

M-OCDS News

MONMOUTH-OCEAN COUNTY DENTAL SOCIETY NEWSLETTER

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

APRIL 2022

From the President

Skiing is one of my favorite hobbies, but I am most likely in the minority when I say I don't dislike winter. It's been a cold and windy one this year, no wonder many are ready for longer days with warm sunshine. By now, we have "jumped ahead" to daylight savings so Spring is on its way.



Spring is a season of reinvigoration and new growth. As a Society, we are always looking for ways to grow and improve, whether it be in trying to attract new members or increasing member benefits. It's a great opportunity for us to looks for ways to "spring clean" in our practices as well. Perhaps by doing a décor refresh, updating fees, or training staff about a new procedure.

The lecture given by Mr. Mike Massotto of Staff Driven Dental at our March 8th Webinar was dynamic. He discussed how to retain the ultimate staff and gave insight on the business of dentistry. In addition, he explained the importance of having systems and scripts in place to deal with the most common operational situations we encounter. He graciously offered to give a complimentary practice review via phone to interested members. Please reach out to him directly with any questions.

On March 4th Governor Murphy lifted the COVID-19 public health emergency and statewide mask mandates for schools and daycares. This is a huge step towards the return to normalcy. This is great timing as we are excited to announce that we will have our April 12th Dinner Meeting in person at the Waterview Pavilion. Please join us for an evening of socializing with your colleagues, a complimentary dinner for members and an informative clinical lecture with 2 CEUs.

Finally, I'd like to personally invite you, and request that you attend a very special upcoming event, our President's Gala. It will be held on Sunday, April 24th from 5-9pm at the Oyster Point Hotel in Red Bank. The theme is "Queen of Hearts". Red and black attire is suggested. Our committee has worked extremely hard planning this wonderful evening. They have selected a fabulous menu with an open bar and have chosen a live band. It has been 3 years since we held this event and there is much to celebrate, including all our Past Presidents! I can confidently say we are all ready and it's time! I look forward to seeing everyone there (and on the dance floor)!

Dr. Carmela La Falce M-OCDS President

Upcoming Events

TRUSTEES MEETING

Tuesday, April 5, 2022 7 PM **ZOOM MEETING at 7PM**

JERSEY SHORE UNIVERSITY MEDICAL CENTER

Wednesday, April 6, 2022

"ALL TMJ PATIENTS ARE NUTS, RIGHT? (AM) and OBSTRUCTIVE SLEEP APNEA (PM)"

Dr. Jamison R. Spencer

LIVE ZOOM EDUCATIONAL MEETING

Eileen Becker at (732) 869-5734

GENERAL MEMBERSHIP MEETING

Tuesday, April 12, 2022 6:30 PM

"TEMPORO-MANDIBULAR JOINT DISORDERS"

Dr. Sowmya Ananthan
WATERVIEW PAVILION, BELMAR
FREE FOR MOCDS MEMBERS & EARN 2 CE CREDITS!

PRESIDENT'S GALA

Sunday April 24, 2022
OYSTER POINT HOTEL, RED BANK
RSVP: https://forms.gle/uFmypE2egNg3qsrB6

TRUSTEES MEETING

Tuesday, May 3, 2022 7 PM **ZOOM MEETING at 7PM**

JERSEY SHORE UNIVERSITY MEDICAL CENTER

Wednesday, May 4, 2022

"MAKING IT EASY FOR PATIENTS TO SAY YES: CASE ACCEPTANCE FOR COMPLETE DENTISTRY"

Dr. Paul Homoly

LIVE ZOOM EDUCATIONAL MEETING

Eileen Becker at (732) 869-5734

Society web site: www.M-OCDS.org



dueen of

ENJOY AN EVENING OF FINE DINING, DANCING AND CELEBRATION

at the

MONMOUTH-OCEAN COUNTY DENTAL SOCIETY'S

President's Gala

Dr. Tocelyn Teffries-Bruno

Dr. Sally Guerrasio

Dr. Carmela La Falce

SUNDAY, APRIL 24, 2022 THE OYSTER POINT HOTEL 146 BODMAN PLACE | RED BANK, NJ

> COCKTAIL HOUR AT 5PM DINNER AT 6PM

\$75 MEMBER DENTIST SUGGESTED ATTIRE:

\$75 MEMBER DENTIST GUEST RED AND BLACK

\$25 DENTAL RESIDENTS BLACK TIE OPTIONAL

PLEASE MAKE CHECK OUT TO MOCDS AND MAIL TO:

DR. AKRITI GUPTA 368 LAKEHURST ROAD SUITE #305 TOMS RIVER, NJ 08755



M-OCDS TRUSTEES MEETING MINUTES March 1, 2022

M-OCDS TRUSTEES MEETING MINUTES

March 1st, 2022

Attendance:

Trustees: M. Friedman, M. Furlong, R. Giantomas, S. Guerrasio – Safari, A. Gupta, J. Jeffries -Bruno, C. LaFalce, N. Nebblett, D. Shah, M. Sones, M. Safari, J. Soliman, A. Seto, T. Sniscak The meeting was called to order by Dr. Carmela LaFalce at 7:04 PM. The meeting was held via ZOOM video conferencing due to circumstances surrounding COVID-19.

We do not have a Quorum

Approval of the minutes from last meeting:

Motion was made to approve the minutes of the Jan. 8th trustees meeting by Dr Jeffries – Bruno and seconded by Dr M Sones President's Report (Dr LaFalce):

The January Virtual Dinner meeting was a success where we honored our 61 life members and received updates from NJDA leadership.

Life member pins have been mailed out. The life member booklet I put together with the help of Doug of Omega Graphics came out great. It has been mailed to the life members and we have extra copies printed for the trustees which we can give out as soon as we see each other. I have attached a copy of the booklet for everyone to view.

We are set for our March 8th Zoom dinner meeting. The topic is "The Ultimate Staff Driven Practice", presented by the dynamic Mr. Mike Massotto.

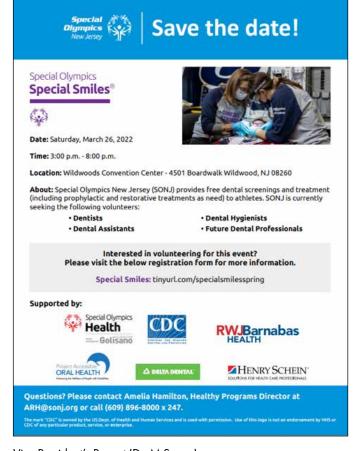
I am hopeful that we can hold our April meeting in person at the Waterview Pavilion.

The Dinner Meeting committee has worked very hard in planning this year's triple president's GALA. Please help to make this event a success by attending and inviting your friends to do the same.

I received a request from an NJDA member, Dr Christopher Fiorentini of central Jersey. He is looking for volunteers to do dental screenings, oral hygiene instructions and limited restorative work at the Special Olympics which will be held in Wildwood on Saturday, March 26th. Please spread the word.

I have attached the event flyer.

Additional request for dues waivers granted at 50 % as this was not the member's first request



Vice President's Report (Dr. M Sones):

As a reminder, the following are the proposed dates for our TM, DM, and special events for 2022-2023:

August 2, 2022 - Organization TM

September 21, 2022 - MOCDS Social Networking Event and possibly Legislative Night (Watermark in Asbury)

October 11, 2022 - TM

October 25, 2022 - DM - Alan Atlas, DMD - honorarium paid by Dentsply

November 1, 2022 - TM

November 8, 2022 - DM - Danie Kerrigan, DMD - Prosthodontics

January 3, 2023 - TM

January 10, 2023 - DM - New Member/NJDA Visitation - awaiting confirmation from NJDA

March 14, 2023 - TM

March 21, 2023 - DM - TBD

April 4, 2023 - TM

April 11, 2023 - DM - Alexander Volchonok, DMD – Periodontics President's Dinner Dance -TBD

Only meeting without a speaker to date is March 2023 meeting

The executive board met to review the budget for 2022-2023. The budget will remain mostly the same. However, I would like to propose that we change the format of the President's Dinner Dance for at least my year, and possibly for years to come. In an effort to

M-OCDS TRUSTEES MEETING MINUTES March 1, 2022

be fiscally responsible and make sure that funds spent are directly for member benefits, I would like propose that we do one or both of the following: (1) make the President's Dinner Dance a night to not only honor the outgoing President but to also raise money for one or multiple NJ Charities - possibly dentally related or (2) hold the President's Dinner Dance bi-annually and honor two President's at each event. The reasoning for this would be to attempt to draw more members to attend, do something special for the communities in which we reside, and to maintain our duty of fiscal responsibility to our dues paying members.

I will be communicating with the budget committee over the next few weeks and will send out an email with the proposed budget well in advance of our next trustee meeting for everyone to review. I am attaching previous P & L reports from our accountants that detail Budget vs. Actual expenses for everyone to review.

I have sent out some emails to committee chairs and will be sending additional emails to make sure that those currently serving as committee chairs are interested, willing, and able to maintain their positions.

Sponsorship Report

The following vendors will be sponsoring our virtual meeting:

Platinum: Zimmer Biomet

Gold: CARR Bronze: Ultradent

Due to the format of our meeting being changed to virtual, the following vendors asked that they receive a credit for a future live, in-person meeting:

Newark Dental Asteto Dental Lab 3D Predict

Treasurer's Report (Dr. J Soliman):

All accounts in good standing. Still working on transferring bank accounts to TD Bank

NJDA Trustee Report (Dr. M Furlong):

Attached please find the report from the last NJDA Board of Trustees meeting that was held via Zoom.

I added some notes and highlighted items of interest.



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 March 9, 2022.

A virtual meeting of the NJDA Board of Trustees was called to order by Dr. Luciano Ghisalberti, NJDA President at 10am on January 19, 2022.

Dr. Amit Vora gave the invocation

Dr. Luciano Ghisalberti led the salute to the flag.

Officers in attendance: Drs. Lou Ghisalberti, Peter DeSciscio, Edward Tirpack, Renee Arace, Elisa Velazquez, Amit Vora and Mitch Weiner.

Trustees in attendance: Drs. Teresa Michaud, George Ayad, Harvey Nisselson, Janhavi Rane, Richard Kahn, Paul Lawyer and Scott Ruvo, Miriam Furlong, George Athansios, Sharon Stern, Kevin Corry, and Steven Greenbaum, and Elizabeth Tramontana (Rutgers).

Council Chairs in attendance: Drs. Antoinette Tauk, Andy Dietz, and Mark Vitale.

NJDA Staff: Arthur Meisel, Randi Shook, AnnMarie Varga, Maureen Barlow, Jennifer Mazzucca, Courtney Skolka, Rebekah Rosa, Bill Cook and Colleen Walkowitz

The minutes of the November 17, 2021, meeting were approved. You may now consider these minutes

Student Report-Elizabeth Tramontana gave student report.

Components are reverting to virtual meetings; an email was sent to all of the component liaison, and the President and/or Secretary in some components (where emails were available). The student representatives for each component, have each other's email to make sure that the students are sent the link, and can continue to be involved as the meetings go virtual or hybrid. The Dean approved students to attend lobby day.

Council on Annual Session- Dr. Ghisalberti presented the report for Annual Sessio The annual session will be held virtually in the month of March, March 1* March 31* and will offer approximately 24 credits of CE. The section that was going to be hands on and in person will b postponed and held during the months of April, May, and June. The member fee is only \$199.00 and staff members \$99.00. The non-member fee is \$399.00.



Council on Dental Benefits- Antoinette Tauk reported that the minutes from the January 12, 2022,

meeting will be available by the next meeting

Next CODB meeting is scheduled for Wednesday April 13, 2022.

General dentists who participated in Delta Dental's Premier plan and also participated in one or more
plans with other carriers received a decrease in fees of approximately 10%.

The ADA Council created a task force to review the enhancement of cdt codes-the board, consisting of

ber dentists from various states is against this enhancement

NJDPAC - Mark Vitale presented report.

will be held at the NJDA Headquarters on April 5, 2022.

and Antoinette Tauk at Loucas Restaurant in Edison.

There will be a golf outing held at the Trenton Country Club on October 19, 2022.

An elite event is currently being planned by Mark Vitale and Jim Schulz for the summer. There will be about 10 to 12 people traveling to Washington DC, each member will make a \$1,000 donation, pay for their own hotel, and Dr. Vitale and Jim Schulz will set up two days of sightseeing and entertainment, as well as meeting with Congressional leaders, one on one.

Lobby Day is a 3-day event which will be March 20, 2022, through March 22, 2022-Capital Hill is on shut depend on the process but meneties will facile notes on the more research.

down but meetings will take place virtually or otherwise. The Vot Smile Program has launched in New Jersey as of Fall 2021, there are 9 o

ide. The ADA has put together Give Veterans a Smile Sum

Governmental & Public Affairs-Andy Dietz presented the current Governmental and Public Affairs report.

New Jersey has elected 17 new assembly members and seven new senators into the State Legislature The single largest increase since the early 1990's.

The disallow bill, A.4820/S.2853, was not enacted before the end of the last Legislative Session. As such, the legislation was reintroduced, and the new bills will need to start over and work back through the legislative process. The new Senate version is, S.765, sponsored by Senators Nellie Pou and Joe Pennacchio. We are anticipating the Assembly version to be introduced soon.

The NJDA has begun investigating policy changes relating to prompt pay, and practition notification to increase transparency and disclosure when plans make policy changes.

NJDA President Luciano Ghisalberti has initiated a Task Force to address the mounting dental workforce shortage in NJ. Dentistry is not alone in workforce shortages, but it is unique among the professions. The Task Force will convene in the coming weeks to identify innovative ways to increase dental a

The NJDA has adopted a new, broader definition of advocacy which now includes four principal areas: 1. Legislative, 2. Regulatory, 3. Legal, 4. Dental Benefits. NJDA will be broadening its communications via cial media, video platforms, and through a bolstered website. Jim Shultz is adding an Advocacy Update section to the Monday morning emails.

Membership Report- Bill Cook presented current 2021 Membership report.

M-OCDS TRUSTEES MEETING MINUTES March 1, 2022



Trends include more retired life members and more women dentist members. Biggest gains include retired life, new grads, 2cnd year out, and residents. The promotion offered to get members to rejoin was successful-we had 79 members who dropped

membership rejoin.

YTD 2022 members are up from same time 2021. Revenue is up, and total number of new dentists is up

Finance and Investment- Elisa Velazquez reported on financials.

NJDA is launching a video platform this March 2022. NJDA on Demand will mirror the NJDA website, it will link ads, videos, podcasts, and YouTube channel. The ADA is helping with financing and production.

The ADA is helping with financing and production.

Adiscussion on Beh's will be discussed further at the next Board of Trustees meeting held on Wednesday March 9, 2022. Some members have expressed concern about Delta Dental or other insurance companies affiliated with the NJDA. The NJDA wants to keep communication lines open these companies, and the revenue is helpful. The NJDA will consider making changes to non-dues

NJ Disaster Victim ID Program-Luciano Ghisalberti reported that NJDA is offering NJ Disaster Victim ID

New Dentist-There was a new dentist conference call held last week as we spoke about social media and the importance of liking and sharing. Social events and happy hour are on hold for now.

AMT- Mitch Weiner updated the Council on AMT. Most insurance premiums are increasing at least 10% no matter what company. Members should contact AMT for a quote.

CE- Paul Lawyer and Maureen Barlow presented the CE report.

The NJDA has received a grant of \$6,000 from the ADA to operate a new den The NIDA has received a grant of \$6,000 from the ADA to operate a new dentist business of dentistry course. It is a six-part series for new dentists and the first course is on April 19, 2022. CPR training is offered monthly at the NIDA headquarters building and is available to members at a discounted rate. In-office training (6 ppl minimum) can be scheduled at the same rate. May 20 and 21* NIDA is going to host a Zest Mastership program as an over denture two-day course that will also incorporate some virtual classes. Some of the virtual classes must be taken beforehand. The oral pathology quiz is now available online. Each quiz will be published quarterly and has been approved for one credit.

approved for one credit.
Give Kids a Smile is happening now, and NJDA has 43 locations registered to participate. We a
receiving feedback from those locations, that they have very low numbers.

Share a Smile is a list of pediatric dentists throughout the State of New Jersey who are willing to see kids that were seen for Give Kids a Smile and complete their dentistry from February until May 202
As of April the NJDA will be able to host combo in person/virtual meetings (equipment upgrades).



The attendance in the building by staff of the State Board of Dentistry is again being staggered. There has been an issue with hygienists being able to have their permit to administer local anesthesia renewed, their ability to continue to administer local anesthesia will not be placed in jeopardy, in the

The vaccine law passed. Its implementation is contingent upon regulations being adopted by both the State Board of Medical Examiner's and by the State Board of Dentistry. This will likely take 1-2 years. The Life Hazard Regulations are still being reviewed. Offices that advertise an in-office plan only to patients who do not have other coverage may be in

violation of regulations.

President's Report-Luciano Ghisalberti presented the Presidents report.

Dr. Ghisalberti was interviewed in mid-December 2021 by NJ Spotlight News. The title of the article was Covid 19 vaccine mandates omit dentists and other private practitioners.

Dr. Lou Ghisalberti was quoted saying, "it is safe to go to the dentist it was safe before there was a vaccine available, and it is safe now. We do encourage people to be vaccinated, but we also follow the science according to federal data, there has been no identified clusters of covid attributed in the dental officer."

<u>Or. Luciano's I have a dream....</u> I have a dream and goal for organized dentistry, bringing all of dentistry together under one roof, right here at NIDA. In consideration, would be a summit for all specialities, to discuss the future of dentistry and the direction dentistry is going. We are NIDA and represent all of dentistry. Remember we are NIDA strong!

President Elect- Peter Desciscio presented the President-Elect report

Dr. Peter DeSciscio discussed the last two Officers Visitations, Bergen and Monmouth-Ocean, were both

Adjournment

Respectfully Submitted, Amit Vora, DDS

ADA Delegate (Dr. Shah):

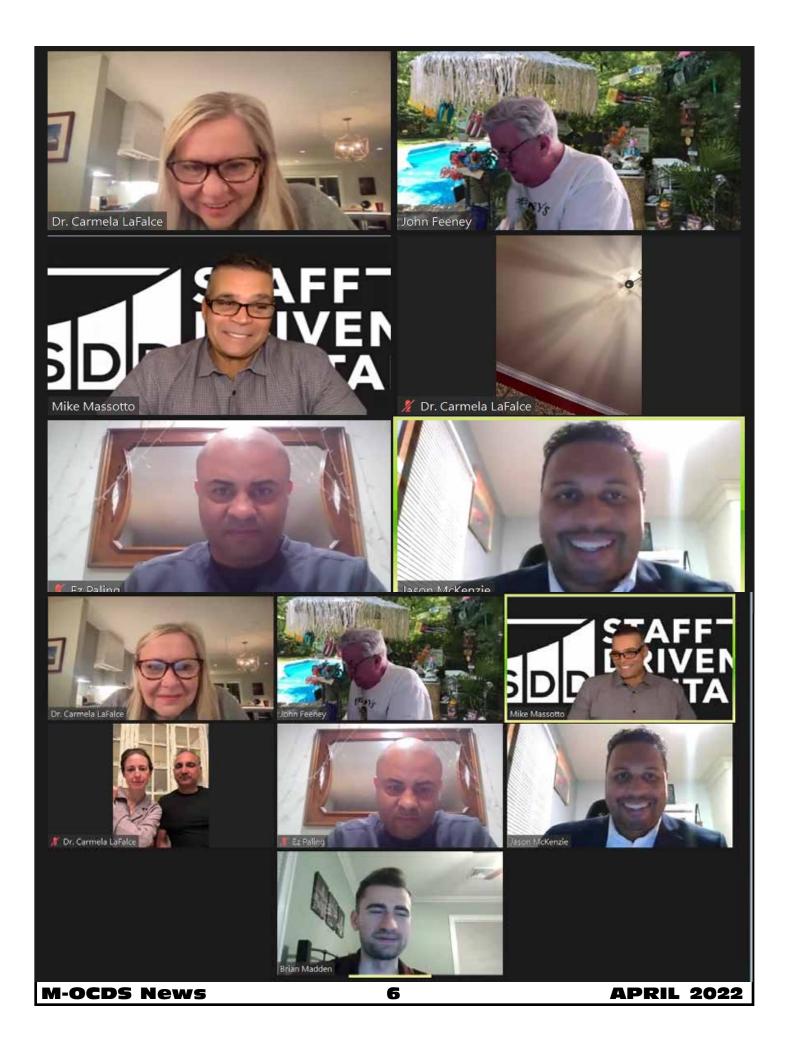
The ADA's annual SmileCon meeting will be held Oct. 13 to 15 in Houston. Registration will open June 1 at SmileCon.org.



COUNCILS:

Council on Annual Session (Dr. C Andricsak)

The Annual Session is upon us. Go to NJDA website to register and select your courses. It is virtual. Pop up in person events are yet to be announced.



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Welcome M-OCDS Members!



March 8th, 2022
Virtual "Dinner" Meeting
"The Ultimate Staff Driven Practice"
Presented by
Mr. Mike Massotto

Thank you to the NJDPAC Contributors of Monmouth-Ocean County Dental Society



Dr. Luciano <u>Ghisalberti</u>,

NJDA <u>President</u>

Mr. Jim Schulz,

Director of <u>Governmental Affairs</u>



*For a list of contributors or to make a contribution to NJDPAC, please visit njda.org/NJDPAC

Contributions to NJOPAC are not tax deductible.



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Vice President Dr. Matt Sones



Dr. John Soliman



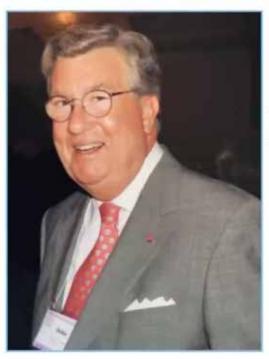
Dr. Natalie Nebblett



DINNER COMMITTEE

- Dr. Ariane Seto
- · Dr. Akriti Gupta
- · Dr. Murph Sieg

Nominations for Secretary 2021-22 I Dr. Ariane Seto



Invocation

Dr. John E. Feeney

Past President

"Minimum Wage, Minimum Effort: Creating the Ultimate Staff Driven Practice"



Presented by
Mr. Mike Massotto
Staff Driven Dental

March 8, 2022

Mike@Staffdriven.com 973-454-0741

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Dr. Jamison R. Spencer

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https://www.mcvsd.org/ programs/shared-time-overview/ dental-aissstant/

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M-OCDS News

APRIL 2022

The NJDA and M-OCDS congratulate the following dentists for attaining Life Member status.

This is a distinction for 30 years of consecutive membership or 40 years of combined membership

> We appreciate your continual support and commitment to organized dentistry.

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Dr. Janet M Belich

Dr. Melinda B Blume

Dr. Laura A Boyan

Dr. Joseph T Buzzanco

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DIAMOND CLUB (\$350.)

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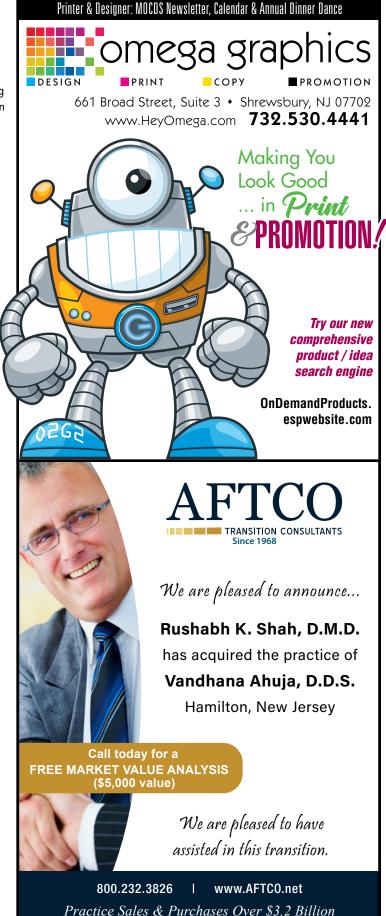
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THE MONMOUTH-OCEAN COUNTY DENTAL SOCIETY PRESENTS

MAKING IT EASY FOR PATIENTS TO SAY "YES"

Presented by Dr. Paul Homoly
WEDNESDAY, MAY 4, 2022 from 9:00 AM – 4:00 PM

LIVE ZOOM EDUCATIONAL MEETING

"Making It Easy for Patients to Say "Yes"

LIVE ZOOM LECTURE

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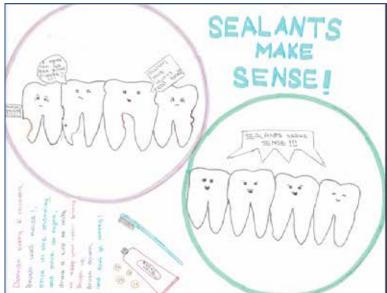
MOCDS Celebrates Children's Dental Health Month! "Sealants Make Sense"



One of the most challenging obstacles we face on our quest for optimal oral health in children is promoting good home care habits. The month of February affords an opportunity to strike up our routine "oral hygiene" conversation and add a bit of a fun twist to our script. One source of "fun" is our annual poster contest which was open to all member dentists to promote within their practices. We included flyers and other oral hygiene promotional items on our M-OCDS webpage for our members to use with their patients. This year again looked a little different than previous years as we continued to "all virtual" submissions, and notifications over email. The posters are so creative, well thought out and parents included notes to say thank you and let us know how much fun the children had creating their designs. Most importantly, the task promoted thinking about good oral hygiene habits while imparting a bit of fun. We have shared some of our favorites below, which are sure to make you smile.

A Big Thank You to those who volunteered to help in organizing the poster contest and oral hygiene promotional items – you truly make Children's Dental Health Month a success!!!

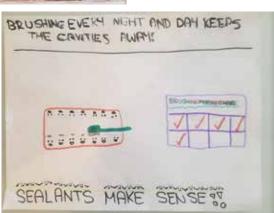














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Monmouth-Ocean County Dental Society

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M-OCDS News APRIL 2022

All material for publication must be received by the editor no later than the 10th of the month preceding publication.

The Monmouth-Ocean County Dental Society is not responsible for the articles or views of authors or contributions in these pages.

