



# Mercer Dental Society

## IN THIS ISSUE:

2015-16 Member  
Meeting Dates/  
Speakers

NJDPAC Report

NJDA Annual  
Session Update

ADA Delegate  
Report

Some Moments  
From Staff  
Appreciation  
Night 2015

2015-2016 Mercer  
Dental Society  
Executive  
Committee

NOVEMBER 2015



## PRESIDENT'S MESSAGE

As we settle into fall/winter, I hope we take time to be thankful for all we have. As dentists, we have the honor and privilege to help people have healthy mouths, and can change lives with a smile. We all know this, but I hope we all take time to reflect on how great and lucky we are to have the resources to do that for individuals.

MDS is grateful for your continued support and involvement with MDS. The Board continues to provide speakers, meetings, and sponsors that can help you day to day in your practice. This is intentional and with your presence in mind. If you have any recommendations on topics or speakers we would love to entertain your thoughts.



A new exciting change to directly benefit you, the member, is our newly launched website. Up to date news about the society and local dentist news is now available at your fingertips. One key feature, is you can now pay for meetings and register online. We are working on a mobile version now. This ease and convenience is one I hope you can all enjoy.

Just a reminder, but in January MDS is asking our members to present to their colleagues. If you have any interest in speaking on a topic contact Jennifer or myself. Or if you are interested in being more active with us, never hesitate to reach myself or any board member, for what you can do at any level. Any participation is appreciated.

Thanks for your time in reading this, and I am humbled to lead you into 2016. I wish you all happy holidays and a happy new year.

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**

**ATTENTION!!**

**Please note that the  
membership meeting  
cost has been  
increased to \$45.  
Please make a  
note of this.**

**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**

PLEASE VISIT THE NEWLY REDESIGNED  
MERCER DENTAL SOCIETY WEBSITE  
[www.mercerdentalsociety.com](http://www.mercerdentalsociety.com)  
TO REGISTER ONLINE AND PAY FOR  
MEMBER MEETINGS

[http://www.mercerdentalsociety.com/member-meetings---  
ce-schedule/](http://www.mercerdentalsociety.com/member-meetings---ce-schedule/)

**Tuesday, 11/17/15**

**Cori James, Accountant from LLI Advisory Group**

**Tax Savings Tips For Dentists 2016**

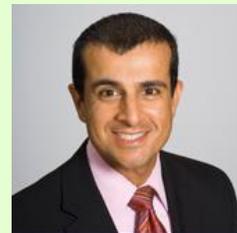
**Tuesday, 1/19/16**

**Member Presentation Night**

**Saturday, 2/20/16**

**Half Day Meeting**

**Dr. Parag Kachalia**



**Tuesday, 3/15/16**

**Dr. Eugene Antenucci**

**CAD-Assisted Implant Dentistry**



**Friday, May 6<sup>th</sup> & Saturday, May 7<sup>th</sup> 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. Please see Dr. Scalia's update on Page 3 of the newsletter.

**Tuesday, 5/17/16**

**Rita Zamora**

**Social Media & Dentistry**



## NJDA ANNUAL SESSION UPDATE

The Annual Session Committee has been busy since my last update. Here are the highlights:

The 2016 Garden State Dental Conference will be held, once again, in our backyard at the Princeton Marriott on Friday, May 6 and Saturday, May 7, 2016. The format has changed, with an afternoon of classes on Friday, followed by a **Staff Appreciation Night** that evening at the Marriott - which, by the way, sounds like it will be a riot. The theme will be dentistry and there will be a dental comedian, two bands composed of dentists, and a dental variety show (there is also a rumor that Lady Gaga will be showing up and performing). Please bring your team and celebrate all that they do for you and your patients! Saturday will be a full day of classes with featured speaker Dr. Stanley Malamed. Additionally, Dr. Lawrence A. Dobrin will be speaking about dental forensics.

Please visit [njda.org](http://njda.org) for a full list of speakers and topics.

Registration opens on November 1<sup>st</sup> for the 2016 conference. You will receive multiple communications notifying you of this. Also, please make sure you visit the Town Hall luncheon - this will be presided by our legislative and PAC representatives who will educate us about all of the recent and significant legislative activities on which they are working - for the benefit of both our profession and our patients. There will be a 150 person limit to the luncheon and a 250 person limit for Dr. Malamad's lecture - so please be sure to register early. Currently 75% of the vendor floor is sold out, with the entire floor expected to be sold out by 1/1/16.

The conference will bring several different initiatives to increase traffic flow with our all important vendors (without whom we can't run the dental meeting! So please be sure to visit them!). Those offices who visit our 12 EBA's (Endorsed Business Associates) will be entered into a raffle to win one of three free NJDA memberships for one year and Office Managers can win an iPad.

The two properties we are currently scouting for the 2017 Garden State Conference are the Newark Airport Marriott and the Hyatt on the Hudson. We will keep you up to date on all Annual Session details with each of my reports.



**Michael Scalia**

## **OPEN CALL FOR MEMBERS TO PRESENT AT THE MERCER DENTAL SOCIETY JANUARY 19<sup>TH</sup>, 2016, MEMBER PRESENTATION NIGHT.**

Each presenter will be given between 20-30 minutes to present on a topic of their choosing.

Please contact Dr. Sheikh with your interest - first come first serve priority.

[\*\*\*kssential@yahoo.com\*\*\*](mailto:kssential@yahoo.com)

## NJDPAC REPORT

I welcome Leslie Hayling as a PAC Committee member representing Mercer Dental Society.

This November 3rd is an Assembly election. Please report to the polls. Contact Jim Schulz should you have any questions regarding the candidates running. Jim can also educate you as to their relationship with or potential relationship with dentistry.

PAC contributions through the NJDA can be made at any time; not only during the annual dues period. Please contact me, Jim Schulz or the NJDA if interested.

I am listing the names of component members that are Club Level donors for 2015. There is still time to add your name to the list.

### Club Level Contributors For NJDPAC

Diamond Club	350	Stephen I Hudis
Diamond Club	350	Thomas F Morgenstern
Platinum Club	500	Lorraine Kosztyu
Platinum Club	500	Mary A Richmond
Platinum Club	500	David E Shapiro
Platinum Club	500	Sidney A Whitman
Chairman's Table	2000	Leslie Ambrose Hayling

## ADA DELEGATE REPORT

The Fourth District annual meeting took place in Wilmington, Delaware on 10/10/15. The three candidates for Pres-Elect of the ADA spoke. All three felt that the core issues before the ADA are membership, relevancy and the dentist as the leader of the team.

Presently, there are five different models for licensure in the country. The trend appears to be heading towards a curriculum integrated model where the test is taken in the dental school and the outside State Board Evaluators come in over a period of time to watch the student treating patients.

19-34 year olds do not seem to be going to the dentist even if they have dental insurance. This fact is adding to a lack of business in many areas.

Fifteen per cent of dentists in the country work for large dental companies and that number is expected to increase. Venture capitalists are funding these organizations. There is concern that many of these young dentists are not joining the ADA. The percentage of dentists belonging to organized dentistry is much greater than the number of physicians belonging to the AMA.

The ADA is working on a student loan refinancing option for dentists which would be tied into membership. Insurance companies are looking at paying for outcomes instead of procedures.

The ADA meeting will take place in Washington D C from November 5<sup>th</sup> thru the 10<sup>th</sup>.



Lorraine Kosztyu



Sid Whitman

# 2015 New Jersey Dental Political Action Committee



**New Jersey Dental  
POLITICAL ACTION COMMITTEE**

- ***Protecting the Political Interests of Dentists***
- ***Ensuring Dentistry's Political Voice is Heard***
- ***Supporting Dentists and Dentistry, Not a Party***

- Yes, I want to Join NJDPAC, Sustaining Member (\$150)
- Yes, I want to Join NJDPAC, Diamond Club (\$350)
- Yes, I want to Join NJDPAC, Platinum Club (\$500)
- Yes, I want to Join NJDPAC, Executive Club (\$1,000)
- Yes, I want to Join NJDPAC, Governor's Circle (\$1,500)
- Yes, I want to Join NJDPAC, Chairman's Table (\$2,000)

Please fill out this form and fax to 732-821-1082, or mail it to One Dental Plaza, PO Box 6020, North Brunswick, NJ 08902, to join today! For more information, call NJDPAC Executive Director, Jim Schulz, at 732-422-2705.

Check (payable to NJDPAC)     MC     Visa     AmEx

Name: \_\_\_\_\_ Billing Zip Code: \_\_\_\_\_

Credit Card Number: \_\_\_\_\_ EXP: \_\_\_\_\_

Component: \_\_\_\_\_

Signature: \_\_\_\_\_

**SUPPORT YOUR PROFESSION.  
JOIN NJDPAC TODAY!**

Contributions to NJDPAC are not tax deductible



Janhavi Rane

## COUNCIL ON MEMBERSHIP MINUTES

September 21, 2015

A meeting of the Council on Membership was held on September 21, 2015 at 7pm at the Association headquarters. Council members in attendance: Drs. Nicole McGrath (Chair-Essex), Thomas Rossi (Vice-Chair-Essex), David Goldberg (Central), Janhavi Rane (Mercer), Nima Mirmadjlesi (Middlesex), Cathy Andricsak (Monmouth-Ocean), Seema Nerurkar (Passaic), Paul Batastini (Southern) & Brett Handsman (Union).

NJDA staff present: Arthur Meisel, Brendan Breen & AnnMarie Varga.

**Member Data-** Brendan Breen reported on the membership number to date noting a deficit in revenue and number of full dues paying members.

**Component Reports-** The representative from each component took a few minutes to explain the membership related activities that occur at their individual component.

**New Dentist Conference-** This year there will be two New Dentist Conferences. The 1<sup>st</sup> will be in Southern New Jersey in Mount Laurel on Saturday, October 3<sup>rd</sup> and the 2<sup>nd</sup> will be in Northern New Jersey in Saddle Brook on Saturday, October 17<sup>th</sup>. The Registration fee is on \$75 for members. The price is the same for residents. This fee includes lunch, 4 CEUs and a tool kit containing over \$350 worth of supplies. The Council will be provided lists and information to promote this event.

**Resource Day-** This event will be held at Association Headquarters in North Brunswick on Wednesday, September 30<sup>th</sup>. This is an all day "open house" event. Registration is only \$10 and many courses are free or only \$5. Any student or resident that registers for \$10 will be given a refund when they attend the event. We will also have a photographer available for staff pictures and a shredding truck. The Council was asked to promote this event as well.

**Other State Associations-** The Council watched other association promotional videos. Brendan Breen will have more information on these videos at the next meeting.

Council was asked to think about: What is wrong with Organized Dentistry? and to bring their thoughts to the next meeting.



# *Some Moments From Staff Appreciation Nite 2015*



EMAILS FOR CONTACTING  
2015-2016

MERCER DENTAL SOCIETY  
EXECUTIVE COMMITTEE

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MERCER DENTAL SOCIETY OFFICER  
VISITATION SEPTEMBER 2015



FLASHBACK!!!



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

**Colgate**

**Oral Health Network**

for Professional Education  
and Development

