



M-OCDS News

MONMOUTH-OCEAN COUNTY DENTAL SOCIETY NEWSLETTER

A Component Society of The New Jersey Dental Association and
the American Dental Association

From the President

DECEMBER 2018

**“ONE MAN CAN MAKE A
DIFFERENCE AND EVERY
MAN SHOULD TRY.”**

— John F. Kennedy



Two months ago, our Society was called upon to throw a lifeline to a charity that does just that for our most vulnerable citizens. The Dental Lifeline Network (DLN) has provided 8,959 New Jerseyans with \$24.1 million in care since 1988, but this year budget constraints almost cut the cord on these elderly and medically fragile patients with an inability to afford necessary dental care.

Dr. John Feeny, Chair of Donated Dental Services informed the Board of Trustees in August of a \$40,000 deficit that threatened to end the program altogether in New Jersey. He cited a decrease in corporate charitable contributions and a lack of governmental assistance (which is present in other states) against an increase in administrative costs. The DLN had one loyal full-time administrator, Shanda Bell, whose position was reduced to just 12 hours per week. This was grossly inadequate to run a state-wide charity.

Our Board, made up of many who donate their time to serve DLN patients, moved quickly from discussion to a vote to mobilize funds. We passed a motion to donate \$999 immediately to the DLN. As of today, we've learned that several other components rose to the occasion. Together with the efforts of Jim Schultz in Trenton, sufficient funds were raised to restore Shanda to 20 hours per week to help get more patients into the chairs of New Jersey's most benevolent providers.

I chose to feature this story because we mostly speak about what M-OCDS is doing for its members. But, an equal part of our mission is “to encourage the improvement of the health of the public.” If this story has inspired you, I encourage you to join me in this initiative. Visit www.dentallifeline.org to volunteer today!

Tom Sniscak
M-OCDS President

Society web site: www.M-OCDS.org

It's now MOBILE ready for any device

SAVE A TREE! Email Dr. Mitchel Friedman that you want the newsletter via email or your contact information has changed: Editor@M-OCDS.org

UPCOMING EVENTS

JERSEY SHORE UNIVERSITY MEDICAL CENTER

Wednesday, December 5, 2018

“Avoiding Coding Errors & Perio Education Experience: How to Put Perio into the Practice”

Dr. Charles Blair

JSUMC John K. Lloyd Amphitheater, Neptune

For more information call Eileen Becker at (732) 869-5734

TRUSTEES MEETING

Tuesday, January 8, 2019

Dinner at 6:30 PM Meeting 7 PM board room
Jersey Shore University Medical Center, Neptune

GENERAL MEMBERSHIP DINNER MEETING

Tuesday, January 15, 2019 6:30 PM

“NJDA Officers Presentation”

Free Dinner for MOCDS members & earn 2 CE credits!

Riverview Pavilion, Belmar 6:00 PM

JERSEY SHORE UNIVERSITY MEDICAL CENTER

Wednesday, January 16, 2019

“Evidence Based Analgesic Therapy & Adverse Drug Interactions: The Good The Bad & The Ugly”

Dr. Elliot Hersh

JSUMC John K. Lloyd Amphitheater, Neptune

For more information call Eileen Becker at (732) 869-5734

ADA GIVE KIDS A SMILE DAY

Friday, February 1, 2019 Various locations

www.NJDA.org/gkas

JERSEY SHORE UNIVERSITY MEDICAL CENTER

Wednesday, February 6, 2019

“World Class Adhesive Dentistry”

Dr. John Kanca

JSUMC John K. Lloyd Amphitheater, Neptune

For more information call Eileen Becker at (732) 869-5734

CHILDREN'S DENTAL HEALTH MONTH FAIR

Sunday, February 10, 2019

Ocean County Mall & Monmouth Mall,

1-3 PM Dr. Jocelyn Jeffries-Bruno: JJBrunoSmiles@gmail.com

TRUSTEES MEETING

Tuesday, March 5, 2019

Dinner at 6:30 PM Meeting 7 PM board room
Jersey Shore University Medical Center, Neptune

GENERAL MEMBERSHIP DINNER MEETING

Tuesday, March 12, 2019 6:30 PM

“Immunology & Genetics: The Future of Medicine & Dentistry, Diagnosis & Management”

Harold Cohen, DDS

Free Dinner for MOCDS members & earn 2 CE credits!

Riverview Pavilion, Belmar 6:00 PM

Monmouth Medical Center RWJ Barnabas Health

Sam Elbaum Dental Education Program

Co-Sponsored with the
Monmouth-Ocean County Dental Society

2019 DENTAL EDUCATION SERIES

Jumping Brook – 210 Jumping Brook Road, Neptune

Wednesday – April 17, 2019

DIAGNOSIS AND PHOTOGRAPHY – *Speaker: Dr. Carl Steinberg*

Wednesday – May 22, 2019

THE VERY LATEST (“NOT KNOWN AS OF THIS MONTH”) IN DENTAL IMPLANTS

Speaker: Dr. Paul Goodman

Fee: Individual courses \$125 for Dentist; \$50 dental student & auxiliary staff Programs
begin with registration at 8 a.m. End at 4:30 p.m. & include continental breakfast, lunch & program materials.

For more information, please call Natalie Rollins, Dental Residency Coordinator at 732 923-6790

Department Chair, Madeline Badalaty, DMD

Dental Continuing Education Coordinator, Daniel Shomer, DMD (732) 240-2222

AGD PACE Program Provider Approval Code # 215763 FAGD/MAGD Credit (1/1/2016 to 12/31/2019)

The Ocean County Board of Chosen Freeholders and the Ocean County Advisory Commission on the Status of Women elected Dr. Elisa Velazquez as the Women's Advocate of the Year. Each year an individual is recognized for their commitment to women's issues through the required leadership skills and resources necessary to advocate for improved services for women in Ocean County. Dr Velazquez' dedication to children of the county through dental services, outreach to schools, Give Kids A Smile Day, Library programs and work with Children with Autism and countless volunteer hours made her a clear winner for this year's award for services to women and their families. She was honored by the Township of Toms River, The Ocean County Board of Freeholders and the Ocean County Department of Human Services at a beautiful reception on 10/13/18 joined by members of the community, her office team, friends and family.



***In honor of Veteran's Day,
the ADA is promoting a special
DLN program called
“Will You See One Vet?”***

Visit **www.WillYouSeeOneVet.org**
and fill out our short form.

DLN will then match you with
a pre-screened veteran.

DLN will also coordinate lab
and specialty referrals care with
other like-minded volunteers.

MOCDS TRUSTEE MEETING MINUTES October 2, 2018

M-OCDS TRUSTEES MEETING MINUTES October 2, 2018

Attendance: Doctors: R. Angowski, J. Feeney, S. Guerrasio, R. Hersh, Richard Isaacson, Robert Isaacson, J. Jeffries-Bruno, J. Kukucka, C. LaFalce, M. Sereda, A. Seto, D. Shah, T. Sirota, T. Sniscak, J. Soliman

The meeting was called to order by Dr. Sniscak at 7:02 p.m.

Approval of the minutes from last meeting:

Motion was proposed to approve the minutes from the last meeting, August 7, 2018 by Dr. Richard Isaacson.

President's Report (Dr. Sniscak):

We have started our 2018-19 year off with a bang. The Networking Event was a tremendous success drawing more members than expected and coming in under budget (See Dinner Committee report for details). The goal was to strengthen relationships between colleagues and create a welcoming environment for new members. Roughly

40% of the sixty attendees were new dentists (<10 years from graduation). Classmates were reunited, former residents reconnected with attending faculty, group practices introduced new associates, and lots of business was discussed. Our sponsor, Seth Arndt from Tomoro, mentioned that the event exceeded his expectations in terms of productive conversations with current and prospective clients. He presented M-OCDS with a \$1200 sponsorship check which covered half of the total cost and looks forward to doing similar events in the future.

Our first dinner Meeting is October 9th. The topic is Digital Impressioning and it's sponsored by Asteto. Marc Daichman, owner of Asteto, just informed me that the scheduled lecturer, Alec Ganci is not available. He is providing "another well qualified dentist to present, his name is Dr Seth Wallerstein." I am working on updating the state board with the new speaker's information. Newark Dental and 3M reps will be there with at least one intraoral scanner to provide and interactive experience. As we did last year, CSAV will be there for the first hour to set up the AV equipment to ensure smooth operation.

And a housekeeping note: our board meeting room will likely change in the fall due to construction. We will make the new location abundantly clear via email.

Vice President's Report (Dr. Jeffries-Bruno):

Here is my proposed schedule for 2019-2020.

Aug 6 Organizational
Sept 20 Social Networking (definitely need to repeat- what a great event!!)
Sept. 24th TM
Oct 22nd DM
Nov 5th TM
Nov 12th DM
Jan 7th TM
Jan 14th DM NJDA
March 3rd TM
March 10th DM
April 7th TM
April 21st DM
May 5th TM
Legislative Night May 6th?
Transition of Officers Dinner/Presidents Dinner Dance pending May 30 or 16

Treasurer's Report (Dr. Guerrasio):

All accounts are in good standing.

Secretary's Report (Dr. LaFalce):

The MS Office subscription (MS Word, Excel, etc) for the laptop expired. I renewed the package. Cost \$74.63 (including tax) for a one-year subscription which automatically renews annually.

NJDA Trustee Report (Dr. Velazquez):

BOT 9/12/18 report:

UNDER THE NEW PRESIDENT ROTHSTEIN, ALL COMMITTEE & COUNCIL REPORTS ARE SUBMITTED IN ADVANCE AND WILL BE INCLUDED IN THE MINUTES, WHICH WILL BE DISTRIBUTED UPON RECEIPT. NOTE ONLY ADDITIONS TO REPORTS ARE DISCUSSED AT THE BOT.

The budget meeting was before the BOT. The main message is that membership is declining and we need to work on retention & recruitment of new members. We can not depend on sponsors & vendors for the success of our organization.

Dr Whitman- Dental Lifeline Network needs our support. Asking for NJDA to donate \$2500. We are asking every component and individual to donate. Central & MOCDS have donated. We also need volunteers for DLN. Line item to be created on the dues statement for \$50 suggested donation below the line.
Motion passed.

1) Art Meisel- He presented an update on the Aetna case. He reviewed conflict of interest & organization of rules for the board whistle blower policy- we do not tolerate discrimination

Lawsuit with us representing overpayment recovery.

*We filed with superior court in Somerset county supporting summary judgment - lawsuit

for 5 member dentists against Aetna regarding alleged over payment. HE will keep us posted when additional info is received.

Brief filed in appellate division against DOBI. DOBI adopted regulation to implement statute HICAPA (health claim auth & payment act) adopted 2006. Now finally making regulations. We are challenging regs that statute doesn't apply to dentistry. Ex. Overpayment recovery could be a problem. We are waiting and he will keep us posted.

3) Financials review- Dr Ghisalberti. Switching to RBC for finances to gain some interest on reserve money.

4) Rothstein- Advised us to accept the budget as presented & pass to HOD. Motion passed. The budget will be presented at HOD.

4) Membership- 3919 last May (including life retired etc) this May 3878 (down 1%) 545 NON renew. Less non-renew than last year. Annamarie has been doing a great job. And keeping up with numbers. This is not solely responsibility of the council but also the entire board. ADA has a promotion initiative to target nonmembers. Last year 8 joined. This year there are 39 so it seems to be effective. They will be promoting half dues for the remainder of the calendar year. & then there is the benefit of AMT. New dentist- they are dropping off at the 5th year when they go to full dues. This is the key for our growth. Strategy and recruitment plan is being solidified for ideas for membership. Every component charged with getting 6 new members. **

5) Maureen- EBAs= BOA can do a package with Joan or Jim 2 CE with BOA present. NJDA can't pay if BOA is NOT present. NEED TO COMPLETE THE FORM!! Try to give them facetime. & visit them. They are critical for our survival. Co endorsements with ADA- less money but it is non dues revenue. This has increased slightly. NO LONGER having BOA credit cards with NJDA because BOA has dropped the program. We will lose that revenue.

Annual session- Rene was out. Her report:

dip in member attendees but they are trying to figure out options to increase attendees.

We are signed for 2019 with Newark.

They will discuss new venues or stay in Newark. Reminder revel was a disaster for numbers and for EBAs.

2020 is our 150th anniversary. Consider something special! Get feedback from component

6) dental benefits- Joan Monaco

44 complaints to NJDA. 8 resolved. 21 pending.

If you received a letter stating you are performing more procedures than dentists in your area- then you should contact JOAN at NJDA

If you received letter from united Concordia that you must get EFT- it is not accurate. Contact NJDA.

7) peer review 10/31 training session 9:30 am

11 cases (2 per month vs 4 month)

8) DR VITALE-

Renovation update- ongoing over 18 months.

The architect finalized the plan and it was approved.

After estimates from 3 companies, the average price was \$445K. Contractor ICS is confident they can get it reduced by 60k if downgrade. Contract will be offered to ICS Dave Rahn. This will then get approved & be presented to HOD.

* Dr Frank Graham will be running for ADA 2nd vice president. Dr Vitale will now be on the ADA government affairs committee. Please consider a donation.

TDIC- they are part of CDA. 230 dentists insured with them in NJ. This company is run by dentists.

PAC- we are down & we need to get more involved.

9) Letter from Past presidents of NJDA 8/25/18 presented.

They were concerned to eliminate speaker before Walter resigned. He is not happy about it and they felt it was too fast.

On 8/15 it was recommended to eliminate editor & speaker from BOT. The board Voted yes. Honorariums were voted to be eliminated for these positions.

Dr Chinoy then did resign 9/8 officially- he suggested the following:

Change by making those positions into NON-VOTING members of BOT

Change that the speaker (elected officer) receive a honorarium like the other officers.

He may be present in Nov as his condition has improved slightly.

New speaker will be Ed Turpik.

JOURNAL

we do not have the capacity to support to print the journal at this time. We changed the language that it is optional. As of now a committee was formed to evaluate the journal and which direction we should go in.

10) New BIZ

committee on strategic planning

goals = membership- communication-finance- leadership development

CE committee- goal to have more continuity

7 members. Chair- chairs designee- 4 others appointed by president and serve terms of 4 years. This goal will be more members than officer run.

Diana Galvetz, Chet Patil, Renee Arace (annual session), Brett Handsman (member council), we will get a new dentist, Paul Lawyer, Amit Vora

Not a bylaw change

11) COGPA- no updates. We are on hold with our bills until after the election. A dental director position will soon be public.

MOCDS TRUSTEE MEETING MINUTES October 2, 2018

ADA Delegate (Dr. Hersh):

The ADA Annual Dental Meeting is scheduled for October 18-22, 2018, in Honolulu, Hawaii.

On September 29, 2018, the Fourth District held a pre-meeting caucus in Wilmington, Del. The purpose of this meeting is to give all delegates and alternate delegate a preliminary review of all resolutions to be considered at the ADA House of Delegates. The resolutions which are likely to receive the most discussions are as follows:

A. Budget, Business, Membership & Administrative Matters

1. (#36) Special Assessment: The HOD developed the Ask A Dentist initiative two years ago (Res 67#). It was funded for the past two years by ADA reserves. This year a resolution has been proposed to fund the program with a \$58.00 assessment to the membership. (BOT – Yes)
2. (#35) Dues Increase- A \$22.00 dues increase has been proposed to reduce the \$600,000 budget deficit. The \$22.00 assessment will not completely eliminate the deficit. The remaining portion will be covered from reserves.
3. A second building was purchased in Washington, D.C. close to the Senate.
4. The ADA reserves continue to shrink. At this point our total reserves are less than 50% of our annual operating budget.
5. Executive Director Compensation-
 - a. The executive director base pay is currently \$575,250.00. She also received a bonus of 4% (\$22,340.10) in March 2018. She also receives fringe benefits amounting to \$15,000.
6. Budget Information
 - a. Dues revenue is not anticipated to increase. It may slightly decrease as membership declines.
 - b. Total operating budget projected is \$133,754.00
 - c. Net Income <\$2,240>
7. Total ADA Staff is 430. This is an increase of 3 staff members from 2017.
8. The BOT voted to approve the 2019 budget.

B. Dental Benefits, Practice and Related Matters

1. (#3) Direct to Consumer Dental Labs BOT-No
2. (#19) Opioid Statement
The ADA supports statutory limits of no greater than 7 days for acute pain.
3. (#25) Clinical Data Registry
Investigating developing a clinical dental registry to which would be applied evidence based practices BOT-No
4. Dental Benefits in Medicare
The topic of incorporating dental benefits within the Medicare System is being examined by the ADA. This initiative is being driven primarily by the AARP. The board voted to refer this resolution.

C. Dental Education Science and Related Matters

1. Dental Hygiene License Portability
The resolution supports the ability for RDH's licensed in any state to acquire licensure in another state without additional examination procedures BOT-No
2. National Commission on Recognition of Dental Specialties and Certifying Board. This resolution encourages all state dental boards to recognize the newly created NCRDSCB BOT-Yes.
3. Dental Licensure – Comprehensive Policy
A resolution has been proposed which describes policy provisions for state licensing boards regarding dental licenses.

D. Legislation, Health, Governance and Related Matters

1. Election Procedures – Defined
2. Campaigning Protocols for President Elect and 2nd V.P. – Defined

There are four members running for the position of President-Elect:

- Rickland G. Asai, D.M.D., dentist from Oregon
- Chad P. Gehani, D.D.S., dentist from N.Y.C.
- Ronald P. Lemmo, D.D.S., dentist from Ohio and current ADA treasurer
- Lindsey Robinson, D.D.S., pediatric dentist from California

There are two members running for second V.P.

- Frank J. Graham, D.M.D., orthodontist from New Jersey
- Craig W. Here, D.D.S., dentist from Kansas

New Business:

Dr. Rick Isaacson brought up the fact that some dental practices in NJ may be owned by "dental service organizations" instead of by dentists. We should ask Art or Jim to look into the legality of this because they are actual owned by investors/venture capitalists. We should take action now so that we don't have an influx of large, corporately owned dental offices taking over in NJ.

Council on Dental Benefits (Dr. Sirota):

The Council on Dental Benefits met on September 5. The next scheduled meeting is Nov. 7 and I cannot attend. Dr. Keith Libou, Chief clinical Officer for Delta Dental NJ is scheduled to join us. We have been asked to submit questions and topics to the council by October 20. Some other topics that we discussed are:

Aetna Bulletin: Discussed post and core codes (2950, 2954), and change to claim review policy by carrier to require pre-op and post-op films (photos or radiographs) to make a benefit determination. New Aetna claim review policy changes effective 9-18-2018.

Guardian Policy – Frequency of Perio Scaling/Root Planing: Discussed code 4346 – frequency issue; will only be paid every 24 months. Increased requests for clinical supporting documentation to re-establish perio patients. Discussed the requirement to document medi-

cal necessity for perio maintenance status

Delta Dental/Recertification: Recertification forms, surveys and addendum to contracts have been mailed out.

EFT MetLife Model: The MetLife EFT model was discussed. If anyone has input or experience with MetLife's EFT program the council would like to know about your experience before proposing to the ADA.

Council on Membership (Dr. McTaggart):

Please add new members listed below to constant contact so they can be notified of upcoming dinner meetings. I have had email contact with some of them already and will reach out to the rest next week. We had a meeting Monday at NJDA and discussed the multiple contacts needed to communicate with members under 10 years out of dental school and then more seasoned members and their preferred mode of communication. Membership is up state wide 2%. We currently hold a 48.6% market share, we can do better. Please reach out to your colleagues and referral sources and help spread the word of organized dentistry. Tom did an amazing job with the Asbury Park event and is continuing to do an amazing job at the state level.

28 New Members !!!!!

Dr. Jennifer Noto, Spring Lake; Dr. Mihirgir Bava, Sayreville; Dr. Hasan Zaidi, Belmar; Dr. Joseph Zicchino, Point Pleasant Boro; Dr. David Pipitone, Point Pleasant Boro; Dr. Marcus Sloan, Toms River; Dr. Sandy Sternberg, Freehold; Dr. Katherine Varchenko, Ocean; Dr. Elizabeth Archer, Point Pleasant Boro; Dr. Randall Davis, Manalapan; Dr. Sylvia Arsuaga Cruet, Lodi; Dr. Nadezda Sanders, Staten Island, NY; Dr. Andrew Andrawis, East Brunswick; Dr. Marina Mishriky, East Brunswick; Dr. Amelia Albright, Jersey City; Dr. Steven Bresler, Toms River; Dr. Christine Rizkalla, Freehold; Dr. Saichol Yu, Lakewood; Dr. Paul Ouano, South Amboy; Dr. Joseph Loverde, Forked River; Dr. Akriti Gupta, Toms River; Dr. Akeyla Brown, Jackson; Dr. Matthew Penner, Matawan; Dr. Alyssa Levintov, Asbury Park; Dr. Evan Matthyse, Matawan; Dr. Binni Patel, Edison; Dr. Harihar Kumar, Toms River; Dr. Asim Zaidi, Red Bank

Committee on Necrology (Dr. Robert Isaacson):

Abraham Blank, DDS of Marlboro passed away on 9/9/2018

Milton Steinhorn, DDS of Tinton Falls passed away 9/24/2018

Liaison for Meeting Vendors (Dr. Matt Sones):

Here is a complete list of sponsors for the 10/9 meeting (I was able to make a few additions):

Alpha Dental Lab, Garfield Refining, Facial Imaging Mobile, Bank of America, Voco, Doral Refining Corp, Tomoro - Seth Arndt, Hiossen, Colgate, Zimmer Biomet, Asteto Dental Lab, Newark Dental

We will need 12 tables for our sponsors so please make sure the venue is aware. Vendor headcount is approximately 15 people.

Sponsorships have been much tougher to come by this year and I am always looking for more opportunities - so please send me contacts who you think may be interested!

Peer Review Committee (Dr. Angowski):

There are 2 difficult cases currently in peer review. Dr.'s join peer review and then don't want to follow the rules regulations they agreed to. They are being very difficult and problematic.

Committee on Budget and Finance (Dr. Angowski):

Our society is in very good financial standing.

Committee on General Membership and Educational Programs (Dr. Picciotto):

There were 60 attendees at the Biergarten Social Networking event on Sept. 21, 2018.

44 M-OCDS members

1 new dentist representative from the ADA who travelled from Washington DC
AnnMarie Varga from NJDA, 13 guests

Committee on Children's Dental Health (Dr. Wohlstetter):

Dr. Jeffries-Bruno:

Children's Dental Health Fair will be held on Sun. Feb. 10, 2019 at 2 locations:

Monmouth Mall and Ocean County Mall.

If anyone is interested in participating, please let Dr. Jeffries-Bruno know.

Aruba Health Seminar Committee (Dr. Robert Isaacson):

The Aruba Health seminar will be held Dec. 26, 27, 28, 2018.

All are invited to attend.

Dr. Rick Samuels of Aruba is having surgery and will hopefully be able to assist in coordinating the seminar as he has in the past.

NJ Dental Lifeline Network (formerly Donated Dental Services) (Dr. Feeney):

Still vital. Jim Schulz is lobbying state government to help with their deficit.

Thank you to M-OCDS for our donation. Others are following suit.

Good and welfare (Dr. Sniscak):

One of our trustees, Dr. Elisa Velazquez has been named "2018 Women's Advocate of the Year" by the Ocean County Advisory Commission on the Status of Women.

She will be honored on October 13, 2018 at the Clarion Hotel in Toms River, NJ.

Congratulations Elisa!!

The meeting was adjourned at 8:34 p.m.

Respectfully submitted,

Carmela LaFalce, D.M.D., Secretary

MOCDS TRUSTEE MEETING MINUTES November 6, 2018

M-OCDS TRUSTEES MEETING MINUTES November 6, 2018

Attendance: Doctors: S. Albin, C. Andricsak, J. Feeney, M. Furlong, S. Guerrasio, R. Hersh, Richard Isaacson, Robert Isaacson, J. Jeffries-Bruno, J. Kukucka, C. LaFalce, R. McTaggart, M. Safari, M. Sereda, A. Seto, T. Sniscak, M. Sones

The meeting was called to order by Dr. Sniscak at 7 p.m. We have a quorum.

Approval of the minutes from last meeting:

Motion was proposed to approve the minutes from the last meeting, October 2, 2018 by Dr. Robert Isaacson

President's Report (Dr. Sniscak):

Our November Dinner Meeting is shaping up nicely with a program on opioid prescribing by the always entertaining and informative Tom Viola.

The next day, November 14, is the House of Delegates at the Pines Manor in Edison. By show of hands, who is attending? I will reach to any alternate delegates to ensure our best possible attendance.

I have begun the process of reaching out to the ten Life Members to be inducted at the January Dinner meeting. I may require some assistance in contacting a few of them for an RSVP and a Short Bio to be read at the meeting.

And a housekeeping note: our board meeting room will likely change soon due to construction. We will make the new location abundantly clear via email.

These are the Life Members to be inducted in January, whom I have not received a response yet. I need to know if they can attend the January meeting, and a short bio.

Dennis Fugedy, Mitchell Gardiner, Mark Gelband, Robert Korwin, Alan Stern, Laurence Sussman & Gregory Vergos

Vice President's Report (Dr. Jeffries-Bruno):

In the process of reaching out to potential speakers for next year.

There is an opportunity for community service at the Neptune Senior Health fair on Nov. 27. Anyone interested, contact Dr. Jeffries-Bruno.

Treasurer's Report (Dr. Guerrasio):

All accounts are in good standing and signing rights have been adjusted to reflect the current treasurer. A vote recorded in the minutes is required in order to remove executive trustees with signing rights that no longer need them.

Matt and I valiantly tried to adjust our schedules to attend the Meeting on Dental Benefits next Wednesday, but due to an unexpected change in our hygiene schedule, and the teacher's convention week it is not possible. Going forward we are happy to take on the commitment, but this happens to be a perfect storm where both doctors need to be in the office. If anyone else could attend, it would be great.

NJDA Trustee Report (Dr. Velazquez):

House of Delegates meeting 11/14/18 PLEASE BE PRESENT. The next BOT meeting is that day in the afternoon.

Council on Govt Affairs: next meeting 11/21/18

Credentialing bill cleared the Assembly Insurance Committee on October 15th unanimously. Last legislative hurdle is a full Assembly vote.

Leasing bill – This is still on the radar. There is opposition from insurance agencies but we are moving forward.

Dental Director position has been made PUBLIC. THIS IS A HUGE WIN! Please share this info with anyone you know that should apply.

SPA grant for H1 2019 has been submitted – looking to expand the public affairs component with "Tooth Truth for You" website which has a 12/1/18 expected launch date.

Paid Sick Leave Law is in effect. Be aware of regulations.

ADA Delegate (Dr. Hersh):

ADA meeting was in Honolulu

\$22/year dues increase has been imposed.

Find a Dentist Campaign: Board feels it's been successful, but it is hard to quantify.

The cost of it is \$6 million/year. It's been funded by reserves

ADA sponsored registry....

Direct to consumer initiative from labs. ADA statement: totally opposed to it

They are also opposed to direct to consumer ortho therapy. But they have done nothing more than announce they are opposed to it.

Elections:

Orthodontist from NY won as president elect

Dr Graham from NJ did not win.

Program for financing care for senior citizens through Medicare. ADA does not feel getting involved in Medicare would be a direction. They do not want to get involved in that process.

Standards being developed for Geriatric Dentistry as a specialty.

ADA general counsel will be retiring this year

ADA executive director will be retiring soon

Old Business: none

New Business:

MOTION:

By Dr. McTaggart:

To remove the account executors from the Wells Fargo check writing privileges and install new account executors and members with check writing privileges only. *Motion passed unanimously

MOTION:

By Dr. McTaggart:

Dr. McTaggart and Dr. Angowski will be the two account executors and the four M-OCDS officers will have check writing privileges. *Motion passed unanimously

MOTION:

By Dr. Richard Isaacson:

NJDA should provide an accurate member and non-member dentist list of address, phone number, and email to each component.

*Motion passed unanimously.

Dr. Andricsak requested that Dr. Sniscak contact other component Presidents and ask their societies to pass a similar motion.

Council on Annual Session (Dr. Andricsak):

The annual session will be held on May 2, 3, 4 2019 at the Newark Airport Marriot

First meeting minutes from Sept 20, are as follows:

It has been noted that exhibit sales are down which is the result of how slow the traffic was on the exhibit floor. We need more exhibitors to sign up. We are encouraged to ask exhibitors who have not attended the event to sponsor. Any recommendations are welcome. Who would you like to see there?

The council members took a survey in June after the 2018 conference. We are basing some of our decisions for 2019 on the survey results. Based on the survey results most of us voted in favor of a la carte pricing, ending early on Thursday, having a 2-day conference, offering a big name speaker, moving the conference back to late June, offering a motivational credit with CE credits, offering entertainment, offering lunch & learns, offering fewer courses to minimize competition, and not having a destination location.

It was noted that the town hall luncheon is becoming too long. The council voted on not raising the component contribution and keeping it at 500.00.

The format will be changed back to a la carte pricing from the package pricing we tried last year. This decision was based on the council survey.

We are in the early stages of drafting the schedule. Much discussion was about ending the Thursday earlier and having the HOD meeting on Friday instead of Saturday.

CONFERENCE CALL ON NOV 1:

Attached are exhibitor history list and exhibit floor layout for this year.

We discussed again how the exhibitor sales are down due to poor traffic on the exhibit floor and poor turnout of members. However, it is noted that membership to NJDA continues to decline.

Also attached is the preliminary schedule of speakers and programs.

More details about the schedule continued and was voted upon.

The council voted to make the campfire sessions free.

The programming for students was discussed in detail, with the information that students are most interested in networking events, practice transitions and the residency fair.

There will be a "welcome to dentistry" reception for the D1 and D2 students, the residency fair for the D3 students and the D4 students will be invited to participate in all the dinner events.

The council's executive board set a goal for each component to get 40 members to come.

There will not be a legislative luncheon this year however the council is still asking for the 500.00 contribution from each component. The funds will go for the dinner events or if the component wants to earmark their funds for something specific, that is an option.

For example, a component may want to sponsor a coffee break station in the exhibit hall. Finally, the HOD meeting was changed back to Saturday morning, from 10-1.

Our next meeting is Jan 8th, which is conflicting with our component board meeting so I will be absent at the board meeting to attend the council meeting.

Council on Dental Benefits (Dr. Sirota):

CDBP - no report. The next meeting is 11/7.

Council on Membership (Dr. McTaggart):

Minutes at NJDA

Membership Report: Dr. Handsman reported that to date we have 3279 active paid members, 4336 total members & a 48.6% market share. We have an increase of 2% from this time last year.

Residency Visits: Scheduling has begun for the visits to the NJ residency programs. The programs are one hour during their lunch at the residency location. NJDA discusses the importance of membership and the challenges new dentists face after residency. If you are interested in attending one of these lunches, please contact AnnMarie. As a reminder we applied for and were granted an ADA grant to be able to prove these lunches.

Quarter Year Dues Campaign: The ADA: Quarter Year Dues campaign, "Choose Us", has officially begun. Any dentist who was a non-member in 2017 and has not received the free offer in the past is eligible for complimentary dues for the remainder of 2018. To date we have received 101 new members from this campaign. The goal is to retain these new members.

2018 Non-renewals: To date we have a total of 305 non-renewals. The ADA is conducting a survey to all non-renewals and we will have the results in mid-October.

2019 Dues Billing: This year we will begin using auto-renew. We will start to promote this at the beginning of November

New Dentist Report: Dr. Thomas Sniscak reported on the following:

The ADA "10 under 10" award: The ADA recognizes 10 amazing dentists who are in practice 10 years or less. Nominations will be accepted October 1st-December 31st. Winners will be recognized in ADA News NDC blog and receive \$1000 gift card

New Dentist Social events: The events held over the past year have been a success. The next event is scheduled for Thursday, October 25th at the Clover Leaf Tavern in West Caldwell. A Central NJ and South Jersey event will be planned in the near future.

MOCDS TRUSTEE MEETING MINUTES November 6, 2018

Greater NY event: A non-member New Dentist event is scheduled along with the New York Dental Association on Sunday, November 25th at the Hudson Terrace in NYC. If a member new dentist registers, it is strongly encouraged for a non-member to register as their guest. NJDA will be promoting this in the next several weeks.

Open Discussion:

Dr. Handsman opened the floor to the members to discuss their thoughts and ideas. Sereda-Clinical Dental Pearls with tips and tricks Doesn't use email -Did you know? With regulatory issues on social media. She uses email. Reach out to new dentists. Facebook ads/do we use? Variety of topics on AAE forum. Issues like: new contracts, buying a practice, dealing with boss. Mir-social media stats, more visible in communities & health fairs Imran-Market benefits

Martini-Contact 2nd 3rd 4th year out-What do you need? List of non-payers before they drop and a member to reach out. Schulz-Robbins- How can we contact you? Add to dues bill & online. Batastini Infomercials, FB, Instagram, short movies, make more exciting. Create sub-committee to hire an advertising firm. CDS RDA with active licenses Mansey-Find a Dentist stats. In house dental plan. Public awareness. Is your dentist a member? Buying group for discounted rates from vendors. McTaggart-Would like to have accurate email/contact information for every dentist in the state. NJ Monthly

New Members: Dr. Kimberly Minassian, Freehold; Dr. Admasu Gizachew, Holmdel
Dr. McTaggart is concerned that the council on membership has no budget. He also would like to have better, more accurate access to contact information for the non-member dentists in the state. He would like the help and cooperation of NJDA in this matter.

Committee on Necrology (Dr. Robert Isaacson):

Dr. Gary Wisner, who practiced in Freehold, passed away on October 5, 2018

Liaison for Meeting Vendors (Dr. Matt Sones):

The following are our sponsors for the meeting on 11/13 (in no particular order):

Alpha Lab, Bank of America, Voco, Doral Refining Corp, Tomoro - Seth Arndt
Hiossen, Colgate, Sunstar, Zimmer Biomet, Dexis

Committee on Communications (Drs. Friedman):

The next newsletter will be December.

Committee on Constitution and Bylaws (Dr. Hersh):

The ADA annual meeting was convened in Honolulu, Hawaii on October 18, 2018. The House of Delegates elected a New York endodontist, Dr. Chad Gehani as the next ADA President-Elect. Dr. Craig Herre was elected as the next Second Vice President. He beat New Jersey orthodontist, Dr. Frank Graham by 25 votes. The next ADA Treasurer will be Dr. Ted Sherwin from Virginia.

The important resolutions are as follows:

A. BUDGET, BUSINESS, MEMBERSHIP AND ADMINISTRATION MATTERS

#34 Approval of 2019 Budget. A dues increase of \$22.00 was passed for 2019.

#36 RC The Find-A-Dentist Program will be funded during the final year through ADA reserves and not through a membership assessment. The amount to be funded from ADA reserves is \$6,000,000.00.

B. DENTAL BENEFITS, PRACTICE AND RELATED MATTERS

#25RC Feasibility of a Clinical Data Registry - Adopted

#82 Smart Phone App for Evaluating Dental Insurance Benefit Plans with a Star Rating - Defeated

#2 Opposition to Direct to Consumer Dental Lab Services - Adopted

#19 Support Mandatory CE in Prescription Opioids - Adopted

#33 RC Financing Care for Seniors: Dental Benefits through Medicare - Defeated

C. DENTAL EDUCATION, SCIENCE AND RELATED MATTERS

#26 Comprehensive Policy on Dental Licensure. A list of general principles in connection to dental licensure was proposed. This policy included initial licensure as well as licensure by credentials for established clinicians. It also addressed CODA approved programs as well as non-CODA approved programs. Adopted

#83 Standards for an Advanced Program on Geriatric Dentistry - Referred

Peer Review Committee (Dr. Angowski):

Dr. Sniscak for Dr. Angowski. The annual peer review training went well.

Committee on Budget and Finance (Dr. Angowski):

Report given by Dr. Albin. All investments are doing well.

Committee on Children's Dental Health (Dr. Jeffries-Bruno):

Confirmed Ocean County Mall and Monmouth Mall as locations for the event on Feb. 10, 2019. We hope to meet with a small group prior to the trustees meeting on the 6th. I am in the process of reaching out to schools to introduce this year's theme (pending). We always are open to volunteers at the event as well as leading up to the event. Please contact me if you are interested in helping out: jbrunosmiles@gmail.com

Aruba Health Seminar Committee (Dr. Robert Isaacson):

The speakers have been lined up. Meeting will be Dec. 26, 27, 28. One of the speakers will discuss how dentistry is coordinated in Aruba. Please consider attending.

NJ Dental Lifeline Network (formerly Donated Dental Services) (Dr. Feeney):

Dr. Feeney read a note from NJDLN. They expressed their extreme gratitude for our generosity. We were the inaugural group and other societies have followed suit. We are at \$33,000. Grants are being applied for to various foundations. Jim Schulze and Senator Troy Singleton have led efforts for funding. July 2018 - present 95 patients have been completed.

There are 713 DDS volunteers presently.

On Veteran's Day, the National Dental Lifeline Network has announced their partnership to treat medically compromised veterans.

The meeting was adjourned at 8:48 p.m.

Respectfully submitted,

Carmela LaFalce, D.M.D. M-OCDS Secretary

Dr. Gary Wisner 81, of Palm Beach Gardens, FL, passed away on Friday, October 5th at Monmouth Medical Center, Long Branch.

Gary was born in Philadelphia and graduated from Temple University and the Kornberg School of Dentistry at Temple University. After receiving his D.D.S., Gary served in the U.S. Army Dental Corp and was stationed at Ft. Monmouth, NJ. Upon completing his Army service, Gary received his master's degree in orthodontics, also from Temple University. He then moved to Freehold with his family, and opened his orthodontics practice, which later became The Brace Place, in Freehold. The Brace Place expanded to 3 locations over 40 years of practice. Dr. Wisner more recently retired to Palm Beach Gardens with his beloved wife of 60 years, Harriet.

Gary is predeceased by his parents, Philip and Edythe Wisner. He is survived by his wife, Harriet Wisner; his children, Toby Wisner-Stern and her husband Hal, Mindy Wisner-Estin and her husband David, and David Wisner and his wife Suzanne; his sister, Paula Maphis; and his grandchildren, Elana, Ben, Samantha, Josh, Shayna, and Peri.

Milton Steinhorn of Tinton Falls, NJ, passed away on September 24th at the age of 92. He was born on March 25th, 1926 in New York City to Isidore and Gussie Himelman. He served in the US Army during and after WWII in both Europe and the Pacific. He graduated from the University of Illinois and NYU Dental School. He practiced dentistry in Edison for 40 years. Milton was an avid golfer and a fervent New York Giants fan.

He is predeceased by his wife Lois Steinhorn and his companion Carol Tarabour. He is survived by his son, Bruce Steinhorn and his wife Anne Steinhorn, his daughter, Sue Goldner and her husband Jeff Goldner, his sister, Shirley Berman, and his grandson, Michael Collison.





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Learn the secrets of increasing profits and income with renkown coach and lecturer Mike Massotto at no charge, discuss how systems and treatment acceptance are successfully integrated to build your profits, including staff motivation, handling insurance inquiries & navigate the insurance field! Receive a SPECIAL GIFT for reserving this topic!

BioActive Materials:

Janice Piekosi of Pulpdent goes over the various composite/bonding sstems and the latest in this exciting line of tooth-like composites.

GOING CHARTLESS:

Learn what it all means, best ways to do it, integration of your software to dental equipment and other 'hi-tech' tips & advice, from Jeff Weiss of HiTech Innovations!

Other Lunch & Learn topics you can ask for:

- Restorative Procedures for Class II & Crowns
- Infection Control/Instrument Sterizationalization Techniques
- Financial Troubleshooting & planning for dentists
- Dental membership Plans just for your practice
- Bartering Your Dental Services in an official barter exchange
- The Lanap Laser: how it builds your practice!
- 'Sharpen Your Skills' with instrument sharpening & maintenance

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Wednesday, December 5, 2018 – *Dr. Charles Blair*

**“AVOIDING CODING ERRORS and PERIO EDUCATION EXPERIENCE:
HOW TO PUT PERIO INTO THE PRACTICE”**

Jumping Brook Country Club, Neptune, NJ

Wednesday, January 16, 2019 – *Dr. Elliot Hersh*

**“EVIDENCE BASED ANALGESIC THERAPY AND ADVERSE
DRUG INTERACTIONS: THE GOOD THE BAD AND THE UGLY”**

JSUMC John K. Lloyd Amphitheater, Neptune, NJ

Wednesday, February 6, 2019 – *Dr. John Kanca*

“WORLD CLASS ADHESIVE DENTISTRY”

JSUMC John K. Lloyd Amphitheater, Neptune, NJ

Wednesday, March 13, 2019 – *Dr. Paul Fugazzotto*

“COMPREHENSIVE PATIENT CARE: THE FUTURE IS NOW”

Jumping Brook Country Club, Neptune, NJ

FRIDAY, April 26, 2019 – *Dr. David Garber*

“REAL WORLD” DENTISTRY 2019: OPTIONS, LIMITATIONS, SOLUTIONS

JSUMC John K. Lloyd Amphitheater, Neptune, NJ

Wednesday, May 8, 2019 – *Dr. Mark Hyman*

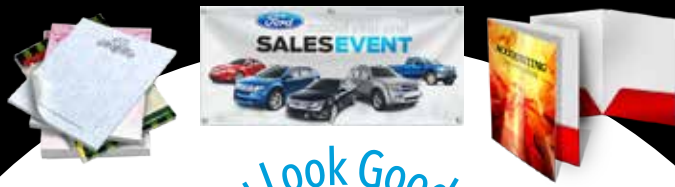
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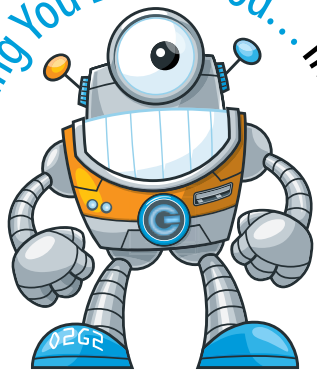


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*October speaker
Dr. Seth Wallerstein*



*Drs. Furlong, Albin, Sniscak and Velazquez
at NJDA House of Delegates meeting*



*Invocation by
Dr. John Fenney*



*MOCDS President
Tom Sniscak*



Dr. Velazquez and some of her team members



*Dr. Elisa Velazquez
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NJDPAC - OUR VOICE, OUR STRENGTH

We are in a critical building time as we just completed the Midterm Elections.

Have you made your 2018 NJDPAC contribution?

Your NJDPAC contribution provides protection against the influence of attorneys, insurers, and others seeking to affect the way you want to practice your profession. NJDPAC builds the relationships between organized dentistry and the politicians who can impact your practice.

Can we count on your support for dentistry's political agenda?

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· Fighting back carriers who engage in the unfair business practice of leasing dental provider networks to other carriers taking away a dentist's ability to decide with whom and under what terms they participate.

- Streamlining the carrier credentialing process so dentists can participate in provider networks faster and be reimbursed for their services.
- Ensuring that dentists are not harmed by a burdensome new Out-Of-Network law that was imposed on physicians and their practices.
- Preserving a dentist's right to manage patients through thoughtful prescribing policies.
- Protecting a dentist's ability to use and place amalgam and other materials.
- Giving dentistry a voice in State Government by having a dentist dental director.
- Pushing back on investment companies who want to change the way dentistry is practiced.

***NJDPAC does not support a single party.
It supports our profession.***

NJ Dental PAC Announcement

If you have any questions, please contact NJDPAC Executive Director Jim Schulz at 732-821-9400 or Dr Elisa Velazquez, MOCDS PAC Chair & Chair of Governmental Affairs (evdmd@yahoo.com) or Dr Mimi Furlong Co-Chair of MOCDS PAC (mfurlong@jacksonorthodontics.com) <https://www.njda.org/government-affairs/njdpac>

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GENERAL MEMBERSHIP DINNER MEETING

Tuesday – January 15, 2019
**“NJDA Officers Presentation
& New Member Meeting”**

Free dinner for MOCDS members & earn 2 CE credits!

Riverview Pavilion, Belmar 6:30 PM

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The officers of the New Jersey Dental Association
will discuss how organized dentistry is working to
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Dr. _____ will
attend the MOCDS General Membership Meeting and Dinner Lecture

Address _____

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I would like to bring a non-member dentist to show why organized dentistry helps us all:

Dr. _____

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I need a Kosher meal _____

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