



Mercer Dental Society

NOVEMBER 2017

www.mercerdentalsociety.com

PRESIDENT'S MESSAGE

In times of change learners inherit the earth while the learned find themselves beautifully equipped to deal with a world that no longer exists.

-Eric Hofer

I love this quote by Eric Hofer, an American philosopher and writer. Here at Mercer Dental Society one of our objectives is to promote education and elevate the awareness of our members about changes that matter to our profession so that they are equipped to deal with a world that is constantly changing.

Our general membership meetings are held during the months of September, November, January, March and May. During these meetings we will have presentations by noted speakers informing us about the latest technologies or business and legal practices which also entitle you to continuing education credits. We will have updates on regulations and policies taking place at the state and national level. Attendance at the general meetings allows you to be an active participant in general business matters that are presented to the general assembly for a vote.



**DR. RON SAFFAR, DDS
PRESIDENT**

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MDS Sponsors

2017-2018 Mercer Dental
Society Executive Committee

In our last meeting in September, a dues increase of \$25 was proposed effective January 2018. This increase will include the dinner for the meetings in 2018. The matter was presented to the general assembly for a vote in our September 19 meeting and passed by a majority vote. The records indicate that the dues have not changed since 1998 and there are no records prior to this date. In addition there are a number of components that include the dinner with the dues and are known to have vibrant and successful meetings. I am confident that with this change in our due structure we will also be one of the successful components in terms of turn out and providing a positive environment which fosters net-working and learning.

I encourage all of you to attend our next meeting on **November 14th** at the Stone Terrace. The Stone Terrace is a wonderful venue with great Italian food and deserts and convenient cash bar. Our speaker will be David Lichtenberg who is an employment attorney and I can tell you from personal experience his knowledge in the field of employment matters is instrumental in running your practice. I encourage you to RSVP by sending an email to our executive secretary Jennifer Moffett at execsec.mds@gmail.com and pay for the meeting online on our website at www.mercerdentalsociety.com



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Mercer Dental Society 2017-18 Calendar

<p>Nov. 14th, 2017</p> <p>6:30-9:30pm</p> <p>Stone Terrace 2275 Kuser Rd Hamilton, NJ 08610</p>	<p>LAW, DENTISTRY AND EMPLOYMENT ISSUES</p> <p>DAVID LICHTENBERG, ATTORNEY AT LAW</p>	<p>Jan 16th, 2018</p> <p>6:30-9:30 pm</p> <p>Stone Terrace 2275 Kuser Rd Hamilton, NJ 08610</p>	<p>DENTAL PHARMACOLOGY/ LOCAL ANESTHESIA</p> <p>THOMAS VIOLA, R.PH., C.C.P.</p>
<p>March 20th, 2018</p> <p>6:30-9:30 pm</p> <p>Stone Terrace 2275 Kuser Rd Hamilton, NJ 08610</p>	<p>DR. KENNETH KENT, D.M.D. Director, Removable Prosthodontics UPenn School of Dental Medicine</p>	<p>May 15th, 2018</p> <p>6:30-9:30 pm</p> <p>Stone Terrace 2275 Kuser Rd Hamilton, NJ 08610</p>	<p>SOFT TISSUE REGENERATION</p> <p>RON WANG, DMD</p>

Invest in yourself and your profession!

MEMBERS: \$45 with preregistration, \$55 at the door
NON MEMBERS: \$55

Keep updated and make payments @ mercerdentalsociety.com

Contact: Jennifer Moffett
execsec.mds@gmail.com

MAIL CHECKS FOR REGISTRATION TO:
 Ms. Jennifer Moffett
 Executive Secretary, Mercer Dental Society
 8131 Town Court North, Lawrenceville, NJ 08648

Name of the Practice: _____

Names of Doctors Attending: _____

Names of Staff Attending: _____

Total Amount Enclosed: _____

SOME MOMENTS FROM THE SEPTEMBER 2017 MDS MEMBER MEETING



TUESDAY, NOVEMBER 14th, 2017

LAW, DENTISTRY AND EMPLOYMENT ISSUES

**DAVID LICHTENBERG
ATTORNEY AT LAW**



David Lichtenberg is a partner in Fisher Phillips New Jersey office. His practice focuses on employment litigation, counseling and management training. David has extensive litigation experience in both state and federal courts. In addition to his litigation/administrative practice, David regularly counsels clients on employment law matters, with a particular emphasis on disability management.

TUESDAY, JANUARY 16th, 2018



"I Have Become... Comfortably Numb!"

Local Anesthetics, Vasoconstrictors and Clinical Dental Considerations

Course Description

Management of odontogenic pain may be accomplished through a clinical approach that successfully incorporates intraoperative local anesthesia. However, improper and inappropriate use of local anesthetic agents has the potential to produce life-threatening, systemic adverse reactions. Thus, a thorough knowledge of the pharmacology and therapeutics of local anesthetic agents is essential for their safe and effective use.

This program will provide participants with an overview of local anesthetic agents commonly used in dental practice. Using case scenarios, special emphasis will be given to developing strategies and techniques essential to accurately identify the need for pain control, individualize patient care, and assess the efficacy of the local anesthetic agents administered.

Learning Objectives

Upon successful completion of this program, participants will be able to:

- Explain the basic mechanism of action of local anesthetic agents.
- Differentiate between the two major classes of local anesthetic agents with respect to their distribution, metabolism, adverse effects, drug interactions and contraindications.
- Discuss the rationale for the use of vasoconstrictors in local anesthetic solutions and their potential effects in common organ system disease states.
- Specify the various local anesthetic agent combinations most commonly used in dentistry and the rationale for their use in specific clinical situations.

ALL MEETINGS:

STONE TERRACE

2275 KUSER RD, HAMILTON, NJ 08610

6:30 PM TO 9:30 PM

MEMBERS: \$45 WITH PRE-REGISTRATION

\$55 AT THE DOOR

NON MEMBERS: \$55

Make payments at www.mercerdentalsociety.com



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Ms. Jennifer Moffett

Executive Secretary, Mercer Dental Society

8131 Town Court North Lawrenceville, NJ 08648

ALL MEETINGS:

STONE TERRACE
2275 Kuser Rd
Hamilton, NJ 08610

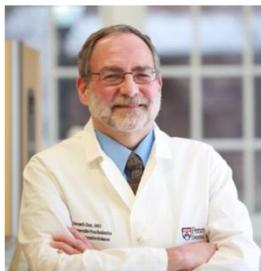
6:30 PM TO 9:30 PM

MEMBERS

**\$45 with
pre-registration
\$55 at the door**

NON MEMBERS: \$55

TUESDAY, MARCH 20th, 2018



DR. KENNETH KENT, D.M.D.
Director, Removable Prosthodontics
Department of Preventive and
Restorative Sciences
University of Pennsylvania School of
Dental Medicine

TUESDAY, MAY 15th, 2018

SOFT TISSUE REGENERATION

DR. RON WANG, DMD

Thursday, May 17 - Saturday, May 19, 2018
New Dentist Track: Friday, May 18 & Saturday, May 19, 2018
Newark Liberty Airport Marriott

SAVE THE DATE

Conference Highlights



NEW IN 2018:

- New Dentist Conference
- Packaged Ticket Pricing
- Early Bird Discounts
- Thursday - Friday Exhibit Floor Schedule
Thursday 5/17 - 4:00pm - 9:00pm
Friday 5/18 - 8:00am - 6:00pm

STAY CONNECTED! #NJDA18

- NJDentalAssoc
- @NJDentalAssoc
- @NJDentalAssoc

THURSDAY

- Dental Care Considerations When Managing a Patient with Cancer, *Dr. H. Cohen*
- The Team, The Whole Team and Nothing But The Team, *Dr. D. Nash*
- GPR Directors Forum
- Dental Materials, *Dr. J. Comisi*

FRIDAY

- Medical Emergencies, *Dr. D. Pompa*
- Hands-On Endodontics, *Dentsply Sirona*
- The State of the Art in Specialty, *Drs. Ephros, Elfenbein, DeSimone, & Mukherjee*
- Invisalign Course

SATURDAY

- New Dentist Track
- Prescription Drug Monitoring Program
- Town Hall Luncheon
- House of Delegates

Registration opens January 1, 2018 at www.njda.org

DR. LESLIE HAYLING Sr.

In Memoriam

1927 - 2017



DR. MILTON PALAT

In Memoriam



TRUSTEES REPORT: DR. LORRAINE KOSZTYU



Report from the Executive Director:

Mr. Meisel and staff met with NJDEP representative at their request regarding amalgam separators. The DEP stated that there is no fee to register and no punitive fees should dentists not be adhering. Installation of separators will soon be a federal requirement and the NJDEP is pushing for all NJ dental offices required to have separators to have them. Currently 594 offices are not in compliance. It was not revealed as to whether or not they are NJDA members. Should the NJDA secure the list, it may be used for recruitment of non-members in addition to aiding the DEP in their pursuit. The meeting was said to be very positive with good working communication between the NJDA and NJDEP.

The State Board of Dentistry will propose regulations regarding specialty advertising. There will be a 60 day period for comment.

Report regarding Membership Development:

Jim Garnett is our new Director of Membership. He discussed a few new strategies to entice and enhance membership including social media outlets such as Instagram, etc. He stated that as today's professional organizations go, dentistry is quite strong in numbers.

For the 2018 Annual Session, purchasing the package deal is the best financially for members.

Governmental and Public Affairs:

Jim Schulz reviewed the current gubernatorial election status. Phil Murphy is leading. His governorship will most likely bring \$15/hr minimum wage; 1 hour leave time for every 30 hrs worked regardless of FT or PT status; millionaires tax at \$500,000 gross wages. Kim Guadagno is in favor of eliminating licensees from governing boards (removing dentists from the State Board of Dentistry) and sees some licensure standards as a barrier to free trade. Jim welcomes any calls regarding these candidates, the issues and any governmental questions.

Other business:

\$10,000 was approved for relief efforts in Texas and Florida each. Texas had requested relief monies from the NJDA but Florida has not. It will go to discussion with the Council on Relief regarding approving monies for U.S. Virgin Islands and Puerto Rico as they obviously have need too.

Plans are still underway to update the NJDA facility. A new roof must be placed imminently. The cost will be around \$32,000. \$55,000 was budgeted.

The budget was approved and will be voted on at the House of Delegates on November 15th.

The ADA Annual Session is in Atlanta, GA October 19-23rd.

Should you have any questions or concerns regarding the above mentioned, please contact me. This is your Society and at the state level, your Association. The NJDA President, Dr. Vitale welcomes everyone to attend. If you would like to attend a Board of Trustees meeting, let me know and we can go together. If you've never been to a local Mercer meeting, let me know and we can go together. The next BOT meeting is November 15th at the Pines Manor in Edison, NJ.

COGA MEETING OCTOBER 11: DR. BABINOWICH



1. Licensure Notification Legislation-Senate No. 3203-this bill would require notification to certain medical and dental boards outside of New Jersey actions against medical or dental licenses or practices in the state of New Jersey. Since the State Board of New Jersey already notifies out of state boards upon their request on any actions on dental licenses it seemed to be a redundant piece of legislation.

The committee recommended a neutral stance on this bill.

2. Gift Limitation ban-There has been concern by the governor's office involving the practice of pharmaceutical companies giving gifts to prescribing doctors. Last year NJ doctors collected \$69 million from drug companies and device manufacturers and there is growing concerns that this money can influence the doctor's prescribing habits, especially when it comes to highly addictive opioids. Two thirds of the \$69 million received by NJ doctors went to just 300 physicians and 39 received at least \$200,000. The rule being proposed by the Governor would allow gifts not to exceed \$15 for each provider and no more than 4 times a year. If meals are to be provided they must be "modest" meals in a setting of learning. As of now this is not a law but a rule proposal by the Governor who will only be in office till the end of 2017.

The committee recommended supporting this rule.

Note: It was felt that by supporting this rule NJDA can continue to show its concern with the opioid epidemic. This is especially important in light of the way the media makes dentistry out to be one of the bad guys.

3. There is a petition in front of the State Board of Dentistry requesting a change in the rules regarding specialties (13:30-6.1) The American Board of Dental Specialties is requesting the board to formally recognize the ABDS recognized certifying boards/areas of practice as specialties, and any future ABDS recognized specialties: thereby allowing diplomates of ABDS-recognized certifying boards to advertise as specialists. Specialties would include Oral Implantology and Implant Dentistry, Oral Medicine, Orofacial Pain, and Dental Anesthesiology. ABDS states that the present system of recognizing only ADA certified specialties as the only dental specialties violate the rights of the credentialed members of ABDS certifying boards by infringing on their First Amendment rights to free speech by banning truthful nonmisleading commercial speech, and on their fourteenth Amendment rights to equal protection and due process of law. ABSD goes on to state that the present specialty regulation passed by the board, has a chilling effect on the lawful exercise of the right to engage in truthful, non-misleading commercial speech because, if these licensees were to advertise to the public as specialist, their license would be at risk and subject of monetary and licensure penalties imposed by the board.

The board has decided to refer this petition to a committee for further review.

Note: An important point to make is that since the Texas ruling striking down the specialty law the ABSD now wants to use NJ as a test case. Therefore, we have not heard the last of this matter.

ADA DELEGATE REPORT: DR. SID WHITMAN



As of June 30, comparing the same period 2017 to 2016, total number of members is up 1,561. Membership market share across almost all categories has remained steady or increased, including New Dentists, Women Dentists, Specialists and all Minorities Dentists. Conversion of previous dental school graduates to tripartite membership is 4% ahead of last year. Because the ADA Membership Operations process that changes the status of dentists graduating from programs was completed in June of this year compared to July of last year, the number of members counted as graduate students, during this measurement period ending June 30, 2017, dropped significantly.

One of the stressors on our membership numbers is the increasing mobility within the profession. Over 5% of all dentists moved to a different state in the last 5 years. That percentage climbs to over 12% of dentists under 40. This is an issue because of the non-renew rate for a member who moves to a new state is nearly 21%

Financial results for the second quarter are generally favorable and the ADA maintains a strong financial position. Overall, actual year to date revenues are 2% less than budget and the expense variance to budget is almost even with a negative variance of .3%. The net operating results after taxes reflect a \$2 million surplus compared to a budget of \$3 million, which yields a net unfavorable variance. Royalty payments from the members' insurance plans are at \$32 million, and these funds are considered separate from the ADA reserves. Cash and cash equivalents have increased by \$1.5 million compared to last year at this time. The capital replacement reserve fund has a current balance of \$6.48 million.

In Summary Membership revenue is declining, but expenses are growing by 4% Revenue overall is essentially flat and membership market share is declining. It is clear that the ADA must be open to new ideas. A key aspect of our financial health is our financial reserves. Our reserves are healthy, but we are authorizing more spending from reserves. Therefore the Board is recommending a \$30 special assessment for two years to fund approximately 50% of the remaining budget for the Find-A-Dentist marketing campaign. It is expected that the Board will not propose a dues increase.

The Committee on Annual Meetings staff is closely monitoring the financial performance of ADA 2017 coming up in Atlanta. Current best estimates for net income of ADA 2017 are \$2.1 million.

As a measure of Member Value, utilization of Dental Practice Scientific content and professional continuing education courses continues a positive trend. The low response rate to the Action Alert emails concerning Action for Dental Health Legislation and Medicaid reflects an ongoing trend of members not responding to action alerts by emailing their members of Congress.

The See Your ADA Dentist campaign is on target. More than 21,145 member profiles have been completed with photos through June. Traffic to the new Find-A-Dentist tool is up more than 200% compared to last year

Jeff Cole our Fourth District Trustee is running for ADA Pres- Elect. He is an excellent candidate and has an excellent chance for success. Jeff's e-brochure and video are now posted on the ADA Website and is very well done.

The District Pre-Annual Meeting Caucus will be held in Wilmington, DE on Oct.7, 2017

COUNCIL ON DENTAL BENEFITS: DR. SID WHITMAN

Sept 13, 2017

The majority of complaints by dentists against insurance carriers this year has involved Delta and MetLife.

The following is a synopsis of the Delta Dental of New Jersey Advisory Board Meeting.

1. Radiographs: Delta will allow one FMX or One Panoramic x-ray every 5 years. Bitewings will be allowed once every 12 months for patients over 18 years of age, but Delta will allow for exceptions. Delta will be looking into allowing cone beam coverage
2. Dentalxtics: It has been demonstrated that in ages 6 to 18, 78% receive one fluoride treatment a year while only 36% receive a second fluoride treatment. In ages 6 to 9, 56% received a 1st molar sealant, while only 14% ages 10 to 14 received 2nd molar sealants. Delta is considering expanding coverage of 2nd molars to age 18.
3. Potential Enhancements for 2018: Crowns on single tooth implants for those groups that do not presently have implant coverage.

Posterior composite coverage

Fluoride treatments from once in 12 months to twice in 12 months and possibly removing preventative procedures from a person's annual max.

If someone has at least one cleaning a year, possibly will be allowed to carry over 25%\$ of the unused max to the following year.

4. New code HbA1c screening: 0411
Will allow a once a year benefit for A1c screening for those patients at a high risk of developing diabetes.

Anytime you use a CAD/Cam system to provide same-day service to a Cigna Dental PPO patient you must document such use on your claim.

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