

FEBRUARY 2021

# Mercer Dental Society

*Professional Dental Association of Mercer County, NJ*

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Dr. Roger Levin, DDS

Better Systems, Better People,  
Better Production

Virtual Format

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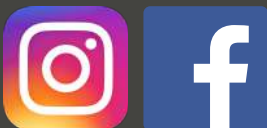
MDS Executive Committee

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Hello everyone,

Happy and prosperous new year to you all.

On behalf of MDS I would like to extend a warm welcome to our entire membership and all our new members. I am excited to introduce Dr. Priti Dagli who will be taking over soon as the new MDS president.

This has been a particularly challenging year for us all amidst the COVID19 pandemic. Having said that, we at MDS are here to serve and support all of you in anyway we can.

Please reach out to any of the members of our executive board should you need support, assistance, or advice as we are

all here to help. Please see find the latest updates on the COVID 19 Vaccine on the NJDA website and also our social media platforms.

COVID19 has changed the way we have traditionally held meetings and events. For now, to maintain safety and compliance with all COVID19 protocol we will be holding our membership meetings virtually via ZOOM. Please look out for pertinent information about these meetings, invited speakers, associated CE credits etc. which will be sent out to you all via email. We sure do hope to be able to resume all our in-person meetings soon enough.

I would like to welcome Dr. Saad who will serve as MDS president elect this year. A special acknowledgement to all our other Executive Board members without whom MDS would not be possible. We have several exciting events/meetings planned as we move forward this year. So please mark your calendars when you hear from us. We will keep you posted on all relevant updates regarding these. Have a great spring and please feel free to reach out to us with any suggestions or feedback. I look forward to seeing you all at our next virtual meeting.



**Dr. Chandini Hudson  
President  
Mercer Dental Society**

# Mercer Dental Society is now on Instagram

[@mercer\\_dental\\_society](https://www.instagram.com/mercer_dental_society)

Follow MDS on Instagram and Facebook for all the latest updates!!



Please email  
MDS Program Chair,  
Dr. Maria Brown  
with any speaker  
suggestions and  
recommendations  
for the 2022-23 MDS  
program at

[mebrowndmd@gmail.com](mailto:mebrowndmd@gmail.com)

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Tuesday, March 16th, 2021

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# Better Systems, Better People, Better Production

**Dr. Roger Levin, DDS**

6:30 pm to 9:30 pm

Virtual Format: Registration Required

2 CE

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## 10 Powerful Strategies to increase production and lower stress

### Learning Objectives:

Recognize and understand the importance and relevance of systems, people and production to dental practice success.

Learn the strategies to employ in your practice to overcome the business challenges presented by the COVID-19 environment.

Identify key profitability strategies that will allow the practice to increase profit and income during the recovery period.

Practice success has been, and always will be about systems, people and production. Systems are the pathway to ensuring excellent production, developing a highly trained team and maintaining a loyal and ever-increasing patient base. Your systems and team need to change to remain relevant, and COVID-19 has accelerated that need exponentially. Systems now need to be updated faster than ever before. Your team needs to be trained and motivated to implement your updated systems. And your production will increase predictably and dramatically when you get the right systems and people in place.

This webinar will provide the pathway to achieving full recovery from the impact of COVID-19 and set you on course for the highest level of success in the future. It combines cutting-edge data and a series of proven strategies to provide attendees the knowledge, skills and tools needed to help their practice recover faster, better and deeper.

Dr. Levin will draw on almost 4 decades of experience in the profession, along with information from the Levin Group Data Center and The Practice Success Targets - a key concept extracted from Levin Group Consulting Programs - to teach the essential foundations of practice success in the post-COVID-19 era. You will learn how to adapt your systems and help your team to meet the demands of today's radically changed dental environment.

All Meetings are Complimentary  
for Members

Non Members first Meeting is  
complimentary after that \$55

Registration and payment can  
be done on MDS website  
[www.mercerdentalsociety.com](http://www.mercerdentalsociety.com)

Email Jolanta at  
[exesec.mds@gmail.com](mailto:exesec.mds@gmail.com) with  
questions or for information



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# Council On Dental Benefits - Dr. Sid Whitman

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On a national level the ADA has a 60.7% membership market share. The total budget for the ADA is \$130 million. Because of the pandemic in order to balance the budget some staff reductions were necessary.

The opinion of dentists of the ADA in reference to COVID is very positive. The ADA is perceived as a tremendous resource along with the CDC. The CDC has recommended dentistry should be in the 1st tier yet not all states placed dentistry at such a high level. We are fortunate of the relationship between NJDA and the governor helped place dentistry at a high priority level for the vaccine. Every governor was given an allotment and the governor makes the decision of who gets it and in what order.

The ADA is trying to build public confidence to go to the dentist. They are marketing the fact that dentists need to be vaccinated so we are not going to go to the dentist. They are marketing the fact that dentists need to be vaccinated so we are not going to get the public sick. ADA HPI is doing a study surveying dentists and hygienists who have gotten sick. So far it appears they are not getting it in the practice but from community spread.



Across the globe the ADA is considered a leader in the field of healthcare. They are working diligently on healthcare equity in terms of workforce and access. Oral health is health. We have to show policy makers that health policy and oral health must be discussed together. This campaign has elevated our ADA long-held mission of advocating for and advancing oral health while expanding care for underserved communities.

They are working diligently on healthcare equity in terms of workforce and access. Oral health is overall health. We have to show policy makers that health policy and oral health must be discussed together. This campaign has elevated our ADA long-held mission of advocating for and advancing oral health while expanding care for underserved communities. There are several new CDT codes for 2021 which are worth your time to explore. Examples DO604 Antigen testing for a public health related pathogen including coronavirus. DO605 Antibody testing for a public health related pathogen including coronavirus.

If Medicare dental benefits become a reality your fees will be lower if you accept. The majority of dentists do not want to see Medicare part B pass for dentistry. Public health would like it to pass. There could be a Healthcare dental benefit in the ACA. If Medicare adds a dental benefit then your older patients may switch and will result in less revenue.

There is a thought that dentists can give all vaccinations. Pediatricians would not be happy with the loss in revenue. Delta has begun to cover cone beam imaging at 80%. It will not have a limiting effect on other radiographs that you take. Delta has seen an increase in the use of SDF. The company has donated \$250,000 to three food banks.

In Medicaid, the most important issue is the contract between the managed care company and the state. Under an emergency order in NJ dentists with the proper training can administer the COVID vaccine. They can also order a COVID test. However, there is the issue of storage and liability. You should check whether your malpractice carrier will cover you. However, the State Legislature has granted immunity to health care providers who are authorized to administer the vaccine.

Over 40% of the births in NJ in 2019 were to Medicaid families. Recent statistics say that 8% of dentists have left the program since the pandemic. Nationally, patient volume as of Nov 30th is at 76% of pre-COVID levels. Patient volume in public health settings continues to trail behind the private setting and was at 66% of pre-COVID levels. Roughly 20% of Medicaid providers have had to decrease the number of Medicaid patients they can accommodate in their practice since the onset of the pandemic. More people are being covered by Medicaid as a result of the pandemic. Low fees, administrative burdens, PPE costs, fear of audits, lack of OR time have all factored in their decision. Credentialing takes too long in the Medicaid system. The Guidelines for Medicaid Dental Review are being integrated into the existing managed care RFP template by the Council on Dental Benefits Programs staff. Shouldn't network members know what are the expectations and obligations of Medicaid practice are? If remuneration fees are below overhead costs to deliver dental services within the standard of care clinicians will restrict participation.

The average cost for an ER visit for dental is \$900. In the US last year 840 million was spent on dental ER visits. Dental pain is the #1 use for Opioid Rx in the ER. The ADA Medicaid Providers Advisory Committee has been giving presentations to State Dental Association on "Managing Medicaid in an Era of Accountability." MPAC supports continuing education programs in person and online, as well as educational opportunities for dental schools. It continues to expand the content within its Medicaid Provider Reference Guide and Advocacy Toolkit. In the near future we are presenting to the State Dental Association of Rhode Island, Wisconsin, Georgia, Minnesota, New Mexico and Texas.

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# Board Of Trustees Report - Dr. Lorraine Kosztyu

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**January 20th, 2021**

A presentation was made by the ADA regarding online polling results of members from 2019 and 2020 regarding member's satisfaction with the ADA and NJDA. The overall news was related as extremely positive regarding NJ member's attitudes towards their memberships and benefits received.

It was stressed that members of NJDA realize that their PAC dollars donated go directly to politicians at the state and local levels only. This year is an election year for NJ and donations are needed to promote our concerns at our local level. Please donate either with renewal of your membership or at any time separately.

A "Dental Therapist" bill is to be proposed the week of 1/25 in the State Legislature. Look for more to follow.

Jim Schulz is working with NJ Assemblyman Dr. Herb Conaway to introduce legislation that would allow NJ dentists to administer general vaccinations. As there has been recent legislation passed to allow dentists to administer Covid vaccines only (with immunity included) due to the pandemic and need for mass inoculation, I asked how we were to go about registering to certify ourselves. I was given the website [njiis.nj.gov/core/web/index.html#/home](http://njiis.nj.gov/core/web/index.html#/home). I have also looked to the CDC website to take the Moderna vaccination CE. I have to say that there is more guidance needed. There is no clear path that I see at this time. I will forward info as it is more readily understandable and available.

Membership numbers are exactly the same as last year. However, revenue from membership dollars is down.

Regarding the State Board of Dentistry, there is to be a new Director of the State Board. The new Director is unknown at this time. As stated in my last report, there is no way to ask the Board questions in real time during meetings as a result of Covid. Questions must be asked in advance. There is only access for our member Dr. De Sciscio and Mr. Meisel to listen in to the meeting with no ability for them to question or comment.

A second discussion ensued following last month's Trustees meeting in which it was suggested that Peer Review should only be available to members. It is presently available to all dentists- NJDA members and nonmember dentists. The debate is whether it should only be a benefit to member dentists since it is a huge member benefit and requires the time of staff and multiple doctors to complete each case. Last year there were 30 cases. 60% were member dentists and 40% were nonmember dentists. If any of you would like to express your view on this subject, please contact me.

The Board is interested in the opinion of our members. As always, please contact me with any concerns or questions. You must also read all NJDA emails as they are chock-full of information and subtle details such as links to government sites regarding all of our similar needs. These emails are NJDA member only and that is a great benefit. Please register you and your staff for our virtual Annual Session and remember the April 25th dinner dance to celebrate Dr. Rossi, our 2019-2020 NJDA President.

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Tuesday, May 18th, 2021

# Hack Attack Cybersecurity for the Dental Office

## HTI Consultants, Parsippany

What you Need to Know to Prepare and Recover from a Ransomware Attack. Let HTI take you through battling Ransomware from the first sign of attack to dealing with a breach.

The information that a dental office holds is precisely what a hacker needs in order to steal someone's identity (social security numbers, medical history, address, phone number, birthdates), this type of cyber threat has become unnervingly prevalent. While healthcare professionals never intend to put their patient's data at risk, outdated cybersecurity practices are simply a risk that must be addressed in the modern world.



Rick Loalbo

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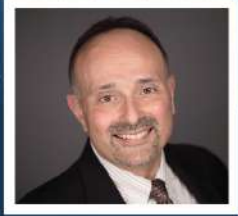
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Dr. Rane  
receiving their  
Covid-19  
vaccines.....  
here's to  
"Hope"  
in 2021!!*





# Mercer Dental Society Executive Committee 2020-21

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President		*Chandini Hudson
Past President		*Dana DiGerolamo
Vice President		*Priti Dagli
Secretary		*Radwa Saad
Treasurer		*Michael Scalia
*Has Exec. Board voting rights		