

From the President

It is a tremendous honor to lead this esteemed organization and I would like to thank the membership for placing your trust in me.

Our organization is at a crossroads. We saw M-OCDS membership dip below 50% market share in the past year, which was very troubling for me as it was the first time that's happened. And

though we quickly salvaged it from that threshold, my main objective this year must be Membership Retention and Recruitment, because without a healthy supply of members, our organization cannot carry out its mission.

How are we going to do this? In May, at the House of Delegates, ADA President-Elect Dr. Jeff Cole summarized the ADA strategy with a quote by Mark Twain, "Go out on a limb, because that's where the fruit is."

I believe that we need to try some new things to adapt to the changing landscape in this profession. I want to build on our successes and make them more relevant to the needs of new and experienced dentists alike.

First, our core interaction with our members happens at the monthly dinner meetings. We have a dynamite CE line-up with a few headliners this year (all without a dues increase!), and I hope that draws some new faces into the crowd.

Feel free to invite a non-member colleague to a meeting or check-in with your referring doctors who you haven't seen in a while to see where they've been. Find out what the barriers are to their attendance and share them with me. Retention of existing members is half of our battle.

Our social media presence has gone from nonexistent to 91 followers on Facebook, about 20% of the active membership, not to mention our growing Instagram page. We need your help to continue to grow here to engage our members even when they cannot attend an event. Take out your phone now to add us on Facebook (@) MOCDentalSociety) and Instagram (#mocds).

In closing, my job as President is to be accountable to each trustee, committee chair, and member-at-large to make sure that you have the resources that you need to carry out our mission. I look forward to a year of friendship and prosperity.

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



SEPTEMBER 2018

MING

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

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

GENERAL MEMBERSHIP DINNER MEETING Tuesday, November 13, 2018 6:00 PM "Hurts So Good! Management of Acute Dental Pain and Appropriate Prescribing Practices' *Tom Viola, R.Ph. Free* Dinner for MOCDS members & earn 2 CE credits! Riverview Pavilion, Belmar 6:00 PM

JERSEY SHORE UNIVERSITY MEDICAL CENTER Wednesday, November 14, 2018 "Solving the Most Difficult Cases: A Step by Step Process to Achieve Predictable Dentistry That Lasts" Dr. Glenn DuPont JSUMC John K. Lloyd Amphitheater, Neptune For more information call Eileen Becker at (732) 869-5734

> NJDA HOUSE OF DELEGATES MEETING Wednesday November 14, 2018 10 AM Pines Manor, Edison

<u>Monmouth Medical Center RWJ Barnabas Health</u>

Sam Elbaum Dental Education Program

Co-Sponsored with the Monmouth-Ocean County Dental Society

2018-2019 DENTAL EDUCATION SERIES

Jumping Brook – 210 Jumping Brook Road, Neptune

<u>Continuing Education</u> <u>Wednesday – October 3, 2018</u> PERIODONTICS FOR THE GENERAL DENTIST – Speaker: Dr. Robert Tripke

> <u>Wednesday – October 24, 2018</u> PEARLS OF DENTISTRY – *Speaker: Dr. Joshua Austin*

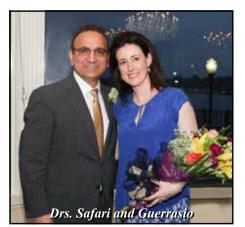
<u>Wednesday – November 28, 2018</u> EMERGENCY MEDICINE IN THE DENTAL OFFICE – *Speaker: Dr. Daniel Pompa*

> <u>Wednesday – April 17, 2019</u> DIAGNOSIS AND PHOTOGRAPHY – Speaker: Dr. Carl Steinberg

<u>Wednesday – May 22, 2019</u> THE VERY LATEST ("NOT KNOWN AS OF THIS MONTH") IN DENTAL IMPLANTS Speaker: Dr. Paul Goodman

<u>Fee</u>: \$400 for the package of 4 or 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)



Academy

of General Dentistry "

Program Approval for

PACE





Dr. McTaggart receives the Distinguished Service Award



MOCDS TRUSTEE MEETING MINUTES August 7, 2018

M-OCDS MEETING MINUTES August 7, 2018 (Organizational Meeting)

Attendance: Doctors: R. Angowski, E. Boim, J. Feeney, M. Friedman, R. Hersh, Robert Isaacson, Richard Isaacson, J. Jeffries-Bruno, J. Kukucka, C. LaFalce, A. Seto, J. Soliman, T. Sniscak, E. Velazquez

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

Approval of the minutes from last meeting:

Motion was proposed to approve the minutes from the last meeting, May 1, 2018. Dr. R. Isaacson first and Dr. R. Angowski second the motion.

President's Report (Dr. Sniscak):

First and foremost, thank you to the Board of Trustees for the vote of confidence to lead this esteemed organization for the 2018-19 year. It is an honor.

I am proud to report that we have 28 Trustees and I would like to recognize those starting their first full year term: Dr. Ariane Seto, Dr. John Solimon, and Dr. Daniel Winston. Thank you for sacrificing your time to serve as leaders in organized dentistry.

My primary objective this year is to reverse the membership trends that we have seen in the last few years. That means both membership recruitment and retention. Last year when we briefly dipped below 50% market share, alarm bells went off. Through the efforts of the Membership Committee lead by Dr. McTaggart, we are making a comeback. In our component, (as of August 1) 37 non-renews, 3rd quarter 2017- 47 total. These are officially non-members now. Five have joined at half year for 2018. Membership numbers(active) 450, 3rd quarter 2017-454

Let's continue to welcome new members, particularly our residents. Mentorship can be formal or informal. To enhance member engagement, this year we are going to debut a new event on our calendar. This Social Networking Event is open to all members, with the specific goal of welcoming anyone who joined the Society in the last year. Meeting existing members in a casual (and fun) atmosphere will hopefully build professional and personal bonds that I believe can be the tipping point when it comes to maintaining membership.

The event will take place at the Asbury Biergarten & Festhalle on Friday, September 21, 2018, from 5 to 8 p.m. I am hoping to bring in new faces by having this event on a weekend night and allowing members to bring a guest. Guests will be \$25; members less than one year will get to bring a guest for no charge (to encourage their attendance). A section of the rooftop deck has been reserved with our own waitstaff, bartender and food cart. It's the perfect place to spend an evening with friends or stop by for a cocktail on your way to dinner in Asbury with your significant other.

The event is anticipated to cost between two and three thousand dollars depending on attendance. We negotiated a special rate from the Biergarten of \$19 pp plus a running bar tab. We have budgeted \$2000 and I have procured an additional \$1200 from Seth Arndt of Tomoro to be our exclusive sponsor. I felt having several sponsors would take away from the member-to-member interaction.

Marketing director of Biergarten is doing a postcard mailer for us at no charge. We will use this as the invite.

On that subject, Dr. Sones has been doing a tremendous job procuring sponsors over the last few years. This year he has had some regulars back out. We could use up to 5 more. Please have any interested vendors email him directly.

Since Dr. Sones' email went out we have received 3 more sponsors.

All Dinner Meeting CE credits have been approved by the State Board.

Update on November 9 Dinner Meeting: Dr. Viola will be speaking on opioids. NJDA also booked him for their Oct. 3 Resource Day. They didn't tell him the topic and advertised it without Dr. Viola's approval. Turns out it is the same topic as our Nov. dinner meeting. Dr. Sniscak does not feel it will be a conflict or detract from our dinner meeting attendance. We will work with the NJDA to promote both programs together. We feel it will be different audiences at each of the events. Ours is free to members. There is a fee to attend Resource Day.

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):

Getting ready and organized with dates for next year. Starting to look at topics. Dr. Jeffries-Bruno was contacted by someone about doing a free course about HPV and relationship to oral cancer. Preventing HPV with vaccines. The trustees feel this is a good topic for dinner meeting C.E.

Treasurer's Report (Dr. Guerrasio): Report given by Dr. Jeffries-Bruno All accounts in good standing.

Secretary's Report (Dr. LaFalce): Welcome new trustees. Please add contact info to sign in sheet and I will update it for next meeting.

NJDA Trustee Report (Dr. Velazquez): No report

M-OCDS News

MOCDS TRUSTEE MEETING MINUTES August 7, 2018

ADA Delegate (Dr. Hersh):

ADA meeting in Oct in Hawaii fun trip. Many people may decide to add on to the trip.

Old Business: NONE

New Business:

Dr. Feeney wants to know our opinions on possible requirement to have a mandatory general practice residency in order to get a license. One problem: not enough positions.

Also, the hospital may potentially be liable as one of your educators if you are ever sued.

IF you are sued and you haven't done a GPR, attorney can then potentially ask you "Dr have you ever completed a residency"?

Council on Dental Benefits (Dr. Sirota):

We are looking for a new chairperson. Dr. Sirota would like to step down. As per Dr Kukucka it is a good council to be on. You learn a lot about insurance. The council corrects insurance problems. They get assembly men and women involved and explain to them how dental insurance works. Any member who has an insurance complaint can bring it up to the council and Joan Monaco will help you. This may be a good position for a newer trustee. Meetings are usually on Wed. mornings about 4 times a year. You also get to meet the employees at NJDA.

Council on Governmental & Public Affairs (Dr. Velasquez):

Dr Velazquez asked trustees how they would like her to proceed for the next BOT meeting at NJDA after the circulation of all the emails over the early part of the summer. Trustees decided that a survey of members may be useful of varying grievances to be used by Dr Monaco & the Council on Dental Benefits.

The council of Governmental & Public Affairs has been working on a few items. The Credentialing Bill passed the senate & is waiting for action in the Fall. The Lease Bill is out of both committees and we do have support and Delta on our side. Some insurance groups have mounted opposition. Jim, Joan & Art will be meeting in the Fall to address their concerns and continue to fight for this bill. If this goes thru, we may be FIRST in the nation. We have been approved for additional money (37K) for the SPA grant to be used for Governmental & Public Affairs. More information will be had when the summer is over.

Committee on Necrology (Dr. Bob Isaacson):

- D. Walter Cohen, 91 on June 29, 2018
- Dr. Patricia Ahlert Fitzgerald, 83 Holmdel on May 23, 2018
- Dr. Allan Gartenburg, 78 Brick on June 24, 2018
- Dr. Anthony LaForgia, 100 Tinton Falls on June 12, 2018
- Dr. Raymond Salani, 86 Oakhurst June 2018
- Dr. Ludwig A. Brall, 91 Ocean Grove May 15, 2018
- Dr. Arthur Yeager, Bradley Beach

NJ Dental Lifeline Network (formerly Donated Dental Services) (Dr. Feeney): For the fiscal year July 1, 2017-Apr 30, 2018:

Money received \$36,772 of that \$34,440 are foundation grants and

\$2,232 are personal contributions.

No governmental support for this organization in our state as opposed to smaller, less active state DLN programs who enjoy large government monies.

Expenses: \$77,762 despite decrease in salaried hours of their administration.

244 patients have completed treatment resulting in a total value of \$569,114 which is an average of \$4,111 of donated services per patient.

Since inception in 1988 a total value of donated treatment is \$24,127,894 representing 8,959 NJ citizens.

Presently there are 601 NJ volunteer dentists involved plus 108 orthodontists.

M-OCDS has 73 of the 709.

Currently NJDLN is running in a projected \$40K deficit due to increase in administrative costs, a decrease in charitable/ corporate support and a unique absence of governmental fiscal assistance. This resulted in national DLN supplementing \$34,736 for 2016-17. For 2017-18 an amount exceeding this is predicted. All the while the NJDLN has operated on a bare bones budget producing \$11 of dentistry for every \$1 spent administratively. This is not a long term business plan of operation. National is strained to continue the generous financing.

and can no longer fund the NJDLN. Therefore, each component will be asked to donate funds to help support the NJDLN and keep it viable. These donated funds will be used

for administrative costs to help anchor the organization and its future. It will cease to exist if needed funding isn't received.

Efforts are under way to petition the NJ governmental powers that be to request needed funding. Thank you Mr. James Schultz.

Please consider being the inaugural component to donate funds

Motion made by Dr. John Kukucka: For M-OCDS to donate \$999 to NJ Dental Lifeline Network.

2nd by: Dr. Elisa Velasquez

Motion passed by majority vote. 12 in favor, 1 opposed.

The meeting was adjourned at 8:30 p.m.

Respectfully submitted, Carmela LaFalce, D.M.D. Secretary

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Learn from Care Credit on how to present & construct info and questions to patients to fully utilize the patient finanacing options so they can proceed with your cases presented; how to better utilize the low fees offers for dentists.

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BioActive Materials:

Janice Piekosi of Pulpdent goes over the various composite/bonding ststems 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 Sterizalization 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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TWO OPPORTUNITIES TO SEE TOM VIOLA IN MONMOUTH-OCEAN COUNTY!

Hurts So Good! - Managing Acute Dental Pain, Opioid Analgesics and Their Impact on the Dental Community (2 CEUS)



FOR THE TEAM:



Resource Day

Send your team to NJDA's Resource Day in October Only \$95 per person for up to 8 CEUs and a choice of 12 courses.

Date: Wednesday, October 3, 2018 Time: 1:00-3:00PM Location: Sheraton Eatontown Hotel

Visit www.njda.org for more information

FOR THE DENTIST:



M-OCDS Component Meeting

Attend your November component meeting. This course is included with your dues!

Date: Tuesday, November 13, 2018 Time: 6:30PM Location: Riverview Pavilion

Visit www.m-ocds.org for more information

Course Description

Management of acute dental pain is accomplished through a clinical approach that successfully incorporates opioid and non-opioid analgesics. However, this normally occurs outside the dental office, away from our immediate supervision and we are often faced with the difficult task of managing patient pain while also avoiding adverse outcomes for both our patients and our communities. Thus, it is critical for clinicians to accurately identify the need for pain control, individualize patient care and assess the efficacy of the analgesic agents to be administered. This program will provide an overview of the effective management of acute dental pain. Using case scenarios, special emphasis will be given to appropriate utilization of opioid analgesics and their impact on the dental community.

M-OCDS News

Dr. Patricia Ahlert Fitzgerald, 83, a longtime Holmdel resident and owner of Bayshore Cosmetic Dentistry, passed away at home on May 23, 2018. She was born in the Bronx, NY to Charles R. and Theresa Ellen (Williams) Ahlert. Dr. Ahlert earned her Bachelor of Science degree from CCNY, Class of 1956 and went on to New York University Dental School



where she was the valedictorian of the graduating Class of 1960. She also became the first certified woman cosmetic dentist in New Jersey in 1980. Dr. Ahlert enjoyed flying with her first husband, Pete, so in 1964 she added a single engine pilot license to her list of accomplishments. In addition, Dr. Ahlert was the NJ Women's Chess Champion in the in 1980's. Dr. Ahlert practiced dentistry in Holmdel from 1962-1995 and was a member of the NJDA & MOCDS. She was predeceased by her parents, her brothers, Joseph and Donald Ahlert, her first husband, Claude Peter Regan in 1979 and in 2009 by her second husband, Dr. Herbert Clark Fitzgerald. Dr. Ahlert is survived by her children; Dr. Timothy P. Regan and wife Colleen of Lincroft, Dr. Claudia J. Regan and husband Ivan Pinhas of Colts Neck. **Dr. Raymond J. Salani,** 86, of Oakhurst, passed away at peace in the loving arms of his wife. He was born in 1932 in the Bronx to the late Guido and Nella (nee Raffaella) Salani. Raymond grew up in New York, where he met the love of his life at the age of 13. He was a brilliant man and graduated #1 in his



class at CCNY and also #1 in his class when he graduated from dental school, all while raising his first two children. He was a member of the NJDA & MOCDS. Raymond had many hobbies, he was Mr. Fix it, he loved to work on cars and around the house, building his own 20x40 swimming pool, and even after retirement, never sat around idle. Raymond went back to school upon retirement and received his Mortgage Broker's license. He was a parishioner at St. Leo's in Lincroft for 40 years while residing there. Raymond was a father figure to more people than just his children, he served as a little league coach for many years. Most of all, Raymond loved his family.



NJDA Today Programs and Updates for the Week of August 13, 2018

FREE Webinar for NJDA Members



PROTECTING YOUR ONLINE PRESENCE AND REPUTATION Thursday, August 16, 2018 | 1:00 pm CST

REGISTER NOW



How to do you code treatment of a Perio Abscess? http://www.njda.org/news

ADA Tools: In-Office Dental Plans

For a growing practice that does not participate in a commercial dental plan, an <u>www.ada.org</u> (sometimes called a dental membership savings plan or direct primary care agreement) may be a viable option to improve patient engagement and retention.

The ADA Council on Dental Benefit Programs has developed a <u>www.ada.org</u> to help dental practices evaluate whether an in-office dental plan option is right for them. Check out this <u>www.ada.org</u>: *Increase Value in your Practice! How? Start your own Dental Plan.*

Why Aren't You Part of AMT?

The AMT trustees declared a dividend of 2.25% for NJDA plan members in good standing as of December 31, 2017 who were still active in the health plan as of July 1, 2018. https://www.amt-nj.com/quote.php

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M-OCDS News

SEPTEMBER 2018

JERSEY SHORE UNIVERSITY MEDICAL CENTER MONMOUTH-OCEAN COUNTY DENTAL SOCIETY

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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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M-OCDS News

SEPTEMBER 2018

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Naveen K. Kurudi, D.M.D. & Swetha Budda, D.M.D. have acquired the practice of Steven S. Levine, D.M.D.

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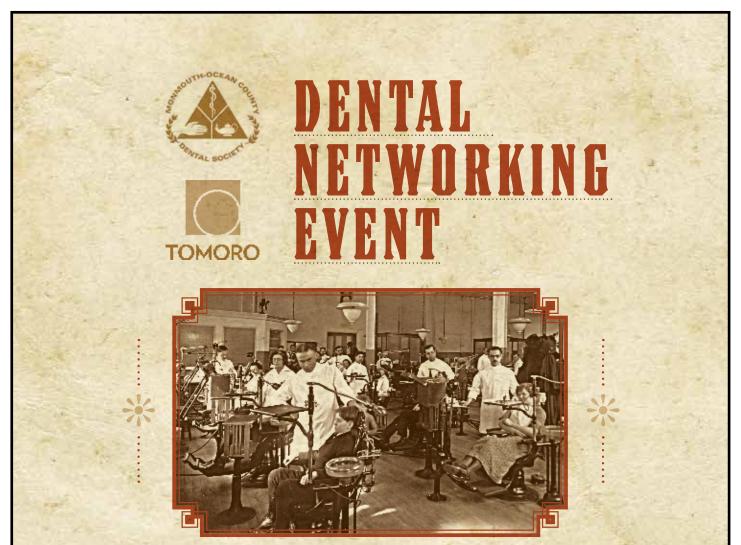
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M-OCDS News

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SEPTEMBER 2018



SAVE THE DATE: FRIDAY, SEPT.21, 2018 / 5-8PM

Hosted by

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GENERAL MEMBERSHIP DINNER MEETING Tuesday – October 9, 2018 "Will Digital Impressioning Help Your Practice?" Alec Ganci, DDS

Free dinner for MOCDS members & earn 2 CE credits! Riverview Pavilion, Belmar 6:30 PM

Please R.S.V.P. by: October 2, 2018 to Attend

Dr._____will

attend the MOCDS General Membership Meeting and Dinner Lecture

Address _____

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FAX 732-228-6310 or EMAIL rsvpmocds@gmail.com

GENERAL MEMBERSHIP DINNER MEETING *Tuesday – November 13, 2018* (THIS IS THE CORRECT DATE, CALENDAR IS INCORRECT) **"Hurts So Good! Management of Acute Dental Pain and Appropriate Prescribing Practices"** Tom Viola, R.Ph.

Free dinner for MOCDS members & earn 2 CE credits! Riverview Pavilion, Belmar 6:30 PM

Please R.S.V.P. by: November 6, 2018 to Attend

Dr.			
1 1 20			

attend the MOCDS General Membership Meeting and Dinner Lecture

will

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