

# Mercer Dental Society



February – March 2014

## Presidents Message

*What a winter we're having! With 5 snow days already, I hope all of you are keeping your schedules full when working. Despite the weather, our Executive Committee has been busy getting ready for our upcoming events and meetings. After a successful all day meeting with Dr. Paul Homoly who was so enlightening, we have 3 more evening meetings including our rescheduled member presentation for April 29<sup>th</sup>. Please also clear out your calendars for Staff Appreciation Night on April 18<sup>th</sup>. It's going to be a blast at The Mercer Oaks Country Club with an awesome theme which will be announced soon. In addition this year we will be hosting a happy hour in the summer to invite new members to join our society. This will be purely for networking and our executive committee will explain benefits of membership at this event. So please look out for that date too in our next newsletter. In conclusion, I'd like to welcome Jennifer Moffett as our new Executive Secretary for the Mercer County Dental Society. I am very excited to have her on board!*

*Best Regards,  
Janhavi Rane*



3/18/2014

Dr. Steve Lubis

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for the New Economy

3 CE Credits

Hyatt, 102 Carnegie Center  
Princeton, NJ 08540

6:30am - 9:30pm

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

4/18/14

## STAFF APPRECIATION NITE

**Mercer Oaks Country Club**  
725 Village Rd W #1  
West Windsor Township, NJ 08550  
**More Details To Follow**

For information contact:

Jennifer Moffett  
805-294-3078  
jenmoffett@gmail.com

Mail Checks For Registration To:

Mercer Dental Society  
Dr. John Lu  
133 Franklin Corner Road  
Lawrenceville, NJ 08540

## **Council on Governmental and Public Affairs - Date of meeting January 8, 2014**

Cone beam usage-NJDA was able to get an exemption to the law to allow Dental Assistants to operate cone beams with additional training. As of now this additional training has not yet been delineated.

The state board of dentistry still has not made a decision on the acceptance of coupons from Groupon or Living Social. The question is whether or not accepting these coupons is fee splitting. There is also a question on whether or not the advertising by these two groups violates the advertising law in the state of New Jersey. Members who have questions on this matter should contact **ART MEISEL** at NJDA.

Use of **Betel Nut** has been linked to oral cancer. Betel Nut is primarily in Southeast Asian communities. Mercer County, with its large population of Asian Americans, is an area in which Betel Nut use is prevalent. NJDA intends on starting a dialogue with the Indian Dental Association to formulate an awareness campaign on the dangers in Betel Nut consumption. The state of New Jersey will help in funding this awareness campaign which will involve circulating flyers in areas of New Jersey with dense populations of Asian Americans and talking with the state representatives of these areas asking their help in making their constituents aware of the dangers with Betel Nut use. In addition NJDA will hold seminars for its members to make them aware of this problem.

NJDA is concerned about the rise of **corporate dentistry**. At the present time in the state of New Jersey a dental practice must be owned by a dentist. This is not the case everywhere in the US. NJDA wants the board to confirm that only dentists can own a dental practice and the dentist must be in charge of the day to day operation of the dental practice.

PEW foundation and NJDA have met regarding **fluoridation** in the state. For many years NJDA has been trying to push fluoridation of water in the state of New Jersey but with mixed results. PEW did not seem to understand why it is so hard to get the state fluoridated and wanted to know what are the problems preventing this from happening. They are contemplating a state wide referendum putting the issue directly in front of the citizens of the state. NJDA told PEW that the problem is money. It cost money to fluoridate water local municipalities are having trouble coming up with the money. Pew is willing to hire a water an engineering company to gather the necessary data to be able to present to the parties who are involved in making this decision. They have pledge \$100,000 to this effort. PEW does not want NJDA to be in charge of this effort. The want a third party like the American Academy of Pediatrics. AAP has told PEW that they will do it but NJDA must be involved in the project.

Dental Students were present to express their concern with the rising debt of dental students. They stated that 77% of the graduates from UMDNJ (now Rutgers School of Dental Medicine) are \$100,000 or more in debt. At the present time state tuition and other costs come to \$41,000 a year at the school. The students were told that NJDA and the ADA are aware of this problem. ADA is discussing using monies in a fund to help dental students nationwide with the cost of their education. The idea would involve loaning money to the students at a reduced rate from what they would have to pay with a government loan. The interest would be more that the ADA is presently getting with CDs. Therefore this plan would lower the debt of the students while bringing in income for the ADA. In other words a win-win situation.

At the present time 31 states have enacted laws **banning fee schedules for uncovered dental services**. In the state of New Jersey if an insurance company does cover the cost of an implant because it is not a covered service under the patient's contract, they can require a participating dentist from having to charge the fee that the insurance company would allow if it was a covered service. In other words if AETNA allows \$1450 for an implant and the charge is \$2250 the participating dentist would need to drop the fee to \$1450 even though it is not covered under the patient's contract. The ADA has lobbied the National Conference of Insurance Legislators (state legislators who are involved with insurance issues in their respective states) to pass an act that would prohibit a dental insurance plan from requiring a dentist who provides services to its subscribers to accept a fee set by the plan for any services except covered services. Armed with this statement NJDA plans on introducing a bill to get this done in the state. The biggest opponent of this bill will be Delta of New Jersey. In Connecticut the dentists try to do this but Delta of Connecticut blocked it. FYI.....Delta of Connecticut is run by Delta of New Jersey. Horizon Blue Cross and Blue Shield is the only insurance company in NJ that allows this.

NJDA is trying the get the state to **expunge the records** of dentist that have been found guilty of minor infractions. Previously if a dentist violated the advertising laws they would be fined by the board and it would go on their record as a disciplinary action with no explanation as to why the action was taken. This creates a problem when a dentist needs to fill out forms for his insurance or to get privileges at a hospital or dental school. The state board of dentistry is in favor of expungement but the problem is the Attorney General. Just recently the State Supreme Court ruled in favor of expungement of some crimes from a person's criminal record. Using this judgment NJDA hopes to be able to convince the Attorney General to allow minor transgressions to be erased after five years and as long as it was the first offense. If the Attorney General agrees we should be able to get a bill passed in the Senate and Assembly because we have a lot of support in both houses.

Coming up this legislative session will be laws on a **Prescription Monitoring Program** and on an **All Payer Claims Database**. Regarding prescription drugs Dentists appear to be one of the major culprits in over prescribing pain medication. It has been well documented that unauthorized taking of prescription drugs is one of the leading causes of drug overdose and emergency room visits. At the present time there is a web site at the Attorney General's office that we can use to determine the recent drug use of a patient. At the present time there are over 100,000 individuals in the state that can prescribe pain medications and only 13,000 have sign up on the web site. The legislative bodies are not happy with this and they appear to want a law to force dentist to research a patient's drug history before prescribing drugs. NJDA has problems with this concept since we don't feel we should be the gate keepers if a new law is passed. Small pharmacies are also not happy because at the present time they do not have the software to share this data with other pharmacies. Large pharmacies like Rite Aid can communicate with other Rite Aids but not with their competitors.

With regard to an All Payer Claims Database, NJDA is not happy with this idea because all of a dentist's fees will be listed on a government web site and this information can be misused. The proponents of the idea feel it would allow for comparison shopping by patients and help lower costs for care. In other words it can drive down our fees. In addition insurances companies can use it to formulate fee schedules and reimbursement to dentists.

**Dr. Fredrick P. Babinowich.**



## ADA TRUSTEE REPORT

January 1 was the pivotal date for the Affordable Care Act, when the most important elements of the law went into effect. The most important of these elements was the beginning of coverage of an estimated 3 million people who signed up for private coverage in the health exchanges, either through state-based enrollment web sites or through the federal government's Healthcare.gov.

The Affordable Care Act is having an impact in Dentistry in New Jersey. Due to Medicaid expansion, more people are being covered under NJ Family Care. However, there will probably be more audits of practices since the government will be spending more money.

The NJ Oral Health Coalition sponsored a course on February 26, 2014 – The Affordable Care Act and Dentistry what does it mean for you? Six different lectures rounded out the day.

The NJ Oral Health Coalition, NJDA, and the American Academy of Pediatrics are working together with the PEW Foundation to improve access to fluoridated water in our state.

Dentists and dental hygienists were rated among the top 10 jobs in the U.S. according to U.S. News and World Report.

We have all heard the term evidence based dentistry. Recent studies seem to indicate that there is more correlation needed between treatment modalities and evidence based research.

**Dr. Sidney Whitman**



The NJDA has been hard at work creating new CE opportunities for you. This year there will be 3 separate all-day conferences for your benefit. They are as follows:

- March 22<sup>nd</sup>: **The New Dentist Conference** at the Hyatt in New Brunswick. Cost is \$75 for member dentists.
- June 27<sup>th</sup> and 28<sup>th</sup>: **The 2014 Garden State Dental Conference and Expo** at Revel in Atlantic City. Registration is open in March!
- **October 1<sup>st</sup>: Dental Team Forum - Achieve Business Success** at the Renaissance Woodbridge Hotel. Practice Management CE's at low cost for the entire team.

Please visit [www.njda.org](http://www.njda.org) for more information or to register for these conferences.

Additionally, we all know how important our ADA/NJDA/MCDS membership is in terms of Advocacy. You can do three simple things to help our organization continue to grow:

1. Be sure to contribute to NJPAC - simply go to [www.njda.com](http://www.njda.com) to make a donation.
2. Urge your inactive MCDS member friends to become more active... invite them to a membership meeting. We need more camaraderie amongst our peers in dentistry now more than ever.
3. Urge your non-member friends to join the NJDA and MCDS - there is strength in numbers! All they need to do is to call the NJDA: 732.821.9400
4. If you are a past active member or officer of the MCDS - please return to the MCDS. We can use all of the members we can to help to continue to make the differences we all want in our profession.

**Thank you for reading this. Now take action!**

**Dr. Michael Scalia**

### Mrs. Jennifer Moffett - Our new Mercer County Dental Society Executive Secretary



**Jennifer hails from San Luis Obispo, California.**

**She is a teacher and a specialist in theater stage management and lighting design. Having recently moved to NJ with her husband, Josh and her two boys James and Samuel, Jennifer is just getting used to the winters here - and the snow.**

**Jennifer is an avid athlete and loves to run.**

**She is currently training for her next half marathon in San Diego, Ca which takes place next week.**

**Jennifer is smart, grounded, creative and has a good sense of humor - all wonderful assets for her role as Executive Secretary.**

**Jennifer's contact information is: 805-294-3078 [jenmoffett@gmail.com](mailto:jenmoffett@gmail.com)**

**Please welcome Jennifer as part of our team.**

## MERCER DENTAL SOCIETY SCHEDULE

4/29/14

### Member Presentation Night

(Rescheduled from 1/21/14)

6:30pm to 9:30pm

3 CE Credits

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

Hyatt, 102 Carnegie Center, Princeton, NJ 08540

### Members Presenting:

Dr. Mark Mcdonough

Dr. Anthony A. Prousi

Dr. Sean A. Bradley

Dr. Karen DeSimone

Dr. Michael Scalia

5/20/14

Dr. Thomas Viola

Pharmacology Breakthroughs For Dentistry

3 CE Credits

6:30pm-9:30pm

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

Hyatt, 102 Carnegie Center, Princeton. NJ 08540

## Mercer Dental Society 2013-2014 Executive Committee

President: Dr. Janhavi Rane

[ranesdental@aol.com](mailto:ranesdental@aol.com)

President Elect: Dr. Michael Scalia

[smilemichael@me.com](mailto:smilemichael@me.com)

Treasurer: Dr. John Lu

[jluperio@aol.com](mailto:jluperio@aol.com)

Program Chair: Dr. Janhavi Rane

[ranesdental@aol.com](mailto:ranesdental@aol.com)

NJDA Trustee: Dr. Fred Babinowich

[f.p.babinowich@comcast.net](mailto:f.p.babinowich@comcast.net)

NJDA Alt. Trustee: Dr. Sidney Whitman

[sidneywhitman@aol.com](mailto:sidneywhitman@aol.com)

Editor: Geetu Gupta

[geeturanesdental@aol.com](mailto:geeturanesdental@aol.com)

Executive Secretary: Jennifer Moffett

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

Recording Secretary: Dr. Anthony A. Prousi

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

### Members At Large:

Dr. Tom Morgenstern

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Dr. Khurrum Sheikh

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