



Mercer Dental Society

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Committee

JANUARY 2016



PRESIDENT'S MESSAGE

Happy new year! Hope everyone had an amazing holiday season, and had time to reflect on our many blessings. Individually and collectively. As we begin our new year, welcome back to an exciting MDS year. With the promise of a new year, may you be adventurous in your goals and achievements on a personal and business level. The board and I, have carefully been working to make this year as beneficial to you the member as possible, and hope to exceed our goals for the year.

What's new you may ask? In February, we will be having MDS first half day meeting, and conveniently on a Saturday. Please look at the ad in the newsletter, and know seating is limited so sign up early. We are working on another fun Staff Appreciation night which will be in conjunction with the Garden State Expo at the Princeton Marriott, so stay tuned.



In addition, don't forget to visit our website at www.mercerdentalsociety.com where you can have up to date information on lectures, pay for meetings you choose to attend, and other resources.

What can you do? First, as always, I encourage you to be involved and active in organized dentistry. Your participation is not only invited but vital to our mutual success. Second, outside of participation I ask you come to have fun. Whether it be in be socialization, or to gain CE, or to just visit a sponsor know that we are blessed to change the lives of our patients. We have the power to make a difference. Finally, I ask that you ask the board and I questions on how we can better serve you. Or what you would like to see done by us. We are always open to input. Enjoy the newsletter, and I hope to see and hear from each of you.

Respectfully,
Khurram S Sheikh

**MERCER DENTAL
SOCIETY CE
SCHEDULE 2015/2016**

ALL MEETINGS:

2 C.E Credits

**\$45 members
\$55 non members**

**6:30pm - 9:30pm
(aside from the February
meeting)**

At

**Hyatt
102 Carnegie Center
Princeton, NJ 08540**

Please visit the newly redesigned Mercer Dental Society website www.mercerdentalsociety.com to register online and pay for member meetings <http://www.mercerdentalsociety.com/member-meetings---ce-schedule/>

Please note that the membership meeting cost has been increased to \$45.

For Details Contact:

**Mrs. Jennifer Moffett
Executive Secretary
Mercer Dental Society**

**(805) 294-3078
execsec.mds@gmail.com**

**Mail Checks For
Registration To:**

**Mrs. Jennifer Moffett
76 Bunker Hill Road
Lawrenceville, NJ 08648**

Tuesday, 1/19/16

Member Presentation Night

**Dr. Christina Ciano, DMD
Pediatric Dentist**



**Dr. Raul Figueroa, DMD
Periodontist**



**Dr. Mathew Etter, DMD
Orthodontist**

Saturday, 2/20/16

Half Day Meeting

Dr. Parag Kachalia



Tuesday, 3/15/16

Dr. Eugene Antenucci

CAD-Assisted Implant Dentistry



Friday, May 6th & Saturday, May 7th 2016

2016 Garden State Dental Conference, Princeton Marriott

There will be no April meeting and the Staff Appreciation Night will be in conjunction this year with the 2016 Garden State Dental Conference.

Tuesday, 5/17/16

Rita Zamora

Social Media & Dentistry





Dr. Parag Kachalia

Dr. Parag R. Kachalia is an Associate Professor and the Vice Chair of Simulation, Technology and Research and is a team leader within the University of the Pacific's prestigious complex and esthetic rehabilitation program. He is a fellow of the American Dental Education Association's leadership institute, researcher, as well as a published author in the areas of dental technology, digital diagnostics, contemporary fixed prosthodontics, and financial management.

He has lectured internationally in the areas of adhesive dentistry, cosmetic dentistry, photography, CAD/CAM technology, fixed prosthodontics, treatment planning, erosion, and diagnostic technologies. Dr. Kachalia acts a consultant for many dental materials/dental technology companies and helps guide product development. Dr. Kachalia is a member of the Pride Technology Leadership Council and is frequently interviewed in regards to his vision of dentistry's future.

Dr. Kachalia's goal is to provide an education experience for your group in a non-intimidating format that focuses on the realities of everyday practice versus the glory cases. Presentations tend to be rich in multimedia and encourage participation from the audience versus simply being lectured to. All topics can be customized to the specific interests of the group and many topics can be paired with a hands-on workshop.

SATURDAY, 2/20/16, HALF DAY MEETING

Seasons 52, 3535 US Highway 1, Princeton NJ 08540

8 am to 1 pm

5 CE Credits

\$100.00 per person

(Includes Breakfast, snacks, and refreshments)

LIMITED SEATING, SIGN UP EARLY!!

Ten Things That Will Help My General Practice, Without Breaking the Bank: Overview of New Technologies with a Clear ROI

This is a lecture only course that will look at current advances that will aid the average general practice. The focus of this presentation will concentrate on technologies and materials that will improve efficiency, delivery of care, patient experience, and/or practice management. Furthermore the bulk of the program will look at advances that require an investment of \$5,000 or less, yet generate a measurable return on investment.

At the conclusion of the course participants will: • Identify key technological advances that will aid your practice on Monday morning. • Learn strategies to immediately implement the use of newly purchased technology. • Learn strategies to use technology as a distinguishing factor from the practice down the street. • Gain an understanding of how technology investment can lead to a decrease in overall staff costs.

Stop Watching and Start Managing: Managing and Treating Disease Conservatively vs. Watching It

This course provides strategies on implementing a caries management protocol in your practice. The course will look at digital diagnostic technologies, advances in chemotherapeutic agents as well as restorative materials and techniques that allow your patient's health to be protected while being profitable for the practice. During this course the participants will learn how to implement caries risk assessment and tailor treatments to a patient's specific risk factors.

Furthermore detailed information will be presented on minimal preparation technique as well as application of appropriate restorative materials.

At the conclusion of the course participants will: • Have learned how to implement caries risk assessment. • Know how to manage and prevent carious lesions. • Have gained an overview of the current marketplace of caries diagnostics. • Be introduced to minimally invasive preparation strategies. • Understand the new world of restorative materials.

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Council on Governmental and Public Affairs

On November 1st the PMP (Prescription Monitoring Program) program will take effect. The purpose of this program is to get a better handle on the prescribing of schedule II medications (Percocet and Vicodan). The objective is to recognize patients that may be abusers of schedule II medications and to inform the prescribers of this so that they may wish to change the prescription or not write one at all. All prescribers holding CDS registrations in the state of New Jersey will need to register to access the New Jersey Prescription Monitoring Program (NJMPMP) prior to the upcoming renewal of their CDS registrations. If you renewed your NJ CDS registration last year, a NJMPMP account was automatically created for you. But even though it was created you must activate your NJMPMP account. To activate your account you will need to go to njrxreport@otech.com or call 866-683-2476. To register if you do not have an account you need to go to www.njrxreport.com. Once you have activated your account you will need to fill out a short on line tutorial and then you must establish a unique email address that you can check on a regular bases separate from a general office e-mail account.



Fred Babinowich

Just recently the New Jersey Division of Consumer Affairs sent out an email blast on this new bill. Unfortunately, there were some errors in the email. The law states that it only pertains to new patients while the email blast from the Consumer Affairs department states that it is for a new or current patients for acute or chronic pain. The problem is does the word new pertain to new patients or a new prescription. In addition, the email blast was not clear on who would be allowed to access the website to obtain the prescription history of a patient. The law states that dentists, hygienists, and CDA can use the website. The NJDA is trying to clear up this confusion by meeting with the head of the Division of Consumer Affairs. For now, the recommendation is to follow the law and not the Consumer Affairs email blast.

What is important is that if you prescribe schedule II medications you must have an account with NJMPMP and it must be activated. If you do not prescribe schedule II medications and you are already in the system you do not have to do anything with regards to this law.

There is a bill that is now yet out of committee that is called Out-of-Network legislation. This bill mainly relates to the medical profession. It came about because of situations in the hospital where patients thought they were being seen by an in network provider and when they got their bill they found out that they were seen by an out of network provider. The legislation would require hospitals and general practitioners to provide the patient with the fee difference for staying in network versus out of network care. In other words, it would result in transparency and will force the hospitals and physicians to disclosure their fees. It also sets up a dispute resolution process as a way to balance reasonable compensation to health care providers and to protect consumers from non-negotiable bills. How this would relate to dentistry is a general practitioner if he wants to refer a patient to a specialist he would have to tell the patient what the specialist would charge if he was not in network and then he would have to give the patient a list of specialists who are in network and what they would charge. Needless to say this would be very difficult to implement in the dental profession because dentists will need to know the fees of the specialists he deals with and also their network status. NJDA is arguing that in dentistry the difference in cost from in network to out of network is not very large as it can be in medicine.

In addition, the State Board of Dentistry already requires dental providers to give the patient an itemized treatment plan listing all of the costs. NJDA is trying to take dentistry out of the legislation. Regarding the expunging of records, the Division of Consumer Affairs seems to be in favor of expunging the penalties for minor offenses like advertising irregularities. The state attorney general who oversees the state board of dentistry does not want any penalties expunged. NJDA is arguing that if criminal records can be expunged then why can't dental records but expunge for minor and sometimes trivial offenses. NJDA is trying to get the state board of dentistry the power to expunge the records.

To date many EOBs are not clear in telling GPs if they are an insurance plan that must follow the new law or not. NJDA is trying to work with the insurance companies to redo their EOBs so it clearly states that the dentist can charge his normal fee for the non-covered service. A lot of times the dental office must call the insurance company to find out if the plan is under the new law. Many times conflicting information is being given out to the dentist by the insurance company each time the office calls for a clarification.

With regard to the Center for Oral Health legislation, NJDA has presently stripped the original bill which said that the Director of the center would be the Dean of Rutgers School of Dental Medicine, to now say that the director will be appointed by the Governor with input from NJDA. The office will not be at the dental school but instead will be at the Department of Health and the director would report to the Commissioner of Health. The original bill was pushed by Rutgers dental school and NJDA. But in the 11th hour the Board of Governors at Rutgers pulled their support for the bill. The problem was that the Board of Governors did not want to be told by the state to setup this center even though they seemed to agree it would be a good idea. Instead they wanted on their own to setup and run the center. The question would then be how much input would NJDA have in running the center. Why we need a center is to be able to get Federal grants. At the present time without a director and center it is extremely hard if not impossible to apply for Federal and other grants.

Letter By Jim Schultz
Director of Governmental Affairs
New Jersey Dental Association



As New Jersey's 216th Legislative Session draws to a close the NJDA and its 4,500 members can be proud of their accomplishments in the halls of Trenton. Of particular significance, here are four pieces of legislation with which the NJDA actively engaged.

Late last year, the Governor signed into law New Jersey's non-covered services legislation, which expressly prohibits dental benefits carriers from entering into participating provider contracts where prices are set for services that are not covered. This law applies to insured plans, or plans that are under the jurisdiction and governance of New Jersey's laws. Self-insured, or ERISA plans, are governed under federal law and therefore not subject to the state's non-covered services provisions. New Jersey became the 35th state to enact this legislation. The ADA has had federal legislation introduced in the Congress to address the ERISA plans, but, to date, the legislation has not been taken up by the Congress.

This spring, in an attempt to address the escalating epidemic of prescription drug abuse, the state Legislature took action on legislation to revise New Jersey's Prescription Monitoring Program (PMP) and require its usage by prescribers.

While the NJDA fully supports efforts to stem the tide of prescription drug abuse, we were concerned that the consequence of such a law would negatively affect doctors' ability to treat patients. Through collaborative efforts with the State Medical Society and a coalition of pharmacists and pharmacies, amendments were secured to reduce the required review of the PMP to Schedule II drugs and only for new patients. Additionally, the NJDA secured amendments to allow RDAs and hygienists to review the PMP for the doctor, via certain protocols. Further, the NJDA helped make accommodation for dental residents and students, and compliance requirements under the PMP law. Finally, the NJDA helped secure amendments regarding the parameters of using the PMP including exemptions for prescribing in certain conditions.

Legislation of significant concern to the NJDA over the last several years has been the "Out-Of-Network" (OON) bill. This legislation would make sweeping changes in transparency and disclosure requirements for doctors and hospitals that are out of a patient's network. The insurance carriers have complained for years to legislators that high out of network charges were principle drivers in the cost of healthcare in New Jersey. The NJDA worked tirelessly to ensure that legislators understood that dentistry and dentists are different than physicians, particularly in the insurance arena. NJDA explained the transparency and disclosure requirements already in place by the state board of dentistry obfuscate the need to include dentists in the OON legislation. As such, the NJDA was able to secure amendments to this bill that exempted all dental offices from the provisions of the bill, and limited the impact of the bill on dentistry to instances where dentists perform medical procedures, under certain conditions, in a hospital setting. Fortunately, the legislation has stalled for the remainder of this legislative session under the weight of pressure from the provider coalition.

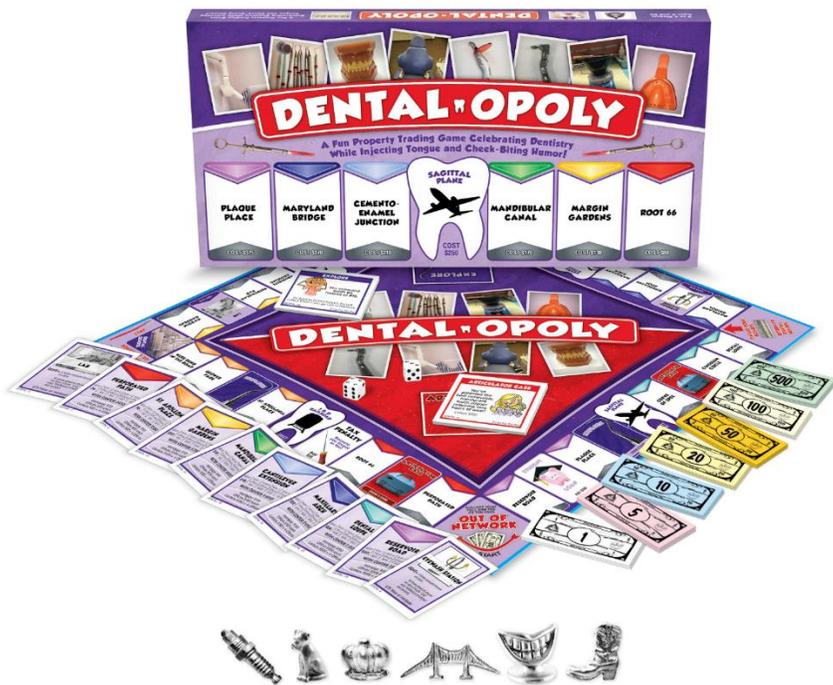
However, the Legislature is looking to revive this debate in the spring of 2016.

New Jersey is one of only a handful of states that do not have a licensed dentist or dental hygienist who serve as the State's Dental Director. In fact, New Jersey is one of only a handful of state's that presently does not have a dental director at all. Our last named dental director left state service in the early 1990s and hasn't been replaced since. Instead, the state uses an interim person who administers certain dental programming in the NJ Department of Health. The effect of not having a state dental director may not be immediately known to most dentists but its impact is great.

As such, the NJDA has put forward an effort to pass a law that would establish a state dental director who would be charged with reviewing the oral health condition of the state and developing programs to improve New Jerseyans oral health. A recent report released by the ADA's Health Policy Institute shows that New Jerseyans are lacking in oral health literacy, and while more New Jersey children than ever are going to the dentist, adults are not. A dental director is a cornerstone for improving oral health literacy and that is good for dentistry. New Jersey has one of the greatest concentrations of dentists in the country and having a dental director who develops programs and highlights the importance of oral health within government can go a long way to ensure that dental services are utilized. The legislation just cleared the State Assembly by a vote of 66-2. It now awaits action by the Senate before it goes to Governor Christie for consideration.

The NJDA works hard for you. These are just a few of examples of the many thousands of pieces of legislation the NJDA analyzes for you, the member-dentist, to ensure that dentistry's interests are being protected and promoted to policymakers in this state. But, we need your help to be successful. Your membership in NJDA is vital, as are the memberships of your colleagues. Our strength lies in our numbers, so please make sure you communicate to other dentists the importance of the NJDA. Finally, your support of the NJ Dental Political Action Committee (NJDPAC) is critical. NJDPAC is the tool we use to build and sustain relationships with elected officials and others to ensure dentistry's voice is heard loudly and clearly when the time comes. Together, NJDA and NJDPAC serve as your insurance to guard against the whims of the politicians and policymakers in the state. Please call on us whenever you have a question. We are here to help.

Happy Holidays!!



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ADA DELEGATE REPORT

The dues for 2016 will be \$522, which means for the fourth year in a row there is no increase.

The ADA needs innovation and constant improvement in how work gets done. Change is the new normal if we expect to meet the needs of our members. We can't be afraid to divert resources to accomplish our goals. We must try new things without fear of failure. Ideally, there should be one application form no matter what state society you are joining. Our principle goal is to sustain this organization.

The ADA is looking at a student loan refinancing program that will reduce the loan payments for students. This is a terrific member benefit and should help to increase membership. We are losing one per cent of our market share per year. Our younger dentists are not joining in sufficient numbers. Local components that have higher engagements of students and new dentists have higher overall market share.

The most important single issue to our members today is busyness. The ADA is working closely with the American Diabetes Educators and the American Academy of Pediatrics. We know that 108 million Americans visit a physician each year but do not see a dentist. At the same time, 27 million Americans visit a dentist each year but not a physician.

The ADA is working on a uniform credentialing system to reduce the difficulties of dealing with multiple insurance companies. There is a move to have a curriculum integrated model for dental licensure. Students will take Board examinations in their own school on their own patients during the course of the school year. The pilot project seemed to have success at Buffalo.

There was a discussion of increasing the educational requirements for sedation and general anesthesia as well as mandating the use of capnography for all sedation. This will be looked at in great depth. The House of Delegates has four meetings at the annual session. It was voted to reduce that number to three.

The results of the elections were as follows:

Dr. Gary Roberts from Louisiana is the President –Elect

Dr. Irene Marron Terrazzi from Florida
is the Second Vice President.



Sid Whitman



Michael Scalia

Update: NJDA Garden State Dental Conference and Expo

The 2016 NJDA Conference and Expo will be a wonderful weekend of classes and camaraderie - with programming for dentists and for their teams. Key note speakers are Dr. Stanley Malamed (Drugs, Death and Dentistry; Medical Emergencies) and Dr. Steven Rasner (The Thriving fee for Service Practice).

We at Mercer Dental Society are fortunate to have the meeting, once again, in our backyard at the Princeton Marriott on May 6 & 7. Registration will be open by the end of November - simply go to NJDA.org to register. Please note that several courses have a limit to the number of attendees - so be sure to register early.

The Conference and Expo will run the latter half of **Friday, May 6th and all day on May 7th**. There will be a Friday Night event that would be a great opportunity to bring your team and socialize and have some fun. Tentative plans for the event include a "Dentist's Got Talent" show and possibly a "Component Society Family Feud".

The site for the 2017 conference is undecided, however, contenders are:

1. The Princeton Marriott
2. The Newark Airport Marriott
3. The Jersey City Hyatt

I hope to see everyone at this years Annual Session - it will be a fun and educational program.

MERCER DENTAL SOCIETY EXECUTIVE COMMITTEE 2015-2016

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