



Mercer Dental Society

FEBURARY 2018

www.mercerdentalsociety.com

PRESIDENT'S MESSAGE

As we usher in the new year I like to welcome all new and returning members to Mercer Dental Society. Our two remaining meetings for the year will be held on Tuesdays March 20th and May 15th at the Stone terrace. As always CE credits will be awarded to all attendees. This year we have included the attendance fee in your dues so you will not need to pay for the meeting if you are a member in good standing. However, you do need to RSVP in advance as seating is limited. The inclusion of attendance fees in your dues is only possible with the generous support of our sponsors. Our sponsors this year include Patterson Dental, Garfield refinery, Colgate, Biomet and Midatlantic insurance. They will be at all the meetings and if you attend the meeting please stop by and say hello.



**DR. RON SAFFAR, DDS
PRESIDENT**

IN THIS ISSUE:

2017-18 MDS Calendar

Tuesday, 3/20/18
Member Meeting



Dr. Kenneth Kent, DMD

NJDA Conference May 2018
Information

Trustee Report

ADA Delegate Reports

MDS Sponsors

2017-2018 Mercer Dental
Society Executive Committee

We have been very selective in our choice of sponsors and have made certain that they represent the ideals of our profession in customer care and quality of services and products and pricing.

I also like to welcome new members of the Executive Board committee Dr Dana Romano and Dr Rawda Saad who have been nominated for the positions of Secretary and Champion of Action. I am very happy to have them in our board room leading and guiding the dental society for years to come. We currently do have some positions open in our executive committee. If you are interested in any leadership positions within the dental society and NJDA and ADA as a whole please do not hesitate to drop me an email or contact me directly.

Again wishing you a Happy, healthy and prosperous new year and hope to see you all soon.



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Mercer Dental Society 2017-18 Calendar

<p>Sep 19th, 2017 6:30-9:30 pm Stone Terrace 2275 Kuser Rd Hamilton, NJ 08610</p>	<p>NJDA OFFICER VISITATION (D,A,H) (2 CE)</p>	<p>Nov. 14th, 2017 6:30-9:30pm Stone Terrace 2275 Kuser Rd Hamilton, NJ 08610</p>	<p>LAW, DENTISTRY AND EMPLOYMENT ISSUES DAVID LICHTENBERG, ATTORNEY AT LAW</p>
<p>Jan 16th, 2018 6:30-9:30 pm Stone Terrace 2275 Kuser Rd Hamilton, NJ 08610</p>	<p>DENTAL PHARMACOLOGY/ LOCAL ANESTHESIA THOMAS VIOLA, R.PH., C.C.P.</p>	<p>March 20th, 2018 6:30-9:30 pm Stone Terrace 2275 Kuser Rd Hamilton, NJ 08610</p>	<p>DR. KENNETH KENT, D.M.D. Director, Removable Prosthodontics UPenn School of Dental Medicine</p>
<p>May 15th, 2018 6:30-9:30 pm Stone Terrace 2275 Kuser Rd Hamilton, NJ 08610</p>	<p>SOFT TISSUE REGENERATION RON WANG, DMD</p>		

MEMBERS
ALL MEETINGS & DINNERS ARE COMPLIMENTARY

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

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

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MAIL CHECKS FOR REGISTRATION TO:
Ms. Jennifer Moffett, Executive Secretary, Mercer Dental Society
8131 Town Court North, Lawrenceville, NJ 08648

Name of the Practice: _____

Names of Doctors Attending: _____

Names of Staff Attending: _____

Total Amount Enclosed: _____

ALL MEETINGS:

STONE TERRACE
2275 Kuser Rd
Hamilton, NJ 08610

6:30 PM TO 9:30 PM

MEMBERS

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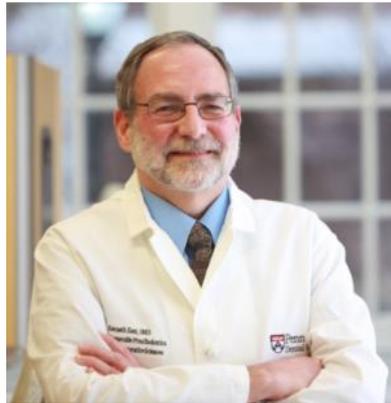
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Executive Secretary
Mercer Dental Society
8131 Town Court North
Lawrenceville, NJ 08648

TUESDAY, MARCH 20th, 2018



DR. KENNETH KENT, D.M.D.
Director, Removable Prosthodontics
Department of Preventive and
Restorative Sciences
University of Pennsylvania School
of Dental Medicine

Course information:

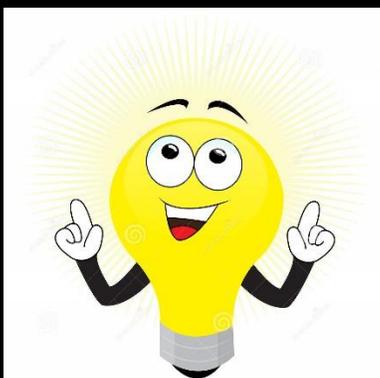
**“What is New in Removable Prosthodontics -
Techniques and Materials”**

Dramatic changes in the practice of removable prosthodontics can change the life of your patients and significantly impact on your practice. Can design protocols be simplified? Do we really need clasps? Are claims of shortened treatment protocols and treatment times true? Can we abbreviate or eliminate denture impressions? Are flexible, milled, sintered or printable denture bases and partial frameworks better? What will be the impact of Computer Aided Design (CAD) and Computer Aided Manufacture (CAM) on your practice of Removable Prosthodontics? Will the responsibilities of your Dental Team change?

TUESDAY, MAY 15th, 2018

SOFT TISSUE REGENERATION

DR. RON WANG, DMD



MDS would like to hear your ideas for topics and/or speakers for the 2018-19 year! Please email your ideas to Dr. Mariya Brown at mmmap7@gmail.com

TRUSTEES REPORT:
DR. LORRAINE KOSZTYU



November 2017, NJDA BOT meeting

1. State Board of Dentistry – Discussed social media advertising and truth in advertising.
2. Endodontists as a specialty group addressed the Board and asked them to enter a joint relationship with them with the goal to enhance the training and knowledge of general dentists as they generally have poor training in the specialty. Another concern of the group was when to extract and offer implant versus endodontic therapy and it's supportive disciplinary requirements to restore and maintain a tooth/teeth.
3. Investment and Finance sub-committee - \$1 million in reserves.
4. \$10,000 was donated to Puerto Rico Dental Society Relief Fund.
5. Membership – Focusing on social events and conference call videoing.
6. Governmental Affairs – Dentistry was removed from any consideration of having our offices dubbed surgical suites saving us all tens of thousands of dollars in compliance adherences.
7. Dental Benefits –
Signature on file should be obtained yearly
Update your HIPAA agreements yearly.
8. Annual Session – May 17-19, 2018 and May 1-4, 2019.

ADA DELEGATE REPORT:
DR. SID WHITMAN



1/9/18

Last year ended with a bang as Democrats took over a Senate seat in Alabama moving closer to recapturing the majority. There is plenty of excitement left in the election cycle. Primaries begin in March and will help sort out crowded fields. The Senate is less likely to flip control than the House, but Democrats have an easier time after Alabama.

The House of Delegates post evaluation showed a 96% satisfaction of the HOD meeting. This was the same percentage of HOD members who were in favor of three meetings rather than four.

Corporate dentistry continues to increase as entities become partners via management associations. In NJ a dentist must be the owner of the practice. However, it would appear that there are strong influences that are trying to change the landscape.

Insurance carriers seem to be carrying out more audits than in the past. This is certainly true for Medicaid providers. In addition member dentists through October 2017 submitted 97 complaints concerning insurance issues. The carriers with the most complaints were Aetna, Delta Dental, Met Life and Horizon.

In NJ, approximately 82% of the dental insurance plans are DPPO, 9.9% are DHMO and 5.3% are Traditional Indemnity. 2.7% are categorized as other. These figures are close to the national averages.

Coordination of benefits continue to confuse many dentists/staff. The Dept. of Banking and Insurance website has information that may be helpful for dentists to review.

SAVE THE DATE

Thursday, May 17 - Saturday, May 19, 2018
New Dentist Track: Friday, May 18 & Saturday, May 19, 2018
Newark Liberty Airport Marriott

GARDEN STATE
DENTAL
CONFERENCE
& EXPO



EDUCATION • EXHIBITS • NETWORKING

Registration opens January 1, 2018 at www.njda.org

DR. MICHAEL SCALIA

MDS Annual Session
Representative

GARDEN STATE DENTAL CONFERENCE UPDATE - A GIANT LEAP

This years Garden State Dental Conference is sure to please you with more robust offerings than in years past. Different package pricing will allow you to take advantage of dinners, CE's, drinks tickets, continental breakfasts, the Opportunity Rocks Team Building Luncheon (presented by Marvelous Mark), coffee and snack breaks and even a room for the night - again, depending on the package you select. On Saturday a legislative luncheon will be held with Senator (and dentist) Jeff Van Drew (D, region 1) being the keynote speaker. Dr. Van Drew will also be running for a seat in the US Congress. Registration is open NOW with early bird pricing available until February 28th - which will save you \$50-100 in registration fees. Just go to NJDA.org to register. The registration process is simple and the registration pages describe, in great detail, all packages and course outlines. A program guide will be mailed to every member by the end of January as well. Conference dates are Thursday, May 17th-Saturday, May 19th. The conference begins in the late afternoon on Thursday and ends in the early afternoon on Saturday and will be held, once again, at the Newark Liberty International Marriott Hotel. Should you have any questions, please contact the NJDA at 732-821-9400 or send me an email - smilemichael@me.com.

CONFERENCE HIGHLIGHTS

NEW IN 2018:

- New Dentist Track: Friday 5/18 & Saturday 5/19
- Packaged Ticket Pricing
- Early Bird Discounts
- Thursday - Friday Exhibit Floor Schedule
 - Thursday 5/17 - 4:00pm - 9:00pm
 - Friday 5/18 - 8:00am - 6:00pm



Registration opens
January 1, 2018 at
www.njda.org



Stay Connected!
#NJDA18



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Time	Course Name
THURSDAY	
3:00pm - 5:00pm	General Practice Residency Directors Forum
3:30pm - 5:30pm	Dental Care Considerations When Managing a Patient with Cancer (Oral and Other Body Cancers), <i>Dr. Harold Cohen</i>
4:00pm - 6:00pm	Dental Materials, <i>Dr. John Comisi</i>
4:00pm - 8:00pm	The Team, The Whole Team and Nothing but the Team, <i>Debra Engelhardt Nash</i>
5:00pm - 7:00pm	NJDA's Dental Dining Kick-Off
6:00pm - 8:00pm	General Practice Residency Fair
FRIDAY	
8:30am - 11:30am	Medical Emergencies, <i>Dr. Daniel Pompa</i>
9:00am - 11:00am	Oral Cancer Detection, <i>Dr. John Comisi</i>
10:30am - 11:30am	Because You Can't See Sterile, <i>Ellen Guritzky, RDH</i>
12:30pm - 2:00pm	Opportunity Rocks, <i>Marvelous Mark</i>
2:30pm - 5:30pm	Seven Steps Toward Marketing Success, <i>Ryan Webber</i>
2:00pm - 5:00pm	Invisalign Course, <i>Dr. Jeff Chustockie</i>
3:30pm - 5:30pm	Panel Presentation: The State of the Art of Specialties <i>Dr. Ephros, Dr. Elfenbein, Dr. DeSimone, and Dr. Mukherjee</i>
6:30pm - 10:00pm	New Dentist Track: Dinner Event
SATURDAY	
7:00am - 7:45am	New Dentist Track: Dental Yoga
8:30am - 11:30am	Prescription Drug Monitoring Program, <i>Drug Free NJ</i>
8:30am - 1:00pm	New Dentist Conference Track
1:00pm - 2:00pm	Town Hall Luncheon
2:00pm - 4:00pm	NJDA House of Delegates Meeting

ADA HOUSE OF DELEGATES MEETING: DR. FRED BABINOWICH

A resolution was passed for the American Dental Association to investigate the financial and legal possibilities of offering a national association health plan for its members and to report back to the 2018 House of Delegates on their results.



Background: Since the enactment of the Affordable Care Act in 2010, the insurance market for members has dramatically and detrimentally changed. Rates for individual and small groups have experienced unprecedented increases, while the number of viable plans has diminished in many areas of the country. A few constituent societies have developed health plan options in their states, but financial solvency remains the underlying concern.

The current circumstances (recent Executive Order) presents the ADA with a unique opportunity to investigate the feasibility of developing a nationwide health plan for the collective 179,792 ADA members, their dependents and their staff would result in far better actuarial rates and stability than any plan that could be offered solely by one individual state, along with affordability, desirable coverage, and reasonable deductibles.

The Board of Trustees did not approve this resolution with only two members voting in favor of the resolution. They felt that the needs of its members are currently being met through plan offerings at the state level and access to the ADA-endorsed AHIX.com (American Health Insurance Exchange) web portal administered by JLBG Health Inc. They felt that some states would not be interested in supporting a nationally endorsed program that they have their own plans which are generating non-dues revenues of the ADA affiliated association. The Board seemed to feel that to approve this resolution an outside consultant would need to be hired to conduct the study at a cost of \$25,000 to 35,000 and it was felt that this money would not be well spent.

By the way the last time this idea was studied was back in 2002.

The House of Delegates approved the resolution over the objection of the Board of Trustees 53% to 47%.

There was another resolution that passed to establish a commission to oversee the process of establishing dental specialties. The commission would be made up of one member from each of the recognized dental specialties. There will also be a non-dentist member to the commission. The purpose of the commission would be to review applications from groups that desire to be recognized by the ADA as a dental specialty. There will be an appeal process if the application is denied.

Background: Recently there have been cases in California and Texas by the American Board of Dental Specialties who have brought suit against the state boards for denying dentists the right to declare themselves a dental specialty, i.e. Dental Implantology. Unfortunately, both of these states have lost their cases. This has to do with the courts' view that the present system for establishing specialties is a restraint of trade and a means to stop competition. The ADA feels that by setting up this commission they can insulate themselves from any legal actions. The key to this commission is having a non-dentist sitting on the commission and allowing the right of appeal. Presently in New Jersey the state board of dentistry has some protection from this type of legal action since it is supervised by the Attorney General of New Jersey. It also has non-dentist members as well as dentists on the board who are chosen by the Governor. Unfortunately, this has not stopped the ABDS from asking the board to approve its right to declare specialties. The ABDS is using the first and fourteen amendments to justify their case. Right now the board has referred the matter back to committee.

A resolution was passed on Sleep Apnea. The ADA approved a policy statement that dentists are the only health care provider with the knowledge and expertise to provide oral appliance therapy (OAT). The adopted policy statement outlines the role of the dentist in treating sleep-related breathing disorders (SRBD). Key components include assessing a patient's risk for SRBD as part of a comprehensive medical and dental history and referring affected patients to appropriate physicians, evaluating the appropriateness of OAT as prescribed by a physician and providing OAT for mild and moderate apnea.

Another resolution was presented to hold a meeting of those state components that are being threatened by mid-level providers or have been able to stop or delay the implementation of mid-level providers. Unfortunately, this resolution was defeated because of cost considerations and legal issues.

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DR. FRED BABINOWICH

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- NJDA Delegate
- NJDA Govt and Public Affairs Committee Member
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- Chair of the Nominations Committee
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