference, once again, held at the Newark Airport Marriott International.

We tried many new approaches for the 2018 conference - new scheduling, new check in processes, new packaging for classes, etc... We have learned from this and expect next year to be an even more well run conference.

Dates to follow as we solidify them.

For now, please be aware of other upcoming events and benefits NJDA has to offer



RESOURCE DAY COURSES WITH **DR. JOAN MONACO**

- RECORD KEEPING
- CODING CHALLENGES WITH DR. JOAN

FOR MORE INFORMATION VISIT WWW.NJDA.ORG

Made Possible By:



Oct 3 - Eatontown, NJ
Oct 10 - Mt. Laurel, NJ
Oct 12 - Newark, NJ



Resource Day - with three days and locations to choose from.... a full day of practice management, clinical education and resources for the entire team! Pay one price - ticket includes: up to 8 CE credits, document shredding, breakfast and lunch and beverage and snack breaks. Courses are available from 8 am - 5 pm.

Wednesday, October 3, 2018

Eatontown - Sheraton

Wednesday, October 10, 2018

Mt. Laurel - Doubletree by Hilton

Friday, October 12, 2018

Newark - Renaissance

Also, be sure to take advantage of lower priced health insurance from Associates Master Trust, great insurances from Great West and the NJDA Job Posting board to find employees and advertise open positions in your offices. Lastly, please be sure to give to the NJDA PAC - political representation of our viewpoints and needs is very important to the health of our profession and to our patients dental health - please be sure to donate. Information on all of the above can be found at NJDA.org.

MERCER DENTAL SOCIETY 2018-19 SPONSORS



SELECTIVE
Insurance



ZIMMER BIOMET
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