

2015

Mercer Dental Society



January 2015

www.mercerdentalsociety.com

Presidents Message

Hello MDS!

Happy New Year to all of you, our members, and to your teams and families. I hope we all had a chance to turn down the dial a bit and spend time during the holiday season with loved ones and re-energizing ourselves. I was able to get away and enjoy some family time and also took a few beginners yoga classes.



Now that we are back into the swing of things, know that we have a wonderful line up of CE's for the second half of our 14'-15' season. You'll find the list inside of this newsletter - please be sure to come out and say hello to some colleagues and enjoy some great CE and dinner at the same time.

Our first meeting this year will have featured 4 of our members presenting to the group - by the time you are reading this the meeting will have passed - so if you attended, I hope you enjoyed the meeting.

Be sure to register yourself and your team for the Debra Nash All Day meeting in February as well. Debra has amazing experience working with her husband, Dr. Rosh Nash, as well as having many years of practice management consulting experience to distill and share with us.

Please don't forget about our Staff Appreciation Night at the Mercer Oaks Country Club on April 24th. The theme is "Casino Night" and dinner is included in the per person price. Bring your team and celebrate how much they do for our patients and practices - we could not work without them.

Lastly, a big Happy New Year goes out to all of our non-member dentists as well. We are sending our newsletters and meeting announcements to our non-members for a period in the hopes that they start coming to meetings and become involved in our organization. If you have an interest in attending a meeting or joining the NJDA/ADA, please contact me and I will gladly help introduce you to the group and answer any of your questions.

I look forward to an active second half of our 14'-15' year. See you all soon.

*Sincerely,
Michael*

2/18/15

ALL DAY MEETING

PRACTICE MANAGEMENT MIX

DEBRA NASH



Debra's powerful dental practice management presentations inspire dentists and teams to grow from Good to Great. Debra doesn't just know what it's like to be in your shoes – she IS in your shoes. She knows the day to day challenges you face because, when not speaking, she still manages the thriving dental practice of her husband, cosmetic dentist and innovator **Dr. Ross Nash**. One minute you'll be laughing, the next you'll be crying as Debra speaks from the heart with passion, humor and in-the-trenches experience. It will reignite the vision and potential of your **DENTAL PRACTICES**

7 CE's

Hyatt, 102 Carnegie Center, Princeton, NJ 08540

8:00am - 4:30pm

Fee: (Breakfast & Lunch Included)

Members: \$100 for Doctors, \$75 for Hygienist and team members

Non-Members: \$200 for Doctors and \$125 for Hygienist & team members

For Details Contact:

**Mrs. Jennifer Moffett, Executive Secretary, Mercer Dental Society
(805) 294-3078 execsec.mds@gmail.com**

Mail Checks For Registration To:

**Dr. John Lu, Treasurer, Mercer Dental Society
133 Franklin Corner Road, Lawrenceville, NJ 08648**

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MERCER DENTAL SOCIETY CE SCHEDULE 2015

ALL MEETINGS:

2 C.E Credits

\$35 members, \$45 at door & non members

6:30pm-9:30pm

(aside from the February All Day meeting)

At

Hyatt, 102 Carnegie Center, Princeton, NJ 08540



3/19/15 (Thursday)

Dr. Ron Kaminer

Dentistry 101: Demystifying New
Concepts in Cariology & Periodontics

- Cariology – What they did not teach you in dental school.
- White Spots – Do we have to look at these forever or can we treat them predictably?
- Technology assisted caries diagnostics.
- Periodontics – The Perio-systemic connection.
- Periodontics – Rationale why a strong soft tissue management program is critical to practice success.
- Dental Lasers – Can they really help in the management of periodontal disease?
- Dental Radiography – Digital X-rays, Cone beam and their rationale.
- Minimally Invasive tooth preparation
- Bioactive Dental Materials- Can we actually grow tooth structure today with current materials?
- Dental Cements- “It’s not just glue”
- Plus a whole lot more...



Mercer Dental Members
please submit names and
topics for speakers for

2015-16 MDS CE year to
Dr. Khurrum Sheikh
609 586 6603
kssential@yahoo.com

MERCER DENTALSOCIETY CE SCHEDULE 2015



4/21/15

Dr. Thomas Viola, PHD
“Street Drugs”

This program will provide participants with an overview of the most common substances of abuse and their oral manifestations, as well as techniques that may assist in identifying and managing a substance-abusing patient. The potential for contraindications to dental therapy along with possible resulting medical emergencies and the necessity for dosage modifications of commonly used dental medications in such patients will be discussed.



STAFF APPRECIATION
NITE

"Casino Night at Mercer
Country Club"

Friday, April 24th 2015.

Bring your team and thank them for their service!!



5/19/15

Dr. Nicholas Elian

This unique clinical presentation will focus on alveolar defects seen immediately following tooth removal with emphasis on evaluation, classification, and treatment guidelines. Both esthetic and non esthetic zone sites will be covered. Parameters to be assessed include gingival phenotype, buccal plate status, number of bony walls affected, and soft tissue status.

- When and why of immediate placement and immediate temporization?
- What is non-traumatic extraction and how to achieve it?
- How to evaluate a socket after extraction and how to decide if it is adequate for immediate placement?
- What are biomimetics of tooth morphology?
- How can we predict the maintenance of the papilla and the buccal free gingival margin?
- Occlusal schemes and implants: how to design the occlusion to avoid loading, failure and complications?

ADA DELEGATE REPORT



In order to stay abreast of the economic environment the ADA commissioned a report on the state of the dental market in 2014. The data shows that the dental market is not recovering with the general economy. Demand for dental care will likely continue to stagnate with the exception of children. While the number of children receiving dental care continues to grow, that growth does not exist for adults. Financial barriers and the lack of perceived need far exceed any barrier relating to the number of providers. This may not be the case for Medicaid adults, but more work is needed to fully understand the major barriers facing this population. Further research on Medicaid expansion was discussed. In many states, there is a rapid expansion of Medicaid. This is certainly true in New Jersey. This expansion poses its own threats and opportunities. The threats focus on the fact that Medicaid coverage expansion does not mean funding expansion or addressing structural road blocks inherent in the system. Medicaid expansion is an opportunity because it should increase the demand for dental care.

Diversity is a key topic for the future success of the association. The ADA Board of Trustees reviewed and approved the 2014-2019 Diversity and Inclusion Plan. The plan recognizes the risks the organization faces if we ignore diversity as well as the benefits if we succeed in becoming diverse as an association. These benefits include greater membership and a greater opportunity to shape our profession.

Student debt and possible approaches to mitigate its impact are being discussed. The private student loan market is dominated by a handful of major players. Underwriting standards are stricter than they used to be. The refinancing market, however, is starting to see new refinancing products emerge.

Membership growth market share continues to lag. The ADA is working very hard to change this trend.

Sid Whitman

ANNUAL SESSION UPDATE



January 15, 2015

The Princeton based 2015 Annual Session is moving along quite nicely! Vendor spaces are almost sold out completely and our speaker list is diverse and powerful - being led by Dr. Louis Malcmacher speaking on the Top Game Changers in Dentistry in 2015.

This year the \$25 registrations fee comes along with almost \$300 worth of potential values, including a \$25 Bank of America Gift Card that can be used at any vendor booth at the conference. Registration also includes FREE lunch and learn CE's, continental breakfasts, Friday Night Happy Hour, and much more. Check out the NJDA Annual Session News Brief in this newsletter for more information.

On-line registration is now open - you can register your team and yourself much earlier this year than in years past. For the second year, many dental students from Rutgers School of Dentistry, will be helping out at the conference - when you see them there - be sure to thank them for their volunteer help!

Discussion about where the 2016 conference should be held resulted in many suggestions to keep the Annual Session at the Princeton Marriott for at least one more year, and maybe even more if all goes well. The vendor floor layout is not ideal though - for us in this meeting space.

If anyone has suggestions for topics and/or speakers for the 2016 Annual Session, please call or send an email to Dr. Scalia.
(smilemichael@me.com)

Michael Scalia

MDS officer positions, 2015-2016

Please join me in welcoming our slate of officers for the 2015-16' MDS year! If you would like to help out, note that currently, there are 3 open officer positions and 6 NJDA delegate positions. Please contact me to let me know how you might like to help.

Thanks,
Michael Scalia 319-594-1599

Executive Committee

President Emeritus	Michael Scalia
President	Khurram Sheikh
President Elect	Open position
Treasurer	John Lu
Recording Secretary	Anthony Prousi
Program Chair	Khurram Sheikh

Nominations Chair	Open position
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Council positions

Annual Session	Michael Scalia
Dental Benefit Programs	Open Position
Government & Public Affairs	Fred Babinowich
Membership	Anthony Prousi
Peer Review	David Schor
Judicial Council	Fred Babinowich
Dental Education	Janhavi Rane
Relief Council	Lorraine Kosztyu

Trustees

NJDA State Trustee	Fred Babinowich
NJDA Alternate Trustee	Lorraine Kosztyu

Delegates

ADA Delegate	Sidney Whitman
ADA Alternate Delegate	Fred Babinowich

NJDA Delegates

Michael Scalia (Chair)
Fred Babinowich
Thomas Morgenstern
Janhavi Rane
Sidney Whitman
Anthony Prousi
Open position
Open position
Open position

NJDA Alternate Delegates

Michael DeLuca
Open position
Open position
Open position

Members at Large

To be determined...	Mara Leveson
	Tom Morgenstern
	Arthur Rosengarten
	Patricia Lyons

*To our
non-members*

We want you!!!

*Please come to
your first evening
membership
meeting at no
charge!
(except for the All Day
Meeting)*

*Come see what
MDS is about and
help us to make
MDS even
stronger.*

The logo for solutionreach features the word "solution" in a dark grey sans-serif font and "reach" in a light green sans-serif font. A small green signal icon is positioned above the letter 'i' in "reach".

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Dee Woodward
Territory Representative

484.268.7085
dwoodward@solutionreach.com

"Congratulations to our MDS members who have reached 10 years of membership! Your membership helps support organized dentistry and we all benefit from this. We truly hope that you continue to feel that your membership is important to you, to your colleagues, and to your patients. Stay tuned for our next newsletter where we will publish the names of our 20 year members."

**Dr Rayna Setya
Dr Otto M Choi
Dr Zion H Chen
Dr Steven Yee
Dr Sorin M Purtuc
Dr Todd Singer**

MDS Executive Board Meeting
January 6, 2015

Meeting called to order at 6:54pm

Members Present:

Dr. Michael Scalia (President), Dr. Khurram Sheikh (President-Elect), Dr. Janhavi Rane (President Emeritus), Dr. Anthony Prousi, Geetu Gupta, Jennifer Moffett

Members Not Present: Dr. John Lu, Dr. Sidney Whitman, Dr. Fred Babinowich, Dr. Lorraine Kosztyu

Business:

1. Staff Appreciation

- a. Date is set for April 24, 2015 and we will send out faxes to the offices by mid-February.
- b. Dr. Rane will be meeting with the supplier later this coming week to discuss particulars. We need an estimate on numbers so we know how many tables we need.
- c. Recommended: \$500 "check" for chips to play with, as well as raffle tickets for prizes. We need to have some incentive to play.
 - i. Need to decide what we will buy for prizes. Comes out of our budget.
- d. We will send out a reminder in March

2. All-Day Meeting

- a. We will send out a post card by 1/19 with information for the all-day meeting in February, with Debra Nash.
- b. Jenn will also send out email reminders.
3. Dr. Sheikh will be revisiting the nominations for 2015-2016 at the next meeting. Only have a few positions to fill.
4. Dr. Sheikh is working on a list of speakers for next year. He will get their information to Jenn as soon as he has it so she can get the CE approval requests in.
5. Update on bank account: balance = \$45,000, but the dues for this year have yet to be deposited.

6. Membership

- a. Dr. Prousi sent out lists to the committee. They will work on making 8-10 calls per month.
- b. Happy Hour on January 13, 2015 at Big Fish from 5:30-7:30
 - i. Will have a sign-up sheet to get non-member names and emails
- c. Dr. Prousi will give an update at the membership meeting

7. Newsletters, Postcards and Notifications

- a. Deadline for next newsletter is January 20, 2015
- b. We will send out postcards in between newsletters
 - i. 1/19- postcard for February meeting
 - ii. After all-day meeting, fax offices Staff Appreciation flyer
 - iii. Feb postcard for March meeting, Newsletter comes out Feb 4th
 - iv. March postcard for April meeting and Staff Appreciation reminder
 - v. April will be the final newsletter for the year
- c. Get fax numbers from Ann Marie Varga

8. Emails will be going out this coming week for the upcoming meeting, Happy Hour and upcoming committee meetings

9. Signage will be made for all of the sponsors, as well as a sheet for members to submit ideas for topics for next year's meetings

10. Bylaw committee met and is getting closer to reviewing all of the bylaws by the end of the year.

11. We have yet to decide on a EB meeting for February

12. All other items without new information to report can be found in the agenda

Meeting Adjourned 8:12pm

NJDA House of Delegates Update,
11/2014



At the last NJDA House of Delegates meeting several speakers presented. Among them were ADA President Dr. Maxine Feinberg who spoke about focusing on removing ADA programs that are no longer impactful/meaningful, focusing on membership recruitment and retention, and reducing the amount of superfluous programming in the Tripartite so our resources can be more efficiently utilized.

The ADA Huddle is meant to keep members informed about national dental news stories. Aptify is moving along well - this is software that the ADA and many state associations are converting to to help streamline websites and membership recruitment.

The non-covered services bill is close to being signed into law (at the time of this writing the bill has already been signed into law).

We need your help. Please join ADPAC and donate! These donations allow meetings between ADA reps and our state and federal legislators.

We are all urged to attend the 2015 ADA meeting in Washington DC this coming November 5-10.

Art Meisel noted that the cost of membership in the tri-partite can easily be covered by taking advantage of the excellent, yet lower cost life and malpractice insurance available through the ADA. Not to mention the available vendor discounts to members and the free legal counsel by NJDA. (and we know there are about 50 other reasons membership is more than worth it's minimal cost.)

The 2015 NJDA proposed budget has a \$62,000 surplus (at the time of this HOD meeting in November 2014).

Michael Scalia

Board of Trustees Meeting Report for
November 12, 2014

Topics of discussion:

- 1. Airline fees for ADA Delegates attending Sessions.**
Submitted reimbursement costs of flights vary greatly among Delegates and considerations are being made regarding ways of containing costs.
- 2. Should non practice owner dentists have their own membership category.**
This was referred to the Council on Membership.
- 3. Member societies can send their yearly CE slate to the NJDA. The NJDA will promote the CE for components with a link to the component site. A master event calendar is also in the works so that monthly meetings for the all components can be viewed. Component members can attend other component meetings if interested. This will also be beneficial in planning calendar years so that societies can plan meetings/speakers with the knowledge of what other societies have on their slate.**
Please note that specialty societies are welcome to submit their calendar of events also.
Contact Maureen Barlow.
Our President, Dr. Scalia is one of four Presidents that has submitted a calendar year of CEs to the NJDA. We have twelve components.
- 4. Preliminary Board rule changes are being worked on due to the change in the Annual Session. They will be available for view and comments are welcomed.**
- 5. The State Board has ruled that prophylactic paste can be used by RDAs on coronal surfaces for reasons other than prophylaxis as directed by a dentist. Discussion followed as to whether the Board should be approached to allow prophylactic paste to be used. The matter was motioned and rejected.**
- 6. Sponsors for the Annual Session are nearly solidified. The \$25 Conference Pass is the biggest bargain in town. Please see the NJDA website for all info and to sign up.**
- 7. Dr. Babinowich was not present as he was away in Arizona with his first grandchild. So let's all congratulate Fred on his first grandchild.**

Lorraine Kosztyu

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Stephanie Shuman-Markel, D.D.S. - Matawan, New Jersey

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has acquired the practice of

Leah M. Stamler, D.D.S. - Butler, New Jersey

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all parties in these transitions.



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News Brief from the NJDA Council on Annual Session

We're changing things up for the 2015 conference, with member value and your convenience in mind! The Garden State Dental Conference & Expo is moving to historic Princeton, the weekend of May 1 and 2, 2015. Gather with your colleagues at the Princeton Marriott, along with a select line-up of speakers and 95+ industry-leading exhibitors.

Your \$25 conference pass includes:

- Continental breakfasts daily
- Free CEUs
- Lunch and Learns
- Friday night Happy Hour!

PLUS a \$25 Gift Card to spend with any exhibitor at our conference

Our featured speaker is noted lecturer, Louis Malcmacher, whose program will take teach you how to integrate today's most exciting topics into your daily practice, in a format that your entire team will enjoy. Presented by CareCredit.

Visit historic Princeton on Friday evening of the conference for dinner at the Nassau Inn. Explore the downtown area on your own and discover great dessert and coffee spots, brew pubs and shops. Then take a shuttle back to the host hotel. On Saturday, finish up your shopping in the exhibit halls. Explore table clinics or take a hands-on course with Dr. Alan Atlas. Return to your practice refreshed and energized!

Look for our conference brochure in the mail. Registration opens in October. Visit www.njda.org for details.

**GARDEN STATE
DENTAL
CONFERENCE
& EXPO**



Join Bryon E. Roshong, DMD, President of NJDA, at a dinner in his honor on June 19, 2015 at Seasons Restaurant in Washington Township. Details to follow in future news briefs.

*Some
pictures
from the
MDS
Happy Hour
held in
January
2015*



*Check out the Colgate Oral Health Network
for free CE at
<http://www.colgateoralhealthnetwork.com>*



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