



Mercer Dental Society

SEPTEMBER 2017

www.mercerdentalsociety.com

PRESIDENT'S MESSAGE

Summer of 2017 is almost over and beautiful fall is upon us. Seasons change, time moves on and change is inevitable. It is said that to change is to grow and to change often is to grow often. With that in mind we have made some changes here at Mercer Dental Society. For the coming year 2017-18 I am honored to be elected to serve as your President.

My theme this year is "Change". I would like Mercer Dental Society to be the strong dental organization that it deserves to be. We have more than two hundred and forty members and growing. A good portion of our members are active members and we are delighted to have a good number of retired and life members. The society belongs to you and your agenda is our agenda at the executive board. So please feel free to contact me and other members of the executive board to know about your concerns and what you like the society to be for you.



**RON SAFFAR, DDS
PRESIDENT**

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MDS Sponsors

2017-2018 Mercer
Dental Society
Executive Committee

I am happy to announce that we have made some strides towards making MDS a place where we can all come together as a local organization and share our thoughts and be informed of the changes that are affecting our profession. This year our venue will be at the Stone Terrace in Hamilton. The Stone Terrace offers a much larger venue and can accommodate more members in a comfortable setting.

We have an excellent line up of speakers offering CE credits on a variety of topics. I am happy to announce that we have several local vendors that have generously sponsored all of our meetings and will be present throughout the year. Please be sure to check out their products and services. The executive board has spent numerous hours to carefully select these sponsors as we found their services to be helpful to the members.

We will start this year as always with NJDA officer's visitation which is one of my favorite meetings as Arthur Meisel and Jim Schultz along with the President Elect will brief us on all the changes that are taking place at the government level and regulations that affect the way we do our dentistry.

I hope you enjoy the venue this year and try to bring a friend along to share the evening with, I wish all of you a healthy, prosperous and successful year and look forward to meeting each one of you in person.



Mercer Dental Society 2017-18 Calendar

| | | | |
|--|---|--|---|
| <p>Sep 19th, 2017 6:30-9:30 pm Stone Terrace 2275 Kuser Rd Hamilton, NJ 08610</p> | <p>NJDA OFFICER VISITATION (D,A,H) (2 CE)</p> | <p>Nov. 14th, 2017 6:30-9:30pm Stone Terrace 2275 Kuser Rd Hamilton, NJ 08610</p> | <p>LAW, DENTISTRY AND EMPLOYMENT ISSUES DAVID LICHTENBERG, ATTORNEY AT LAW</p> |
| <p>Jan 16th, 2018 6:30-9:30 pm Stone Terrace 2275 Kuser Rd Hamilton, NJ 08610</p> | <p>DENTAL PHARMACOLOGY/ LOCAL ANESTHESIA THOMAS VIOLA, R.PH., C.C.P.</p> | <p>March 20th, 2018 6:30-9:30 pm 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 6:30-9:30 pm Stone Terrace 2275 Kuser Rd Hamilton, NJ 08610</p> | <p>SOFT TISSUE REGENERATION RON WANG, DMD</p> | | |

Invest in yourself and your profession!

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

D=Dentist H=Hygienist A=Assistant O=Office staff

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: _____

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Executive Secretary
Mercer Dental Society
8131 Town Court North
Lawrenceville, NJ 08648

TUESDAY, SEPTEMBER 19th, 2017

NJDA OFFICER VISITATION

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**



**DAVID LICHTENBERG
ATTORNEY AT LAW**

TUESDAY, NOVEMBER 14th, 2017

LAW, DENTISTRY AND EMPLOYMENT ISSUES

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**

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

**THOMAS VIOLA, R.PH, C.C.P.
CLINICIAN. EDUCATOR. SPEAKER, AUTHOR
DENTAL PHARMACOLOGY/LOCAL ANESTHESIA**

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

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, MAY 15th, 2018

SOFT TISSUE REGENERATION

RON WANG, DMD

STONE TERRACE
2275 Kuser Rd
Hamilton, NJ 08610

6:30 PM TO 9:30 PM

MEMBERS: \$45 with pre-registration \$55 at the door
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Council on Annual Session Update



Michael Scalia

The 2018 Annual Conference is shaping up - beginning on Thursday evening, May 17th through Friday, May 18th at the Newark Liberty Airport Marriott. This conference will feature classes that begin on Thursday evening and run all day Friday. In addition to regular classes there will be lunch-and-learns and campfire sessions as well. There will be many vendors supporting the Conference as usual. We are considering adding a New Dentist track, likely to be held on Saturday morning followed by our PAC Townhall Lunch and then a House of Delegates meeting - where many important decisions regarding NJDA policy are voted upon. The Conference registration fee of \$25 which includes parking and many other benefits - more on this as the conference plans are fully completed over the next few months. Registration opens January 1st, 2018.

Please visit www.njda.org for more information or reach out to me if you have any ideas and or suggestions for upcoming Annual Conferences. Thank you.

RESOURCE DAY

Strategies, resources and skills for the entire dental team!

REGISTRATION IS OPEN

10.13.17 Mt. Laurel - Doubletree by Hilton
10.18.17 East Windsor - National Conference Center
10.27.17 Whippany - Hanover Marriott

A full day of practice management to include:

- Insurance Contracts
- Record Keeping
- Marketing
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Pay one price ticket includes:

- Breakfast
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\$95 for Members & Member Staff
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REGISTRATION IS OPEN AT WWW.NJDA.ORG



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defining the future of
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education](http://zimmerbiometdental.com/education)



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ADA DELEGATE REPORT



Sid Whitman

The ADA continues to try to add input into Health Care Reform. These are certainly tumultuous times. However, there is strength in numbers and members are being asked to continue to contact their Senators and Congressman about making sure that there is adequate oral health coverage in any new mandates. The ADA has a strong lobby.

If your Senator(s) is opposed to the Better Care Reconciliation Act (BCRA), please continue to thank him or her. Senators need to know when their constituents have their backs. If your Senator is supportive of the BCRA or is on the fence, please share these talking points with him or her and ask for a vote against the bill. The BRCAA still has deep Medicaid cuts. The per-capita cap plan will restrict funding for state Medicaid programs and force cuts, including eliminating adult dental benefits and cutting provider rates.

Many of the ACA consumer protections would be in jeopardy, including the availability of children's dental benefits for families purchasing private coverage. Preventing insurance companies from using pre-existing conditions to deny or limit coverage, or charge individuals unaffordable premiums. Prohibit insurance companies from setting annual or lifetime caps on the amount they will pay for medical and dental services. Eliminating the requirement that pediatric dental coverage will no longer be required. Many people will pay more for insurance premiums. At least 22 million Americans will lose coverage under the BCRA. The only thing certain is that nothing is certain.

20% of NJ's population is covered by Medicaid: 1/3 of children are covered by Medicaid and at least 40% of the births last year were to families covered by Medicaid. Audits continue to be a potential problem for dentists throughout the country. NJ has had its share of audits. The audits are many times based on lack of documentation of medical necessity. Audits are being done by commercial insurers, Medicaid HMO's as well as the State of NJ and the Federal Government

When you are audited there is always the chance that they will extrapolate. In a recent case involving a Medicaid HMO \$4000 worth of questionable billing because of lack of documentation for medical necessity was extrapolated to \$250,000.

The ADA offers a free 1 credit course on navigating the Medicaid system. This course has considerable application for anyone who would like to avoid the potential adverse consequences of an audit in dealing with insurance companies whether commercial or Medicaid.

Jeff Cole our 4th District Trustee at the ADA is competing for President Elect of the ADA. He is an excellent candidate and extremely well qualified. NJ is doing everything that it can to help insure his success. Meetings are happening frequently to plan his campaign.

The next meeting of the ADA House of Delegates will take place in Atlanta, GA. As a precursor to that meeting the ADA Delegates and Alternates will meet in Wilmington, DE. On Oct 7 for a Pre- Caucus Meeting.

The ADA's new dentist blog offers several tips to help dentists take control of their Facebook Business Pages and use it as a tool for enhancing their customer services and marketing efforts.

The ADA Health Policy Institute has predicted that despite fears of a looming dental supply shortage, the dentist workforce in the U.S. will increase through 2035 due to an influx of younger and more diverse dentists.

NBC TV ran a special segment on sedation dentistry because some children have experienced adverse reactions to sedation during dental procedures. In the case of children 12 and under the ADA's Sedation and General Anesthesia Guidelines direct dental professionals to the guidelines of the American Academy of Pediatric Dentistry. The show did not include the segment from the AAPD President who spent a considerable amount of time recording for the show. The show gave a negative image for sedating children without mentioning the long safety record when the proper guidelines are followed.

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DR. RON SAFFAR

- PRESIDENT
- NJDA Delegate
- Sponsorship Committee Chair

609-883-3636

drsaffar22@gmail.com



DR. LORRAINE KOSZTYU

- PAST PRESIDENT
- NJDA Delegate
- NJDA Trustee
- PAC Representative
- Relief Council Member

609-896-1050

lorrainekosztyu@verizon.net



DR. SUZANNE REINHARDT

- PRESIDENT ELECT
- NJDA Delegate

609-924-1975

suzannereinhardt@gmail.com



DR. JOHN LU

TREASURER

609-396-7385

jluperio@aol.com



DR. FRED BABINOWICH

- ADA ALT. DELEGATE
- NJDA Delegate
- NJDA Govt and Public Affairs Committee Member
- Judicial Council Member

f.p.babinowich@comcast.net



DR. SIDNEY WHITMAN

- ADA ALT. DELEGATE
- NJDA Delegate
- NJDA Dental Benefits Program Council Member

609-586-6603

sidneywhitman@aol.com



DR. JANHAVI RANE

- NJDA ALT. TRUSTEE
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609-275-1777

ranedental@aol.com

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Dr. Leslie Hayling, Jr.

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EDITOR

Geetu Gupta

geeturanedental@aol.com

EXECUTIVE SECRETARY

Jennifer Moffett

exesec.mds@gmail.com



DR. MICHAEL SCALIA

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609-895-7181

smilemichael@me.com

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