

Mercer Dental Society



November 2014

Presidents Message

Dearest members,

I hope everyone is enjoying the wonderful autumn weather as the holiday season is approaching. We are all, undoubtedly, winding down 2014 and beginning to set our site on plans for 2015. Your MDS officers are doing the same for your organization. We have been busy continuing to make plans for our members and their practices and patients.



As the year closes, please be sure to come to the last MDS member meeting of 2014. We have a wonderful speaker slated for you, Mrs. Shelley Renee. Mrs. Renee is a solo practice management consultant, who is very connected to many of our industries best advisors and consultants. She will be speaking about the mood/ atmosphere in your practice and how this affects patients perceptions of the office/ team and how this influences a patients decisions to accept recommended dental care. This is a lecture for all dentists and their teams.

Additionally, this is **"Past Officer Night"** - many of MDS' past officers will be invited to attend this meeting. Please come and say hello to them, thank them for their service to MDS, recount some old memories with them and usher in the holiday season with friends and colleagues.

Sincerely,
Michael

2/18/15

ALL DAY MEETING

PRACTICE MANAGEMENT MIX

DEBRA NASH

7CE CREDITS



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

MERCER DENTAL SOCIETY CE SCHEDULE 2014/15

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

11/18/14

The Atmosphere in your Practice

“SECRETS OF SUCCESS”

Shelley Renee



Also

“PAST OFFICERS NIGHT”

(Many of MDS' past officers will be invited to attend this meeting)

1/20/15

MDS Member Case Presentations

2 C.E Credits

\$35 members

\$45 at door & non members



MERCER DENTALSOCIETY CE SCHEDULE 2014/15

3/19/15 (Thursday)



Dr. Ron Kaminer

Dentistry 101:
Demystifying New
Concepts in Cariology
and Periodontics

4/21/15



Dr. Thomas Viola, PHD
“Street Drugs”

STAFF APPRECIATION NITE

"Casino Night at Mercer Country Club"

Friday, April 24th 2015.

Bring your team and thank them for
their service!!

5/21/15 (Thursday)



Dr. Nicholas Elian

“Implant Dentistry”

ADA DELEGATE REPORT



At the ADA meeting it was decided that the ADA dues will remain the same for the next year.

Dr. Maxine Feinberg was installed as ADA President. There are 150,000+ members in the ADA. She is a Periodontist from Cranford, NJ and has a long and great history with NJDA.

Dr. Carol Summerhays of California was installed as President Elect.

The House of Delegates passed an amendment that the ADA believes that the 3rd Party Rating Systems based on cost or non-validated utilization patterns are inherently flawed, unreliable, and potentially misleading. It was resolved that the ADA pursue legal action to discourage 3rd Party Rating Systems.

The ADA is in the process of modernizing technology through interactive processes. It is engaging with Dental Schools via students and faculty in the hope to increase membership. Higher Education needs to be affordable.

There is an increase in diversity. Almost fifty percent are women. There has been an increase in the number of young dentists joining group practices.

The Mission of Mercy Project in conjunction with the ADA Meeting was a huge success with over 161 dentists doing treatment for over 1200 patients.

Sidney Whitman, DDS

ANNUAL SESSION UPDATE



The 2014 NJDA Garden State Conference showed a surplus of \$36,000.

The 2015 NJDA Garden State conference will be held at the Princeton Marriott on May 1 and 2. There will be a dinner at the Nassau Club on Friday night, 5/1. The featured speaker is noted lecturer, Louis Malcmacher. See advertisement elsewhere in this newsletter for more information.

Moving the conference to a non-destination setting will be financially more feasible for NJDA, as will using sponsored speakers for the sessions. Additionally, the Presidents dinner dance will be separate from the conference - the 2015 dinner dance honoring our NJDA President Bryon E. Roshong will be held at Seasons Restaurant in Washington Township on June 19th.

Michael Scalia

Open call for Members to Present at the Mercer Dental Society January 20th membership meeting.

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

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

smilemichael@me.com

BUDGET COMMITTEE AND BOARD OF TRUSTEES MEETING REPORT

Met on 9/17/14 at NJDA Headquarters,
North Brunswick, NJ



The Budget Hearing Committee discussed and approved the budget presented with one change, to lower the dental assisting scholarship to Rutgers from \$1000 to \$500 and rest of the budget was presented as is to the Board of Trustees later that day.

Board of Trustees approved some nominations including that of Dr. Lorraine Kostzyu as Alternate Trustee, Dr. Janhavi Rane as Council on Dental Education and Dr. Irvin Djeng as Council on Dental Benefits Programs for Mercer Dental Society. The NJDA Budget was approved as presented with the one change mentioned above.

The Bill for non-covered services seems to be moving in a positive direction and moves next to full senate. Also Legislature has introduced a bill that employees should be paid a sick leave of 1hr for every 30 hrs of work. Mentor program will kick off on Oct 20th at the dental school for those interested, an email had gone out to all members.

NJDA staff reported on current membership being more but dues collected are less due to discounted fees for new graduates and life members. We need to communicate value of membership and implement ways to retain members. Towards those efforts, NJDA surveys will be going out with why be a member piece, members only facebook page will be established and non-member applications should go out by end of November.

Annual session is more than half sold out of exhibit space, will be in Princeton, NJ this year and if there are any sponsors interested should be in touch with Maureen Barlow. There will also be a new marketing kit for Give Kids a Smile. Reports on various other committees and councils were also presented.

Submitted by Dr. Janhavi Rane

2015-2016 Officer Nominations

As per the MDS by-laws, every year officer positions must be filled through a nominations process. The method of doing this is simple.

Please follow these steps:

1. Email our Nominations Chair, Dr. Khurrhum Sheikh (kssential@yahoo.com), the name of the person you would like to nominate (you can't nominate yourself) along with the name of the position for which you are nominating them (see the list of open positions below). You must send this email by November 14th. This will give us time to prepare for any needed elections at the 11/18/14 membership meeting.
2. If only one person is interested in a specific position, then they will automatically be given this position.
3. If there is more than one person interested in a position, then there will be an election for this position at the November 18, 2014 general membership meeting. The candidate winning the most votes from present current MDS members will win this position. Each candidate will be expected to speak for one minute about why they feel they would be appropriate for the position.

These instructions will also be emailed to all members, along with the list of open positions below.

Officer Positions

President Elect
Treasurer
Recording Secretary
Program Chair
Nominations Chair

Council positions

Annual Session
Dental Benefit Programs
Government & Public Affairs
Membership
Peer Review
Judicial Council
Dental Education
Relief Council

Trustees

NJDA State Trustee
NJDA Alternate Trustee

Delegates

ADA Delegate
ADA Alternate Delegate

NJDA Delegates

Chairperson
9 open positions

NJDA Alternate Delegates

4 open positions



MEMBERSHIP UPDATE

Anthony Prousi, DDS, MD

We are looking forward to an exciting year for Mercer Dental Society in conjunction with our big brothers/sisters at the NJDA and ADA. To date the NJDA has 4,452 paid members for the 2014-2015 calendar year which is on par from last year. Remember though, membership benefits start at the local Mercer level. It is important that our current members appreciate the value of their membership and the many benefits that are available to help their practices thrive and to support our dental profession as a whole. The many membership benefits more than pay for themselves!!

New Dentists: enjoy free membership at the ADA/NJDA and Mercer County level the first year and discounted membership for an additional 3 years!!!

Payment plans are available for dues in 2, 6, or 12 installments for all members.

For a limited time our **Mercer County** non-members enjoy "**15 for 12**" incentive program with the **ADA** and **NJDA** with 3 free months membership for the rest of 2014 for the price of 2015 membership!! So spread the word!! Visit us at www.NJDA.org or direct membership questions or inquiry to AnnMarie Varga at avarga@njda.org.

MEMBERS ONLY ENJOY:

1. **Weekly emails** on Monday mornings from NJDA with important legislative and regulatory issues that require attention as well as discounted CE courses!!
2. *The Advocate*, the NJDA's printed newsletter with updates on how the NJDA is working to help you and your profession.
3. *ADA news* mailed directly to you or available at ADA.org/ada news exclusively for our members.
4. **Scientific journals:** *Journal of NJDA, JADA, ADA Professional Product Review*
5. Behind the scenes advocacy as part of NJDA Department of Government and Public Affairs that help support legislature to protect our autonomy and our profession and to oppose those that do not.
6. **Free Access** to NJDA attorneys who serve Mercer Dental Society where questions about law and regulations affecting your profession can be answered. Examples include issues involving HIPAA, OSHA, employment, labor law and insurance law-all **INCLUDED** in your membership! The NJDA also offers drafting correspondence to patients and insurance companies to improve your overall success with billing issues.
7. **Contract Review:** Let us help you review insurance contract and employment contracts-all free with membership!
8. Deeply discounted "**Term Life Insurance**" through the ADA.
9. **Online CE credits monthly:** Earn up to 4 credits per month through our JADA online continuing education resource.
10. **Monthly** Tuesday evening CE courses with 3-course dinner at the HYATT in Princeton- a great way to meet other Mercer Dental Society members, and socialize in a relaxed environment.
11. Mercer Dental Society-ALL DAY seminar open to DENTISTS and all STAFF members-a great way to earn 7 CE credits!! Only members and their staff enjoy significant savings!!
12. And many more!

For our non-members, you are invited to attend our next Tuesday evening CE meeting, including our 3-course dinner at the Princeton HYATT, November 18th (6:30-9:30pm) for FREE!!

AFTCO

■■■■■ TRANSITION CONSULTANTS

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Helping dentists buy & sell practices for over 40 years.

AFTCO is the oldest and largest dental practice transition consulting firm in the United States. AFTCO assists dentists with associateships, purchasing and selling of practices, and retirement plans. We are there to serve you through all stages of your career.

Madalina-Elena Iorgulescu, D.M.D.

has acquired the Prosthodontic practice of

Michael W. Grzelak, D.M.D. - Summit, New Jersey

Sheba Beitler, D.M.D.

has acquired the practice of

Mark L. Apfel, D.D.S. - Englewood, New Jersey

Bennett R. Shanker, D.D.S.

has acquired the practice of

Robert A. Lummis, D.M.D. - Bridgeton, New Jersey

Christine C. Guanlao-Greco, D.M.D.

has acquired the practice of

William A. Lewcyk, D.M.D. - Verona, New Jersey

AFTCO is pleased to have represented all parties in these transitions.

Call 1-800-232-3826 today for a free practice appraisal, a \$5,000 value!

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.

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.

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Total Patient Engagement

Solutionreach is a cloud-based platform for revolutionizing healthcare, with a powerful array of tools to easily acquire, retain, educate and reactivate patients.

Dee Woodward

Territory Representative

484.268.7085

dwoodward@solutionreach.com

Colgate

Oral Health Network

for Professional Education
and Development



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

**Some
pictures from
MDS member
meeting on
9/16/14**



Winter Meet and Greet and have fun with members of the Mercer Dental Society!!



Where: Big Fish, 3535 U.S. 1, Princeton, NJ 08540

When: Tuesday, January 13th, 2015, 5:00-7:30pm

Casual and fun way to meet your colleagues of MDS!

Please bring a non-member and your admission is free!!

\$12 dollars at the door for appetizers and 2 free drink tickets!!

Spread the word-the more the merrier!