



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

JUNE 2018

As the summer sun has finally hit the Jersey Shore, my year as MOCDS president has come to end. I am very proud to be an active member of the MOCDS and to have served as an officer for the past 4 years. It has been a humbling experience for me as president. Lots of "on the job learning" was involved with this position, and it wouldn't have been an easy task if it wasn't for the guidance and encouragement of our past presidents.



Our final CE dinner meeting on April 17th was well received by our members. Dr. Nicolas Elian, a renowned prosthodontist, presented "Treatment Planning in Implant Dentistry", which was both educational and entertaining.

On June 2nd we concluded my year as president with a wonderful dinner dance at the picturesque Molly Pitcher Inn. Dr. Mitch Weiner did us the honor of swearing in our new officers; Dr. Jocelyn Jeffries-Bruno, Dr. Sally Guerrasio-Safari, Dr. Carmela Lafalce, and our new president, Dr. Thomas Sniscak.

My goal as president of the MOCDS was to maintain our components relevancy, and to create value for our current and future members. I am very proud of our achievements this year. We had successful continuing education dinner meetings, established a new dinner meeting venue, invited nationally renowned speakers, and retained valuable sponsors that offset the cost of running these events.

I was very pleased that we were able to invite and engage the dental residents and Rutgers dental students in our meetings. They are the future of our profession, and more importantly, the future of organized dentistry. As leaders we not only want to inspire and mentor our young dentists, but we also relish the opportunity learn from their experiences as new members in our field.

We established a Facebook page and posted our events to be more relevant in social media. We also effectively communicated with NJDA about our current concerns and gave their leaders our feedback regarding numerous issues. "No Man is an Island", and my job as a president would not be possible without the help of our other officers their assistance was invaluable, and it really helped the year fly by. I look forward to seeing what they can accomplish in the upcoming years. It is a true honor to be among the distinguished past presidents, and I thank you for the support and trust that you have shown in me this past year.

Regards,
Matt Safari
M-OCDS President

UPCOMING EVENTS

ORGANIZATIONAL MEETING

Tuesday, August 7, 2018
Dinner at 6:30 PM Meeting 7 PM board room
Jersey Shore University Medical Center, Neptune

JERSEY SHORE UNIVERSITY MEDICAL CENTER

Wednesday, September 26, 2018
"Practice Pearls for Clinical Use"
Dr. Terry Donovan
JSUMC John K. Lloyd Amphitheater, Neptune
For more information call Eileen Becker at (732) 869-5734

TRUSTEES MEETING

Tuesday, October 2, 2018
Dinner at 6:30 PM Meeting 7 PM board room
Jersey Shore University Medical Center, Neptune

MONMOUTH MEDICAL CENTER BARNABAS HEALTH

Wednesday, October 3, 2018
"Periodontics for the General Dentist"
Dr. Robert Tripke
Jumping Brook Country Club, Neptune
Natalie Rollins, Dental Residency Coordinator 732 923-6790

GENERAL MEMBERSHIP DINNER MEETING

Tuesday, October 9, 2018 6:00 PM
"Will Digital Impressioning Help Your Practice?"
Alec Ganci, DDS
Free Dinner for MOCDS members & earn 2 CE credits!
Riverview Pavilion, Belmar 6:00 PM

JERSEY SHORE UNIVERSITY MEDICAL CENTER

Wednesday, October 10, 2018
"Fifty Shades of Inflammation: The Mouth-Body-
Mind Connection & Physical Well Being"
Dr. Uche Odiatu
Jumping Brook Country Club, Neptune
For more information call Eileen Becker at (732) 869-5734

MONMOUTH MEDICAL CENTER BARNABAS HEALTH

Wednesday, October 24, 2018
"Pearls of Dentistry"
Dr. Joshua Austin
Jumping Brook Country Club, Neptune
Natalie Rollins, Dental Residency Coordinator 732 923-6790

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



Dr. Safari and Guerrasio



Dr. Sniscak the incoming MOCDS President



Dr. McTaggart receives the Distinguished Service Award



Past Presidents



MOCDS incoming officers

“BE GOOD TO ONE ANOTHER.” Historians claim that those were the last words uttered by Nancy Hanks Lincoln on her deathbed. She was speaking to her nine year old son, Abraham and his older sister, Sarah. It's a matter of conjecture whether or not this actually happened. But what seems to be certain is that Abraham Lincoln was one of the most remarkable leaders of all time.

So how did a mostly home-schooled son of an illiterate farmer become a persuasive statesman, a battle-tested Commander-In-Chief and a visionary developer of a young country's infrastructure? We will probably never fully understand how this great leader emerged from such humble beginnings. But his view of leadership's role can be gleaned from a letter he sent to Congress in 1861. “Leadership,” he explained “involves elevating the condition of all people. Lifting artificial weights from all shoulders. Clearing the paths of laudable pursuit for all. And affording all an unfettered start and a fair chance in the race of life.” In short, Lincoln believed in leveling the playing field for all people and for all groups of people.

So, one might ask, how does exploring the accomplishments of Abraham Lincoln relate to organized dentistry? Well, when DELTA DENTAL decides to reduce the reimbursement schedule by 20% without concern for the provider, the playing field does not appear level. When the NEW JERSEY DEPARTMENT OF ENVIRONMENTAL PROTECTION decides to increase revenue by raising the registration fees on dental x-ray units, the playing field does not appear level. And when the Federal Government invokes the Sherman Anti-Trust Act against dentists for developing initiatives to counter third party restrictions, while permitting collusion among insurance companies, the playing field does not appear level.

When one examines Lincoln's game plan to abolish slavery, one observes an interesting set of strategies which organized dentistry

should consider whenever possible. Firstly, he had a well-defined goal. Secondly, he deftly gathered legislative support. Thirdly, he created positive public opinion for his cause by speaking and writing. Lastly, he staged his agenda in manageable steps. When Lincoln thought the time was right, he issued the EMANCIPATION PROCLAMATION. On January 1, 1863, Abraham Lincoln, with the stroke of his pen, changed the course of human history. The lesson is clear-CHANGE IS POSSIBLE REGARDLESS OF SEEMINGLY LOW ODDS.

We have assembled this evening for three primary reasons. The first is to recognize those leaders, past and present, who have volunteered their time and energy to advocate for patients and for the dentists who care for them. Secondly, we are here to pay particular tribute to Dr. Matt Safari. Matt you have managed the deliberations of the MOCDS Board with excellent organization. You permitted all views to be heard. You insured that all decisions were based on board consensus. Most importantly, you made sure that the parking lot gate was up and the food was delivered on time. So Matt, on behalf of all the members of MOCDS, THANK YOU for a job well done!

Lastly, we are here to install a new president, a new executive board and a new group of council and committee members. Dr. Tom Sniscak, members of the board and council and committee members we wish you all a forthcoming year of great accomplishment.

In conclusion, as you all return to your families and your professional lives, I implore you to remember the advice of Nancy Hanks Lincoln- “BE GOOD TO ONE ANOTHER.”

Thank you for your kind attention.
Bob Hersh

MOCDS TRUSTEE MEETING MINUTES APRIL 10, 2018

MOCDS MEETING MINUTES (April 10, 2018)

Attendance: Doctors: S. Albin, C. Andricsak, R. Angowski, K. Banks, E. Boim, B. Bonsonac, P. Condello, R. Hersh, Richard Isaacson, J. Jeffries-Bruno, J. Kukucka, C. LaFalce, Miriam Furlong, R. McTaggart, M. Safari, D. Shah, T. Sirota, T. Sniscak, E. Velazquez, Sally Guerrasio, Matt Sones, M. Sereda, Elisa Velazquez, Brett Wohlstetter

The meeting was called to order by Dr. Safari at 6:50p.m.

Approval of the minutes from last meeting:

Motion was proposed to approve the minutes from the last meeting, 3/6/18. Dr. Guerrasio first and Dr. Jeffries-Bruno second the motion.

President's Report (Dr. Safari):

We are looking forward to our spring trustees and dinner meetings. My next / last dinner meeting, April 17th, is sponsored by Asteto Dent labs. The speaker is Dr. Nicolas Elian, previous head of the Division of Implant Dentistry and program director at NYUCD. He will be speaking about "Treatment Planning in Implant Dentistry". I am looking forward to very productive discussion circling dental insurance companies. We plan to start at 6:30, room B-104, B105.

Please save the date for June 2nd Presidents Dinner Dance at Molly Pitcher Inn, Red Bank! Vice President's Report (Dr. Sniscak):

Calendar for next year's CE is being finalized. Please submit any changes to your Council or Committee rosters for inclusion on the 2018-19 Calendar.

There are a few newer members interested in joining the Board of Trustees. To ensure that we have an active Board and regular Quorum at meetings, I would suggest the Nominating Committee replace inactive Trustees with these members as outlined in the Bylaws (Article IV).

I have the following list and will be circulating at the meeting: ADA Non-Renew Predictive Model: The ADA has a tool to help states identify members with the highest risk for non-renewing. The Council & Committee members in attendance received their component list which Dr. Handsman requested to be brought back to their components and make a group calling effort.

Treasurer's Report (Dr. Jeffries -Bruno):

All accounts are in good standing.

The NJDA has sent reimbursement to us for both the January meeting and November's meeting (Joan Monica's presentation). I should receive it this week.

Website updates were made for both the legislators night and corrections of two JSUMC programs.

ADA Delegate (Dr. Hersh):

The 2018 ADA Annual Meeting is scheduled for October 18, 2018, in Honolulu. For additional information on courses, housing, and other activities, go to ADA.org.meeting. To browse the course listings, visit ADA 2018 Course Planner.

In preparation for the meeting, the Fourth District Caucus is scheduled for Saturday, September 29, 2018 in Wilmington, DE.

Old Business:

Have Art Meisel look into EFT vs VCC and fees associated

Nominations Committee: Dr. DiVincenzo discussed the process. If someone wants to run they need to submit names to the committee. Peter DeScisio will be the next secretary as he was unopposed.

JOURNAL: Discussion was had as to whether or not we should keep the journal. Is it cost effective? Well received? An amendment was made that the journal SHALL be published to MAY be published. WE ELECETED TO CONTINUE WITH THE JOURNAL AT THIS POINT IN TIME

TREASURER: Dr. Weiner gave a report. Membership income is down and we have cut many expenses. We need to be more creative in recruiting members. Reminder for ADA annual session delegates that There is a flat amount that will get distributed to ADA delegates and alternates. Components have the option to cover short falls. Fidelity MOCDS money option to invest in ladder CD.

New Business:

Council on Annual Session (Drs. Andricsak):

Council on Annual Session had a conference call on March 6, 2018.

At that time exhibit sales were 80,166, none remaining. Revenue is doubled from this time last year – ticket implementation project is working ... There were 132 registered. Last year 1500 registered and only 511 attended. This is why many exhibitors no longer participate. They pay fees to be there and get no ROI. We have to have a way of having our projection of attendance be closer to the actual number that attends. We are constantly coming up with new ideas. This year, the package pricing is new. Maureen has been pushing for this for a while.

NJDA is considering registration for the HOD meeting for accountability. No fee associated with it but just like an RSVP type of thing.

The new marketing pieces were reviewed and some were distributed

The council members were given their host/proctor assignments

The new attire for the council members were chosen. It is a Navy Blue blazer with a pocket logo.

MOCDS is still on the list of not responding to the 500.00 donation to the annual session Registration closes on May 11th

You must cancel by e-mail by May 4th for refunds. The cancellation policy was explained in detail and is available for your review, if requested.

We are looking forward to all the events in this year's session and hope you all attend and support this event. Remember, with the package pricing, once you are there, everything is included.

We recommended looking into the fee for members vs. nonmember at this year's Annual Session. Board recommended a larger differential between the two fees to incentivize membership

Council on Dental Benefits (Dr. Sirota):

The Council on Dental Benefits met on February 28 and I was unable to attend. It was a rescheduled meeting from February 7 because of snow. The following are the minutes from this meeting:

Aetna EFT: Several dental offices reported they have been auto-enrolled in the EFT. Those not enrolled are receiving VCC (virtual credit card) with no way of rejecting them for paper checks. If cashed or if enrolled it takes generally 90-120 days to be removed from the EFT.

Delta Dental Newsletter: Delta Dental has changed the way they will reimburse for 2018 outlined in newsletter. Available at DeltaDentalNJ.com. Discussed importance of documentation and continuity between patient ledger and chart notes. Discussed billing/reporting requirements as participating dentist relating to breach of contract.

Delta Dental Letter to Patients after Termination: When a participating dentist terminates, Delta Dental sends letters to patients listing the benefits of seeing another dentist in their network and includes names and contact information.

Committee on Communications (Drs. Friedman):

Next newsletter will be in June

Committee on Membership/New Dentist (Dr. Rob McTaggart):

Membership Meeting Minutes

Dr. Brett Handsman welcomed everyone and made a motion to approve the minutes. The motion was seconded and unanimously approved. Dr. Handsman mentioned that it was brought to our attention that not everyone was aware of all the benefits of membership. Most of the NJDA staff was present at the meeting and introduced themselves to the group. The second half of this meeting every council and committee member will have the opportunity to visit each department's "station" and spend a few minutes to learn about each staff member and the services they provide for NJDA. The goal is to provide information to the council and committee when making calls for recruitment and retention purposes. Membership Report: Dr. Handsman reported that to date we have 2,292 active paid members. We are currently down 200 members compared to this time last year. He emphasized the importance of retaining dentists within their first few years of becoming a dentist with the hope they will be members for life. He also highlighted that contacting non-members is a monumental task that must be taken on by the leadership of the component because it cannot be tackled by one person.

Dr. Handsman communicated that a trustee asked if NJDA was able set-up automatic renewals for 2019 membership dues. Currently, there are about 20 states that are offering automatic renewals; this will be further discussed with the Board of Trustees.

ADA Strategic Promotional Incentive (SPI): The ADA approved this incentive for 2018 which is a 50% dues reduction of the active member dues rate. The state & local components approved this discount several years ago. All non-members are eligible as long as they never took advantage of this offer in the past. A targeted mailing is scheduled to be sent out at the end of March. The mailer will feature 2 different messages, one tailored for a new dentist and one for a seasoned dentist. The last meeting was a combined Council on Membership and New Dentist Committee. Both the council and committee received a list of 5 non-members eligible for this incentive and were asked to make phone calls. Each list included non-members who you may have went to school with, same gender or same age range. Dr. Handsman would also like to invite a non-member to the next component meetings and hopefully attract them to also attend the Annual Conference in May.

ADA Non-Renew Predictive Model: The ADA has a tool to help states identify members with the highest risk for non-renewing. The Council & Committee members in attendance received their component list which Dr. Handsman requested to be brought back to their components and make a group calling effort.

New Dentist Committee Update: The next New Dentist social event is scheduled for Thursday evening April 26th at the Fox & Hound in Edison, NJ. Registration is open. Dr. Sniscak added that we are going to work on a partnership with other associations such as the Orthodontic Society and hope to use this as a recruitment and retention effort.

Dr. Goldberg asked how to contact young people in his component and Dr. Sniscak communicated that since now the Council on Membership and New Dentist Committee meetings are combined everyone should be sharing information with their components whether it be through social media or not and when calling new dentists we should be mentioning the new dentist events.

The New Dentist Track at the Garden State Dental Conference and Expo currently has 10 registered attendees. Dr. Sniscak added that ideally we want over 30 attendees.

Membership Matters Presentations:

Prior to the presentations, Dr. Handsman reported that the Special Edition Membership Matters piece has been received and the response has been very positive. A Membership Matters Cheat Sheet was distributed to all attendees that included more detailed information on the ADA Strategic Promotional Incentive (SPI) and the Non-Renew Predictive

MOCDS TRUSTEE MEETING MINUTES APRIL 10, 2018

Model (NPM). The Cheat Sheet also included each departments contact information and description as well as a detailed membership drive that the membership department will follow-up on with the Council and Committee members.

Dr. Vitale gave an overview of what the Tripartite is which includes the ADA, NJDA and the components. The ADA is the voice of dentistry and has expertise that provides services for the organization. What happens at the national level can affect us at the state level and trickle down to all the states. We all have the same goals to protect our patients, protect ourselves and make sure our patients receive the best services. The component level is more of the social and CE level. The components do not have the budget to advocate for the profession compared to the state level.

Presentations began with a Q & A session to follow.

MOCDS membership is below 50% for the first time in several years. Money should be allocated to recapture new members, as we are below the state average for membership.

Proposal to utilize a member (5 years out of school) to actively engage non-members (10 years out of school) and act as a liaison/point of contact. As a benefit for their work, the society would pay their dues – perhaps, on a monthly basis. We would anticipate a 5% recapture percentage, and this person's activities would be overseen by Dr. McTaggart.

Dr. McTaggart made a motion for the above proposal and it will be tabled until the next meeting. Dr. Jeffries-Bruno seconded the motion.

April 30, 2018- TBD Meeting Adjourned

New Members : Dr. Michael Habib; Dr. A. Sezer Olcay recently rejoined MOCDS; Dr. Todd Goldstein

BOT 3/14/18 report DR ELISA VELAZQUEZ

1) Dean Feldman- report from Rutgers. Match was last month. 90% match rate vs national 65%. Accreditation will be occurring. Takes 2 years to prepare.

Licensure from state to state- & task force for state boards to review the exam process.

2) Art Meisel- *continuing search for membership director. *We are Filing with superior court in Somerset county supporting summary judgment - lawsuit for 5 member dentists against Aetna regarding allied over payment. * 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

3) Financials review- Dr ghisalberti. Due to snow they weren't able to review. Will do it at April meeting

4) Membership- renewals until now 3450 sent- 2578 paid (72%). YTD it is comparable at this point in the year. Those on installment included as paid. 422 didn't renew last year and as of now it is double that. THIS is a huge concern. New dentist committee will be a big push and we hope to spark that generation. What was done regarding the 422 that didn't renew- they were called. Alan suggested there should be a plan regarding those people.

5) Annual session- exhibit sales almost all sold out. Received 80k. 1/3 more registrants To date. It is believed that the new ticket pricing is part of the reason why. Some Components need to send in donation for luncheon (INCLUDING MOCDS). Students will have a fee charged but get reimbursed to promote them to be sure to come. CVENT is for registration. HOD are encouraged to register but are NOT required at this time for HOD. And there is NO FEE for HOD. If you only go to HOD you will be required to pay for parking. RE-MEMBER paid guests can go in exhibit hall but not the meetings. CVENT may be used for registration for ALL events and meetings in future.

CE- 6 specialties will be represented for a panel discussion. (OS – endo-pedo-pros-perio-ortho) EBAs- if you have any companies interested- reach out to Maureen.

6) Joan- dental benefits- increase requirement for med/dent claim that they must go to med first. We will need to help members understand how to use ICD 10 codes. For overpayment requests- if you have questions with requests come ask NJDA to help.

Increase in audits have occurred so be aware. KNOW who is requesting the audit. Contact NJDA if you need help. Communications strategies- they are working on being sure info disseminated to members. Want ADA to be a bigger help with dental benefits. EFT info. Perhaps ADA can introduce standards to make it easier for dentists

7) peer review 10/3 training session

8) DR VITALE- A proposal was put forth to have a billboard on property (near gas station). The company presented to the board. Potential for 40K year revenue for billboard on our property. Some questions asked- Who removes it? Renewal? Do we have veto power? NO They wont commit to a spot for us. Limitations of height based on standards of town. 40 ft length. 14 ft height. But they may need a variance to go higher. Electric bill- will be their own meter. And pay all maintenance. Insurance will be their responsibility. Property tax issues- we will get a real estate tax. They will reimburse us. No competitive ad- can be put in the contract. NO FINAL DECISION MADE. A committee formed to look into this.

* Dental lifeline has applied for grants from united way

* regarding carpenters fund- still waiting

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

9) ROSSI- fell and broke shoulder

Rothstein- For full disclosure, Rothstein made an announcement that he is taking a part time job with Delta as a claim reviewer.

Pete DeScisio coming in as secretary of NJDA.

OLD BUSINESS:

AMT- They are pleased with progress. 5 non members became affiliated with amt- which means they had to become members

Renovation update- floor plan was approved. 2 contractors reached. First one gave a bid for 310K all in including outside. Second contractor coming this week and will give proposal. Would be about 8 weeks to get another quote then it will be again presented to the board.

JOURNAL- we approved no march journal. April journal is membership matters. We left it open that we can do as needed regarding the journals. **Do we want to keep the journal? Ask components. ****

Note We don't pay to print & mail it. But we pay for staff time. Maybe we can consider getting revenue from ads instead of the way we currently do it. We have ad packages for our sponsors and they are committed to get print ads. We should consider doing it in house. Currently, it is not an option due to being short staffed. (3500 \$ quarterly for advocate. A committee was formed to evaluate all options and will present in June

Executive Director Emergency Absence and/or Succession, and the Protocol for Executive Director Absence and/or Succession was approved with a committee. See new plan

SAM- social media champions of action. Each component has someone and we will work on being active.

COGPA:

Governor Murphy was sworn in. We were with him early and we will be remembered. Sheila Oliver, elected Lt Governor, also had our support years ago when she wasn't on the radar. We backed all the leadership who will be in power in 2018-19 on both sides of the aisle.

Transition memo sent to Murphy. Christie veto dental director 2x. Murphy's goal will be increase public health- so we have a good shot.

We have meetings set up with governor's councils.

BILLS BEING INTRODUCED (may/june)

*The Universal credentialing application Bill is being introduced. This will eliminate a barrier for many offices and require acceptance of a universal dentist application form for participation by dental plan carriers. This bill will streamline the process and improve access to care.

*Dental Director bill is being introduced. A Dental director will keep the public health dental needs of the public at the forefront to improve education and access to care. This is bipartisan.

*We will be opposing a bill that would add another dental assistant to the State Board of Dentistry.

BILLS TO WATCH

*The Prohibit the Rental & lease of networks piece now needs senate backing. As we try to prevent this there will be MORE transparency for our practices & for our patients without carriers switching without our knowledge.

*We are looking to include Legislation for oral health to be included in the classrooms in NJ. This curriculum will increase knowledge of the importance of dental care.

*We are working on a budget resolution for our state DDS program to be used for administration. This is critical to cure the bottleneck problem of getting the patients that need dental care to the dentists that are willing to volunteer their services. Need 150K to help with administrative purposes to coordinate dental care. Our responsibility will be to know how DDS will spend this money.

PUBLIC AFFAIRS

GRANT MONEY: We received approval for a 45K state government & public affairs grant from ADA. (SPA money) It is a 6 month funding. We submitted for 24 months and will need to reapply every 6 months for additional allocations. Money will be for hiring consultants. We want to increase our public affairs awareness for dentistry in our state.

RUN FOR CONGRESS: Member dentist Dr. Jeff Van Drew will be running for Congress. He has the support of ADA & NJDA. We are looking for 100 dentists to donate \$1000 for the MILLENIUM CLUB.

GKAS

Assemblywoman Carol Murphy & Assemblyman Tim Eustace introduced legislation designating the first Friday in February GIVE KIDS A SMILE day. We are the first state to recognize Feb as CDHM

State board- currently we won't endorse more than 2 terms. And not more than 1 full time RSDM. Note- 3 are from corporate dentistry world.

OPIOID TASK FORCE

We took a huge leadership role regarding Opioid usage in our state. We created a task force, created guidelines & consents for our members to use, and mandated CE for dentists. This was noticed by other states and in Trenton as NJ took the lead.

* We continue to build and foster relationships with other organizations. We have relationships with Drug Free NJ, NJ Medical Society, NJ Carpenter's Union, NJ Academy of Pediatric Medicine, United Way and others.

PAC- numbers are down over 20 %. If you are a leader please consider donating.

NEXT MEETING 4/18.

We are concerned that Dr. Rothstein's new position has optics that are potentially unethical and distasteful – concerns will be brought forth at the next meeting.

Committee on Special and Social Events (Dr. Matt Sones / Dr. Lauren Picciotto):

Attendance at last dinner meeting: 58

Sponsors: 11

Sponsors for upcoming April meeting:

Bank of America, Colgate,Dentsply, Local Gold (will not be present at meeting but is a dinner sponsor), Facial Imaging Mobile, Alpha Lab, Hiossen, Tomoro, Zimmer Biomet, Voco, Sunstar

The board elected to go into executive session.

The meeting was adjourned at 8:45p.m.

Respectfully, Sally Guerrasio DMD

MOCDS TRUSTEE MEETING MINUTES MAY 1, 2018

MOCDS MEETING MINUTES – May 1, 2018

Attendance: Doctors: S. Albin, C. Andricsak, R. Angowski, K. Banks, E. Boim, M. Friedman, M. Furlong, S. Guerrasio, R. Hersh, Robert Isaacson, Richard Isaacson, J. Jeffries-Bruno, C. LaFalce Matthew Sones, R. McTaggart, S. Ocharoen, M. Safari, D. Shah, T. Sirota, T. Sniscak, E. Velazquez, A. Seto

The meeting was called to order by Dr. Safari at 7:00 p.m.

Approval of the minutes from last meeting:

Motion was proposed to approve the minutes from the last meeting, April 3, 2018. Dr. Angowski first and Dr. Isaacson second the motion.

President's Report (Dr. Safari):

This is my last meeting as a president of MOCDS. I want to thank all the officers and trustees for their attendance and their help for the past year. I am very proud to be an active member of this component. It has been a humbling experience for me as president. Lots of on the job learning were involved with this position and it wouldn't have been an easy task if it wasn't for presence of our past presidents. I am looking forward to the meeting. Art Meisel and Jim Schulz are going to be at our meeting.

MOCDS board of trustees went to EXECUTIVE SESSION

Motion was made to go to EXECUTIVE SESSION, Dr. Velazquez first and Dr. Albin second the motion.

Vice President's Report (Dr. Sniscak):

Vice President's Report:

Our calendar is shaping up as follows:

10/9/2018 Alec Ganci, D.D.S. Will Digital Impressioning Help Your Practice?

11/13/18 Tom Viola, R.Ph. "Hurts So Good!"

Management of Acute Dental Pain and Appropriate Prescribing Practices

1/15/19 Arthur Meisel, Esq.

NJDA Officer's Presentation

3/12/19 Harold Cohen, D.D.S.

Immunology and Genetics - The Future of Medicine and Dentistry Diagnosis and Management

4/16/19 Frank Celenza, D.D.S.

Seeking Interdisciplinary Excellence

5/1 or 8 Legislator's Night

6/1 or 8 Dinner Dance

Treasurer's Report (Dr. Jeffries -Bruno):

All accounts are in good standing. I made deposits from Kadi Dental, DENTSPLY, Tomoro and NJDA

Council on Annual Session (Dr. Cathy Andricsak):

Each participant must register for each specific class they plan to take at the meeting. It is an all-inclusive event, but head counts for each class need to be recorded.

CE credits will be emailed upon completion of the meeting.

NJDA Trustee Report (Dr. Furlong):

Note: This is the Unofficial Report of Actions of the Board of Trustees. It does not constitute the official minutes of the Board, and may not be used as such. These minutes will be reviewed for final approval at the meeting of the Board of Trustees on June 13, 2018.

BOARD OF TRUSTEES

April 18, 2018, NJDA HEADQUARTERS, North Brunswick, NJ

The meeting of the Board of Trustees was called to order by Dr. Mark Vitale, President, at 9:38 a.m., on April 18, 2018 at the office of the Association.

INVOCATION

Dr. Luciano Ghisalberty, NJDA Secretary, gave the invocation at the Board meeting.

SALUTE TO THE FLAG

Dr. Mark Vitale led the Pledge of Allegiance at the Board meeting.

ROLL CALL:

Officers: Drs. Vitale, Rothstein, Rossi, Weiner, Ghisalberty, Chinoy, DiVincenzo and Nisselson.

Trustees: Drs. Chenman, Patil, Weddle for Krulewicz, Arace, Dauhajre, Kosztyu, De-Sciscio,

Furlong for Velazquez, Michaud, Lawyer, Burruezo, Handsman for Corry and G. Ghisalberty, student

Alternate Trustees: Drs. Schonberg, Furlong, Galvis, Clemente, Handsman replaced Matos and Anush Shah, student..

ADA Delegates: Drs. Chenman, Chinoy, DiVincenzo, Whitman, Galvis, Clemente,

Vitale and Rothstein.

ADA Alternate Delegates: Drs. Ghisalberty, Kahn and Riva.

Delegates:

Council/ Committee Chairs: Drs. Handsman, Goldstein, Arace and .

Guest: Hollie Stevenson, Dental Lifeline
Joel Leizer, Past President

Staff: Mr. Meisel, Dr. Monaco, Mrs. Barlow, Ms. Shook, Ms. Cor-tazzo

APPROVAL OF BOARD MINUTES

The Board unanimously APPROVED the revised minutes of the March 14, 2018 Board meeting as amended. You may now consider these minutes your official minutes.

NECROLOGY

There have been four (4) deaths recorded in the Office of the Association since the March 14, 2018 Board of Trustees meeting.

ATLANTIC-CAPE MAY

JOSEPH E. GIORDANO 004-04-2018

Practiced dentistry in Sea Isle City before his retirement in 1984.

ROBERT KARDON 12-15-2017

Practiced dentistry in Margate City for over 30 years before moving to Pennsylvania.

TRI-COUNTY

GLENN MOLNAR March 2018

Practiced in Tri-County Area before moving to Texas.

UNION

HERBERT PASKOW 11-13-2013

Practiced in the Elizabeth area and was a published author and consultant on sleep disorder. Several of his preventative devices have been patented. He was 95.

Drs. Giordano, Kardon, Molnar and Paskow were Retired Life members of the Association.

The Board observed a moment of silence.

REPORTS:

Executive Director

Mr. Arthur Meisel announced that we have a new staff member, Ms. Carolann Jones. She has accepted the position as Membership Outreach Services Manager and she will be here around noon so that she can meet everyone.

Mr. Meisel is representing 5 members in a lawsuit against Aetna regarding overpayment recovery. The parties filed cross-motions for summary judgment. It is expected that oral argument will occur on May 11th. In addition, an appeal was filed challenging the adoption of a regulation by the New Jersey Department of Banking and Insurance regarding the subject of overpayment recovery.

FINANCE

Dr. Mitch Weiner reported on the first quarter of 2018. Last year the financials were streamlined by Randi Shook, therefore, we have a basis for comparison between Q1 2017 and Q1 2018. The dues demographic is such that the full paying members are moving into active life at 3/4 dues and then into retired life at no dues. There has been a 2.7% increase in the retired life category which is three quarter dues to 0 dues and adds up to 77 members and approximately \$37,000.00 shortfall. The dues increase this year was necessary to offset these demographic trends while maintaining strong member services. He feels very optimistic for our 2018 budgetary estimates based on the first quarter membership and financial report.

Dr. Weiner also pointed out that EBA revenue is going to drop due to decreased revenue from Bank of America royalties in particular. Other expense categories under Governmental Affairs will increase, however, these added expenses are offset through a 'SPA' grant NJDA received from ADA thanks to the initiative of Dr. Frank Graham and Director of Governmental and Public Affairs Jim Schulz.

MEMBERSHIP

Dr. Brett Handsman reported that this has been a challenging year, especially with a vacant Membership Director position for the vast majority of the year. He thanked AnnMarie Varga for all she has done. At the end of 2017, NJDA total membership was 4,358; a 3% decrease from 2016. Of that total number, 2,914 were active, 505 active life, 96 retired and 843 retired life.

The focus of the Council will continue to be retention of existing members in addition to recruitment of new ones and efforts are on going to solidify our membership through component-driven calling campaigns. Additionally, understanding that the new dentists are our future and the long-term sustainability of our organization relies heavily on this segment of our membership, the Council on Membership and the New Dentist Committee have "joined forces" to work collaboratively and have had joint meetings over the past few months -- we believe this is an important step.

The overall membership numbers are down 7.8% compared to the same time last year; however there is an ongoing effort to reach our members that haven't yet renewed. At

MOCDS TRUSTEE MEETING MINUTES MAY 1, 2018

the last Council meeting in mid-March, non-renew lists were distributed to component representatives for us to reach out to these members. From March to April, we had a 22% increase in renewals. Most components range between 20-25% increase in renewals; leading are Central at 31% and Passaic at 26%. Lagging behind are: Mercer – 14%, Monmouth-Ocean – 14%, Union – 11% and Southern – 6%. In 2018 so far, there are 27% fewer non-renews compared to the same time last year, so we are hopefully moving in the right direction. Of note is that there has been a 2.7% increase in retired members (who become non-dues paying members). Dr. Handsman asked that NJDA Trustees, component officers & executive board members, and anyone within the components who is willing to do so should help with these calls to reduce the burden on their Membership Council rep and attempt to retain as many members as possible.

DEVELOPMENT

Dr. Vitale reported that there was a breakdown in communication within the components regarding the EBA sponsorship with Bank of America. Dr. Monaco or Jim Schulz will go to any component and speak. The component must fill out the forms to be paid the \$1,000. Apparently, Dr. Monaco did speak at one of the components but the forms were not filled out so they did not receive the \$1,000. It is important that the components are aware of this as we would like more components to take advantage of either Joan or Jim going to the component to speak.

Continuing Education

Dr. Diane Galvis reported that since the last board meeting the CE committee has had one conference call and a regular meeting. Plans for the speaker line-ups were made for Resource Day 2018 and the 2019 Annual Session. We are now ready to proceed with securing Speaker Agreements for the 2019 Annual Session. Early discussion has also begun for the 2020 Annual Session. The committee is in the process of establishing operating procedures and has begun editing the existing Speaker Agreement Form.

ANNUAL SESSION

Dr. Renee Arace thanked Dr. Mark Vitale for his service and guidance through his term as President. This is an enterprising year for Annual Session 2018, with a new conference format, new meeting strategies and concepts. Exhibit booth space is sold out and sponsorship revenue is strong. Registrants are comparable to prior years. Dr. Arace urged the trustees and delegates to support and participate in these programs. The plans for conference 2019 and 2020 are moving forward. Dr. Arace is looking forward to seeing everyone at Annual Session.

DENTAL BENEFITS

In the absence of Dr. Edward Tirpack, Dr. Joan Monaco reported that the language has been changed in an overpayment recovery letter response that was sent to us from Aetna and MetLife. Policy dictates that three letters will be sent out and after the third, funds will be withheld from the next bulk check. If you are par, they can do this by virtue of the participating dentist contract, if you do not participate, they should not be withholding funds from the dentist. It appears that they are listening to us; and this change in language is in response to Art Meiself's correspondence to carriers on behalf of our members.

UCC is recruiting dentists (invitation only). The United Concordia plan is by invitation only. It is an Elite Plus Plan. It seems generous and is being offered in the South Jersey and Middlesex area.; i.e. the old Delta Premier Plan.

PEER REVIEW

Last year, the Peer Review Council asked to be notified earlier of the Annual Workshop meeting date to "save the date". A notice will be sent out in April. We have been juggling dates as October is a highly busy meeting month. Originally we scheduled October 3rd, however,

Resource Day needed to schedule its meeting on that date due to venue availability. The date will be either October 24th or 31st; a notice will go out this week. Those on Peer Review have to renew their training every three years and you need to be 5 years out in practice.

Dr. Goldstein reported that there were 52 total cases last year and to date this year, there are 5. He stated that the Peer Review meeting date will be sent out shortly. He reported that 43-46% of non-members use Peer Review. Last year the number was 44 and in 2016 it was 42.

GOVERNMENTAL AND PUBLIC AFFAIRS

Dr. Tom Rossi presented Dr. Elisa Velazquez's report as she was in Washington. Dr. Velazquez expressed her gratitude in being able to continue to serve as the Chair for the Council on Governmental and Public Affairs. She reminded the Board that we represent dentists, not a particular party. We had a successful year. She further reminded the Board that we backed all leadership on both sides of the aisle who will be in power in 2018-2019. A detailed memorandum was given to the Murphy transition team and we keyed in on oral health needs and our goals.

Dr. Jeff Van Drew will be running for Congress, the first dentist in the history of the U.S. to run as a Democrat. We are looking for 100 dentists to donate \$1,000.00 for the Millennium Club; he will be our dental champion at Annual Session on May 19th.

The following are issues we have been focusing on.

We had a huge win on the Surgical Suite Bill. We were removed from the bill which would have imposed excess regulations on dental offices similar to surgicenters. This saved our members excess fees approximating \$5,000.

The Universal credentialing application Bill is being introduced. This will eliminate a barrier for many offices and require acceptance of a universal dentist application form for participation by dental plan carriers. This bill will streamline the process and improve access to care. Also a long awaited Dental Director bill is being introduced which will keep the dental needs of the public at the forefront. We will be opposing a bill that would add another dental assistant to the State Board of Dentistry.

The Bills to watch are: to prohibit the rental and lease of network piece of carriers switching without our knowledge; to include Legislation for oral health to be included in the classrooms in NJ to increase the importance of dental care and we are working on a budget resolution for our state DDS program.

NJDA has taken on a huge leadership role regarding Opioid usage in New Jersey. We were the first health professional group in NJ to do so and one of the first state dental organizations to be proactive. The ADA has recently created guidelines as well. We continue to build and foster relationships with other organizations. We have relationships with Drug Free NJ, NJ Medical Society, NJ Carpenter's Union, NJ Academy of Pediatric medicine, United Way and others.

Assemblywoman Carol Murphy and Assemblyman Tim Eustace introduced legislation designating the first Friday in February GIVE KIDS A SMILE DAY. We are the first state to recognize February as CDHM.

NJDA members and student trustees lobbied in DC for ADA lobby day. Some of the main issues were HR1606 DOC Access Act regarding non covered services for federal plans, repeal McCarran-Ferguson to promote an increase in competition and decrease prices while increasing choices for patients, action for dental health act to allow organizations to qualify for oral health grants and increase outreach programs, student loan programs for student debt and opioid epidemic response from ADA.

The next meeting is scheduled for May 9 at NJDA headquarters.

The Paid Sick Leave bill passed. This applies if the employee works a 40 hours week. It will be activated 180 days after being signed.

NEW DENTIST COMMITTEE

In the absence of Dr. Tom Sniscak, Chairman of the Committee on New Dentists, Dr. Brett Handsman reported that its next event is scheduled for April 26th from 7:00 pm to 9:00 pm at the Fox and the Hound in Edison. Please register if you have not.

Dr. Handsman urged all New Dentists to take advantage of the New Dentist Track Package at annual session; it's a good opportunity for new dentists.

The Champions of Actions are set and thanks to Samantha Bove very well organized on social media. Information has gone out to every component on who the individuals are and everyone should be sharing information with their components whether it is through social media or not. In one component, a young dentist worked on the facebook page. Dr. Handsman addressed the Trustees stating that they need to make sure everyone in their component knows what we are doing. The word is COMMUNICATE

PRESIDENT'S REPORT

Dr. Mark Vitale reported that he just recently returned from the Washington DC Lobby Day with NJDA leadership and six students. They were very engaged and well received by our leaders in D.C. The ADA did a great job by combining the ADA Lobby Day with the ASDA Lobby Day. While he was there, he had dinner with the California constituent. Everyone was separated from their own constituent to talk about issues in their own state with other states. Dr. Vitale feels that we are so much stronger and better than other States in Advocacy and Programming. He recently addressed the foreign trained dentists at the dental school. They were young dentists who were very informed and engaged.

Dr. Vitale thanked everyone for the opportunity to serve as President. Dr. Vitale thanked Dr. Kahn and the other past president's that were present for their encouragement to go up the chairs and become President.

Dr. Mark Vitale updated the Board on the renovation. We have proposals from 1 of the 3 contractors. The other two contractors wanted more details in the drawings. There will be a meeting with the architect today after the board meeting to finalize the details of the project with the hopes of having three completed bids by June.

To date we have heard nothing regarding the Carpenter's Fund.

OLD BUSINESS

Dr. Mitch Weiner reported that he attended the AMT Board meeting and they are still happy with NJDA's enrollment numbers. He was concerned with AMT as they signed up with NJBIA, a very large association, after signing with NJDA and feared it would affect the timely service we receive. This has not been the case and AMT staff have been working long hours to make sure both associations members were assured top notch customer service. The members of the AMT sub trust (Drs. Weiner, Corry and Dill) along

MOCDS TRUSTEE MEETING MINUTES MAY 1, 2018

with Art Meisel, receive monthly NJDA member enrollment updates from AMT. New federal legislation, if it goes through, will allow them to solicit across state lines within their geographic region. AMT is moving to position themselves to stay competitive in the marketplace should this legislation become law. Now that we have partnered with AMT to offer health benefit plans to our member dentists, there will be times when legislation proposed will be helpful to our insurance premiums but harmful to our businesses as dental practitioners, and vice versa. Jim Schulz is on top of these potential scenarios and will seek the guidance and feedback of COGPA on any such conflicts. May 2nd is the next scheduled AMT board meeting.

Dr. Alan Rothstein reported that last year the 4th District was going to put forth a resolution concerning credit card reimbursements for charges. This was withdrawn due to Dr. Jeff Cole's candidacy for ADA President-Elect. He followed up and spoke to the ADA Treasurer who stated that the ADA is looking into the best way to ensure that the State Component Societies will get reimbursed in full for the credit card processing fees associated with ADA dues. They are looking into other vendors as well as the possibility of offering EFT which would bring costs down considerably as well. They are also looking into the possibility of collecting net dues rather than gross dues so that the States don't have to send full dues and wait for reimbursement from ADA. Dr. Lemmo has asked if NJDA would be willing to beta test any program that might be considered and I assured him we would. We should know more in a couple of months.

Art Meisel discussed the Billboard contract with Walter Chinoy and Richard Schonberg and presented an update to the Board.

Mr. Meisel conferred with Drs. Teresa Michaud and Richard Kahn to discuss the Journal. Originally the meeting was scheduled on April 12th but was rescheduled this Monday, April 16th. The printing company that we were interested in can only print, they do not sell advertising. A 32 page Journal would cost between \$4,000 - \$4,200. per issue; for a 36 page Journal, it would be under \$5,000. and a 40 page Journal would cost approximately \$5,200. The cost would be around \$20,000 a year. We do not have staff to do this. There are charges for advertising, postage, \$500, an issue and \$2,000 a year. If we outsource, it is estimated that it would cost, at least, \$60,000 to put out the Journal

Self-assessment of the BOT & ADA comments will be discussed in Executive Session.

NEW BUSINESS

SPA Grant is a State Public Affairs Grant put out by the ADA. Jim Schulz submitted an application for the grant after being informed by Dr. Frank Graham of its availability. It is a two year grant in 6 month cycles: \$45,000 for 60 months. \$22,500 received, deposited between four other organizations: AMG – specialist lobbying executive grant; Public Strategies – connect us with legislative leaders; JRS – media organization; and Positive Solutions – create education programs that we can take out to the public.

Dr. Chet Patil (BC) reported that Dr. Frank Graham's campaign for ADA 2nd V.P. will cost approximately \$20,000. They are asking \$7,000.00 for his campaign. Dr. Mark Vitale is Dr. Graham's campaign manager, therefore, Dr. Vitale will recuse himself and Dr. Alan Rothstein will preside over the Board meeting. Dr. Frank Graham is highly regarded as the most honest among the ADA Trustees. It is felt that the 2nd V.P. is the House voice on Board. They will be asking an additional \$1,000. from the components also. A motion was made, seconded and ADOPTED by the Board (Vote #1 BT-18-4-11) to support Frank Graham in the amount of \$7,000. toward his campaign as ADA 2nd V.P. Dr. Vitale abstained.

Dr. Vitale took back the chair.

GUEST(s)

Ms. Hollie Steveson, JD, Vice President Affiliate & Governmental Relations, Dental Lifeline Network

Ms. Stevenson gave a presentation on the Dental Lifeline Network, a national humanitarian organization that aids the elderly, disabled and medically compromised. They started in 1975 and in 1976 they started in New Jersey. Donated Dental Service (DDS) began nationally in 1985 and in New Jersey in 1988. They are associated with a lot of national organizations and do receive funding from these organizations. The DDS program is a volunteer program. The dentist can review the patient and decide whether or not he/she wishes to take on that patient. Shanda Bell reviews all the patients to see if they fit the criteria and works with the volunteer dentists. Forty-four million dollars has been given to patients over the years. State funding was stopped in 2014. As a result we were cut from serving 432 patients to 283. We are looking for state funding in the amount of \$170,000 which would allow them to go back to 80 hours a week. They are working on a new marketing campaign and are investing in social media. There is legislation to get \$175,000 a year in HSH funding and she asked NJDA to support the state funding.

GOODS AND WELFARE

Dr. Mark Vitale announced that three individuals will be leaving the Board after today. Although Dr. Joseph Krulewicz was not present today, Dr. Vitale thanked him for his 17 year commitment as Trustee to the Central component and his dedication to the dental profession and welcomed Dr. Michelle Weddle as Central's new Trustee for the upcoming year. Dr. Peter DeSciscio is moving from Trustee for Middlesex to NJDA Secretary. Thank you and congratulations. He congratulated Giancarlo Ghisalberti upon his upcoming graduation. He will be Dr. Giancarlo Ghisalberti in 2 weeks. He has been our go-to guy and has been very helpful with all the students. He thanked both Anush Shah and Christina McArdle for their help this year and NJDA will be looking forward to working with them next year. Dr.

Vitale thanked Dr.

Giorgio DiVincenzo, immediate past president, for his dedication, passion, friendship and all his hard work. He wished him the best with ADPAC.

Dr. Giorgio DiVincenzo thanked the Board. He felt that it was a very rewarding experience in life, it furthered his communication skills and taught him humility. It is a huge commitment which requires a lot of energy. If we want this organization to grow, we need to reach out and work with the young dentists. God Bless you and thank you.

EXECUTIVE SESSION

The Board went into Executive Session.

ADJOURNMENT

There being no further business, the meeting was adjourned at 11:35 a.m.

Respectfully submitted,
Luciano Ghisalbert, DMD
Secretary 4/18/18

Old Business:

1. Potential investment options for money in MOCDS accounts
 - a. Dr. Albin is looking into the matter
2. Delta reimbursement / acceptance issues
3. Potential dental point of contact for capturing new member
4. Doctors that are not members (bring a guest) and do not pay their dinner meeting fees.
 - a. WE WILL FLAG THIS PERSON AND ASK THEM TO PAY

New Business:

1. Non-renew list was distributed to the members of the Board of Trustees and they were asked to reach out to those that they know.
2. Approved \$2500 towards Dr. Robert McTaggart's proposal for new member recruitment and retention.
 - a. Dr. Jeffries motioned and Dr. Sally Guerrasio seconded. A unanimous vote was recorded
 - b. Dr. McTaggart will draft a proposal regarding this initiative and Dr. Elisa Velasquez will present it at the next ADA meeting in order to receive funds toward this new program
3. Proposed an electronic survey (Constant Contact) to determine the issues that our members have with Insurance companies in order to better synthesize our groups concerns prior to speaking with Dr. Joan Monaco
4. Trustees are concerned with the fact that officers of the NJDA hold paid positions with insurance companies. There is an optics and potential conflict of interest that require further investigation.
 - a. Dr. Rick Isaacson motioned to table the issue until after the current presidency.
 - b. Dr. Boim seconded the motion

Committee on Communications (Drs. Friedman, Velazquez):

The June issue of the MOCDS newsletter will include photos from the President's Dinner Dance and the Minutes from the April and May Trustees Meetings. It will also have the schedule of meetings for the 2018 calendar.

Committee on Necrology (Dr. Robert Isaacson):

Dr. William Skvarla of Whiting, NJ passed away on March 1, 2018.
D. Lonnie Zaslow of Holmdel, NJ passed away in April of 2018.
Dr. Joseph Sanker of Sea Pines, NJ passed away on April 4, 2018.

The meeting was adjourned at 9:30p.m.

Respectfully, Sally Guerrasio DMD

Joseph "Joe" Sanker

passed away on April 4, 2018. He was born on May 6, 1932 in Jersey City, NJ. Joe attended Rutgers University, then went on to Washington University, St. Louis and New York University School of Dentistry. He practiced in his native New Jersey for 40 years as well as teaching at NYU and NJ Dental Schools' prosthodontic departments. Prior to starting his dental practice, he served as a Captain in the US Army Paratrooper Division at Fort Bragg, NC. After retiring, he continued in dentistry with his wife, Eve, at remote Native American reservations as part of the US Department of Health & Human Services. He was also a certified first responder for the National Guard and for many years provided dental care for the troops prior to their deployment. In Hilton Head he provided dental care for underserved members of the community at Volunteers in Medicine for over 15 years.

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Wednesday, September 26, 2018 – *Dr. Terry Donovan*
“PRACTICE PEARLS FOR CLINICAL USE: A DAY WITH TERRY DONOVAN”
JSUMC John K. Lloyd Amphitheater, Neptune, NJ

Wednesday, October 10, 2018 – *Dr. Uche Odiatu*
“FIFTY SHADES OF INFLAMMATION: THE MOUTH – BODY – MIND CONNECTION AND PHYSICAL WELL BEING”
Jumping Brook Country Club, Neptune, NJ

Wednesday, November 14, 2018 – *Dr. Glenn DuPont*
“SOLVING THE MOST DIFFICULT CASES: A STEP BY STEP PROCESS TO ACHIEVE PREDICTABLE DENTISTRY THAT LASTS”
JSUMC John K. Lloyd Amphitheater, Neptune, NJ

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, N.J.

Wednesday, February 6, 2019 – *Dr. John Kanca*
“WORLD CLASS ADHESIVE DENTISTRY”
JSUMC John K. Lloyd Amphitheater, Neptune, N.J.

Wednesday, March 13, 2019 – *Dr. Paul Fugazzotto*
“COMPREHENSIVE PATIENT CARE: THE FUTURE IS NOW”
Jumping Brook Country Club, Neptune, N.J.

FRIDAY, April 26, 2019 – *Dr. David Garber*
“REAL WORLD” DENTISTRY 2019: OPTIONS, LIMITATIONS, SOLUTIONS
JSUMC John K. Lloyd Amphitheater, Neptune, N.J.

Wednesday, May 8, 2019 – *Dr. Mark Hyman*
“A DAY IN THE LIFE OF A TOP GUN DENTAL TEAM”
Jumping Brook Country Club, Neptune, N.J.

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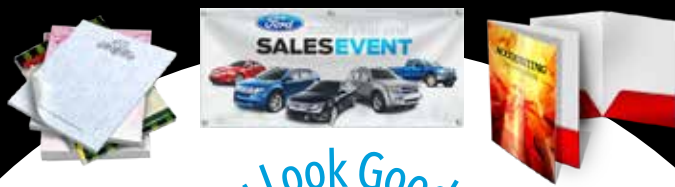
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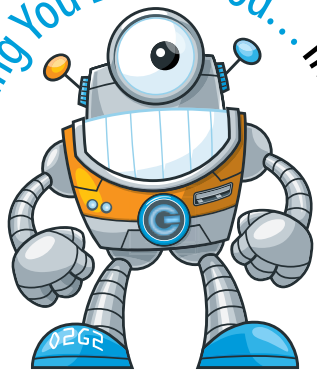
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Call now and reserve a 1 hour time slot mid-day, call us with two dates to choose from ASAP as days and times are limited!

Visit asteto.com (scroll to the lower right for our event calendar) Asteto Dent Labs 2075 Millburn Ave Maplewood, NJ 07040

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“We were honored to join the Monmouth-Ocean Dental Society for their Legislator’s Night event this evening. It is vital that the medical professionals of our great state know that they are represented in our government, and that they can count on us to support them in providing aid to the poor and underserved populations of our community.” Assembly Member Eric Houghtaling at the MOCDS Legislators Night on May 2nd



Dr. Safari with meeting speaker Dr. Nicolas Elian



Dr. Simmons, Dr. Safari and Monmouth Medical Center residents



Jim Schultz, Dr. Friedman & Eric Houghtaling