

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

As we near the end of 2019 we reflect upon the year past, happy at all we have accomplished. We are constantly striving to be better, to do better, learning more every day.

Membership is up, more of us are seeing the benefits of organized dentistry. With increased numbers comes greater power to enact meaningful changes. Please continue to reach out to friends



and colleagues as this remains our primary source of new members.

We have met twice with NJDA leadership in a new "collaborative" meeting including all the component leadership of New Jersey. This structure allows for much improved communication and idea sharing opportunities amongst all New Jersey components. With increased organization and communication comes better results for our members.

We are proud to announce a number of exciting programs planned in 2020. We kick off the year with the NJDA Officer visitation dinner meeting on January 14th and anticipate a number of important updates. We also will be honoring our Life Members and awarding them with their Life Member pin. Our life members being honored are Dr. Joseph Di Fazio, Dr. Steven Eisen, Dr. James Keenan, Dr. Marten Ladman, Dr. Patrick McDermott, Dr. James McLees, Dr. Carlos Meulener, Dr. Frank Navarro, Dr. Carl Pinnaro, Dr. Gordon Sangree and Dr. Martin Weinstein. This presentation of pins is one of the highlights of our meeting, recognizing members with at least 30 years of membership.

2020 is a special year for NJDA as we turn 150! There will be many opportunities throughout the year to celebrate – please visit the NJDA website for details on these events.

In all the hustle and bustle of the end of the year remember:

"Sometimes your joy is the source of your smile, but sometimes your smile can be the source of your joy." Thich Nhat Hanh

Have a great holiday season and a Happy New Year!

Dr. Joelyn Jeffries Bruno M-OCDS President

DECEMBER 2019

Upcoming Events

JERSEY SHORE UNIVERSITY MEDICAL CENTER

Wednesday, December 4, 2019
"Powerful Management Secrets
of the Super Successful Dental Practice"

Dr. Robert PickSheraton Eatontown Hotel
Eileen Becker at (732) 869-5734

TRUSTEES MEETING

Tuesday, January 7, 2020
Dinner at 6:30 PM Meeting 7 PM
Hope Tower 10th floor, Conference room A
Jersey Shore University Medical Center, Neptune

GENERAL MEMBERSHIP DINNER MEETING

Tuesday, January 14, 2020 - 6:00 PM
"NJDA Officers Presentation"
Arthur Meisel, Esq. Executive Director
Dr. Thomas Rossi, NJDA President

Free dinner for MOCDS members & earn 2 CE credits!

Waterview Pavilion, Belmar

JERSEY SHORE UNIVERSITY MEDICAL CENTER

Wednesday, January 15, 2020

"Restoration Dentistry Saves Teeth – Sleep Dentistry Saves Lives & TM Dysfunction – Harmful Effects of Night Guards"

Dr. Brock Rondeau

JSUMC John K. Lloyd Amphitheater, Neptune Eileen Becker at (732) 869-5734

ADA GIVE KIDS A SMILE DAY

Friday, February 7, 2020 Various locations www.NJDA.org/gkas

JERSEY SHORE UNIVERSITY MEDICAL CENTER

Wednesday, February 12, 2020

"Modern Materials & Proven Techniques in Restorative Dentistry"

Dr. John O. Burgess

JSUMC John K. Lloyd Amphitheater, Neptune Eileen Becker at (732) 869-5734

CHILDREN'S DENTAL HEALTH MONTH FAIR

Sunday, February 23, 2020

Ocean County Mall & Monmouth Mall, 1-3 PM

Dr. Jocelyn Jeffries-Bruno: JJBrunoSmiles@gmail.com

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**



MOCDS TRUSTEE MEETING MINUTES SEPTEMBER 24, 2019

Attendance: Trustees: R. Angowski, E. Boim, S. Albin, M. Friedman S. Guerrasio, R. Hersh, J. Soliman, R. McTaggart, M. Safari, Robert Isaacson, Rich Isaacson, Infficia Parina College. cson, J. Jeffries-Bruno, C. LaFalce, D. Shah, T. Sniscak, M. Sones. Non-Trustees: L. Ostrow, N. Nebblett

The meeting was called to order by Dr. Jeffries-Bruno at 7:00 p.m.

We do have a quorum.

Approval of the minutes from last meeting:

Motion was proposed to approve the minutes from the last meeting August 6, 2019 by Dr. Rich Isaacson, 2nd by Dr. T. Sniscak.

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

We are looking forward to having our own Dr. Gardiner speak at our first Dinner Meeting of the year on Tuesday, October 22nd. "The Complete and Honest Medical History: Do Your Really Obtain One and Do You Ignore It? Practice at your Own Risk!" It should be a fantastic lecture relevant to all our members across all specialties. Reminder that the meetings will start at 6:00pm for mingling with colleagues and the lecture will start at 7:00pm. The earlier start time worked well in the past and we will continue with this model this year. It allows more time for colleagues to network and venders get more face time with our members.

The Asbury Park Networking event was very successful, and we saw many new faces. NJDA has reached out to us about replicating this event in other components.

Weekly Monday Morning E-blasts: Dr. Guerrasio and myself have been working together on this new program. We have a line-up for the next few weeks planned out. Please let us know if you have any suggestions or if you are having trouble locating our postings at the end of the NJDA weekly e-blast. Next week's e-blast will highlight the Networking Event.

NJDA Budget meeting: The meeting is tomorrow September 25th. I have a conflict and Dr. Guerrasio has agreed to go on my behalf and we have let NJDA know about the switch.

Component Dues: NJDA is preparing their dues for next year and had asked if we had any change in our own dues. With our balanced budget and sponsorship, we did not have to raise dues for next year. Great job Dr. Sones on getting those sponsors for our meetings, we all know it is a difficult task and you are doing an excellent job, thank you. We should revisit this as Dr. Guerrasio transitions next year.

Our next trustees meeting will be November 5th in the Hope Tower.

Vice President's Report (Dr. Guerrasio):

We are accepting nominations for executive committee positions. The schedule for next year is currently under review.

Treasurer's Report (Dr. LaFalce):

I have asked our accountant if she could provide monthly reports (as requested by Dr. Shah at our last organizational meeting). She related to me that the reports she does are quarterly. The 2019 - 4th quarter P&L and other reports are available to the trustees for anyone who would like to review them. All accounts are in good standing.

We will be re-evaluating the budget for the next fiscal year.

NJDA Trustee Report (Dr. Velazquez):

August 14th Board of Trustees Summary by Dr. Elisa Velazquez:

- 1. Audit review by our accounting firm BKC accounting. He was pleased with our books and gave an overview of our accounts. We will be able to start depreciations on the construction when the project is completed. Leases will be listed as assets and listed differently as liabilities but will not affect the bottom line of the P&L. Relief Fund assets are cash/CDs. Dollars have been paid out to members.
 - II. COGPA
- a. Universal credentialing Bill this has been passed. Jim is working closely to develop this.
- b. Prohibit the Rental & lease of networks was waiting for the governor's signature. This since has passed! THIS IS A HUGE WIN!
- c. DENTAL DIRECTOR Dr. Darwin Hayes has started and Dr. Velazquez has a meeting scheduled in September. We plan on working hand & hand.
- SPA grant received. Look up www.toothtruthforyou.com & share. This is a neutral website to inform the public. If you have material you would like shared, please contact me. State budget gave 170k for DDS - assemblyman Greenwald
- *PAC dollars will be critical this year election year. And staying united and keeping relationships in the Trenton. Please be sure all components share all PAC names & info via the PowerPoint created
 - III. Membership

Market share overall has increased due to increase in membership and nonmembers decreased because info has been corrected and some names deleted. People that don't live in NJ have been removed. Please continue to recruit new members and promote membership. NJ #1 in country for membership. We received 3 awards for membership innovation. There is a proposal from ADA to remove dues reduction for life members and the reduction for new members.

IV. NON DUES REVENUE COMMITTEE - Since we will not be having the annual session, we must show EBAs value in other ways all year. BOA royalties have been dropping. New BOA employees have been hired for loans etc. and we hope this will be a commitment to increase their royalties to us. Schein is gold - they are 25k. Components can use NJDA website to promote CE etc on a rotating basis. (MOCDS picked our month) This will hopefully get more members interested. Please try to participate with online workshops. It is important for board members to be involved and set an example. There will be an EXPO May 15, 2020 with vendors. We want to be creative to keep them interested.

V. ART

a. injectables - can dentists administer in forehead & crows feet? A disciplinary action and consent order signed against a dentist from state board. Targets will be those that are advertising. There is a risk with these procedures now. (other than OS) APPEAL filed with SBOD. Motion for reconsideration has been granted. SBOD must submit to appellate division. Then there will be a briefing schedule. Nurses and PAs possibly can do this - so this will be a concern. Art trying to get information on this to confirm.

- b. Overpayment recovery
 c. SDC called Art for info. Billboard we are getting put off as every few weeks we don't get a direct answer.
- VI. Presidents report If each component would like a specific discussion for officers visitation, contact them. Also, PAC officers will rotate thru for the push.
- VII. VP report State board review President state board nominated/elected president Liz Clemente. Opioid prescribing - follow guidelines. Doctor can not write a prescription for himself even if for emergency cart.

VIII. President elect – Weiner - ÁMT members may receive a surplus from them but note employees who pay their insurance must receive their share. DOBI is trying to redefie small business to remove MEWAs and get people into the exchange. This is being challenged by several organizations and we will keep you updated.

IX. Treasurer – DeScisio - reviewed our accounts. See report.

X. Old Business - Vitale reviewed the renovation project. Things are going well and we are on track for the FALL. The capacity in the rooms has increased. THE CAPITAL CAMPAIGN is going well. We have great participation and about 220,000 committed. Thanks to all that participated and thanks to Sid Whitman for doing such a great job. The 150th anniversary planning going well. Ribbon cutting will be at the January meeting. Please save the date for the dinner dance on June 7th & the May 15th DENTAL LIFELINE NETWORK - They are above water due

to generous donations. Dr. Vitale asked that each component donate each year to help the bottleneck problem with staffing. NJDA will donate \$2000 each year as a line item. ADPAC - please consider donating. Dr. Van Drew is facing a heated election and is in severe danger of losing.

XI. New Business - Dr. Rossi proposed a motion changing the finance & investment committee back to the way it was. New proposal for the members - 2 members appointed by the president (1 being a trustee) - pres elect-VP-Treasurer-secretarychair of new dentist-exec director & business manager. This is 7 dentists plus executive director & business manager for 9 total. Last year there were 10 total. Discussion was had and the motion passed with 4 abstentions. (1 officer) All recommendations by this committee are brought to the board and then voted at the house. Dr. Rossi felt a slightly smaller group was more efficient.

Next Meeting of the NJDA Board of Trustees will be September 25, 2019.

ADA Delegate (Dr. Hersh):

COMMITTEE A: BUDGET, BUSINESS, MEMBERSHIP AND ADMINISTRATIVE MATTERS

Resolution 15: Amendment to Dues Reduction for Senior Life Members. Senior life members obligated to pay full dues rather than to receive a 25% discount.

Resolution 74: Rescission of the Dentist's Prayer Passed

Resolution 34: Dues for active members \$565.00, a net increase of \$11.00. Referred

COMMITTEE B:

Resolution 12: Use of Silver Diamine Fluoride for caries Referred

Resolution 7RC: Regulating Non-Dentist Owners of Dental Practices Not applicable to New Jersey

COMMITTEE C: DENTAL EDUCATION, SCIENCE AND RELATED MATTERS

Resolution 17RC: Permits the JCNDE to provide/conduct exams for state board use. Passed

MOCDS TRUSTEE MEETING MINUTES SEPT. 24, 2019 / NOV. 5, 2019

Resolution 69: Creation of a feasibility study to create a specialty entitled "Geriatric Dentistry". Referred

COMMITTEE D: LEGISLATIVE, HEALTH, GOVERNANCE AND RELATED MATTERS

Resolution 3: Disclosure of Board of Trustees Record by vote decision only. Not adopted

Resolution 77: Creation of an additional voting population represented by each specialty group.

ELECTION:

President: Chad Gehani President Elect: Daniel Klemmedson Second Vice President: Vincent Rapini Speaker of the House: W. Mark Donald

Next meeting is in Orlando, Florida October 15-19, 2020.

San Francisco meeting Attendees:

31,000 Approximately Dentists 8,000 **Auxiliaries** 10,000 Students Vendors

Guests

FDI Members

ADA paid CDA \$1,000,000.00 to avoid having a 2019 meeting. According to Dr. Feinberg this cost is justified. ADA paid FDI \$750,000.00 to join ADA in San Francisco. According to Dr. Feinberg this cost may have been a loss.

COUNCILS:

Council on Dental Benefits (Dr. Safari):

If you are a participant or non-participant with a particular dental insurance, you can be audited at any point in time if you submit a claim to that insurance company.

Be aware of the scheduled changes that will be taking place on or about January 2020 regarding dental coding. In the future, dentists will be required to submit a diagnosis code for a certain condition followed by a procedure code.

Council on Governmental & Public Affair (Drs. Velazquez and Kukucka):

- Universal credentialing Bill this has been passed. Jim is working closely to develop this.
- Prohibit the Rental & lease of networks was waiting for the governor's signature. This since has passed! THIS IS A HUGE WIN!

 Dental Director - Dr. Darwin Hayes has started and Dr. Velazquez has a meeting

scheduled in September. We plan on working hand & hand.

SPA grant - received. Look up www.toothtruthforyou.com & share. This is a neutral websile to inform the public. If you have material you would like shared, please contact me. State budget gave 170k for DDS - assemblyman Greenwald was behind

*PAC dollars will be critical this year, an election Year. And staying united and keeping relationships in the Trenton are paramount to the future success of our profession. Please be sure all components share all PAC names & info via the PowerPoint created.

Council on Membership (Dr. McTaggart):

Complimentary dues through the 4th quarter:

Drs. Calogero Dimaggio, Vladislav Gerts, William Heddaeus & Allyson Falk

New Members: Dr. Nikita Pastagia, Susan Li, Bruce Bilow, Joseph Davis & Nikolay Levintov (associate member, primary component Middlesex)

Residents: Drs. Jay Ahn, Aileen Almonte, Samantha Ben-Ezra, Paige Davis, Basim El-Toukhy, Gloria George Labib, Michelle Lehaf, Erica Margolias, Talia Miceli, Marc Nardea, Adit Patel, Danielle Ruda, Robert Scheddin, Sam Tover, Imran Uddin & Daniel Weidberg

Council on Peer Review (Dr. Angowski):

Educational meeting will be next week.

COMMITTEES:

Committee on Necrology (Dr. Robert Isaacson):

We regret to inform our members that we have lost some very valuable members of the

dental profession recently:

Dr. Richard Levine, of Hazlet and Middletown, passed away on December 14, 2018.

Dr. Howard Tarabour, of Long Branch, passed away on September 20, 2019.

Liaison for Meeting Vendors (Dr. Matt Sones):

We currently have nine sponsors for our dinner meeting on October 22nd. The goal will be to have 10-12 at each meeting. The sponsors for our October 22nd meeting are: Bank of America, Doral Refining, Garfield Refining, Hiossen, Newark Dental, Pulpdent, Tomoro, Ultradent, and Voco.

Committee on Communications (Dr. Friedman):

September issue of M-OCDS newsletter was mailed last week of August via bulk mail. MOCDS Secretary emailed PDF of newsletter via ConstantContact, the newsletter is also posted on the website. Executive Board members all functioning superbly in their new roles.

Committee on Budget and Finance (Dr. Angowski): All accounts are in good standing.

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

The Health Fair will take place Sunday, February 23, 2019 at both Monmouth and Ocean County Malls from 1:00-3:00pm. The letters to schools will be sent out in October/November asking for participation in the poster contest.

Committee on Special and Social Events (Drs. Cintron and Picciotto; Dr. Sniscak - Networking Event):

We had another beautiful "local summer" evening for the Networking Event at the Asbury Biergarten on September 13, 2019. We had a good showing of Monmouth and Jersey Shore residents and two dental students. A total of 38 M-OCDS members, 18 guests, one NJDA Staff Member and our Sponsor, Seth Arndt of Tomoro Financial attended. The total cost for venue, food and drink (including gratuity) was \$2040.16.

Aruba Health Seminar Committee (Dr. Robert Isaacson):

Looking forward to another great educational Aruba trip with fantastic speakers. Great opportunity to obtain CE credits while enjoying some time away from the everyday hustle and bustle.

Old Business

Discussion continued on CBCTs and existing inspection guidelines. Discussions of DSO presence in local practices and current New Jersey policies in place for dentist ownership of a dental practice.

New Business: No new business.

The meeting was adjourned at 8:38 p.m.

Respectfully submitted, Matthew K. Sones, D.M.D. Secretary

M-OCDS TRUSTEES MEETING MINUTES November 5, 2019

Trustees: S. Albin, E. Boim, M. Furlong, S. Guerrasio, R. Hersh, Richard Isaacson, Robert Isaacson, J. Jeffries-Bruno, J. Kukucka, C. LaFalce, R. McTaggart, M. Safari, A. Seto, D. Shah, T. Sniscak, M. Sones, E. Velazquez.

Non-Trustees: L. Ostrow, N. Nebblett

The meeting was called to order by Dr. Jeffries-Bruno at 7:00 p.m.

We do have a quorum.

Approval of the minutes from last meeting:

Motion was proposed to approve the minutes from the last trustee meeting on September 24, 2019 by Dr. Richard Isaacson, 2nd by Dr. Edward Boim. A call to vote was made and approval of the minutes passed.

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

Our first dinner meeting was held at the Waterview Pavilion on October 22nd. Dr. Mark Vitale and Jim Schulz spoke on supporting New Jersey Dental PAC. We had 9 sponsors for the evening. Dr. Mitchell Gardiner spoke "The complete Medical History, do you obtain one and do you ignore it. Practice at your own Risk".

The next dinner meeting will take place November 12th again at the Waterview Pavil-

MOCDS TRUSTEE MEETING MINUTES NOVEMBER 5, 2019

ion. Michael Weinstein from The NJAAP is speaking: "The dentist's role in the prevention of HPV related Oral Cancers".

Upcoming House of Delegates and Collaborative Workshops with NJDA will take place on November 13th, I will be attending and encourage other good M-OCDS

Monday morning e-blasts keep going out please keep an eye out for them at the end of the NJDA e-blasts.

The annual M-OCDS Dinner dance, formerly known as the President's Dinner Dance has been changed from May 29th to May 30th to make the event more accessible to all of our members. We are hoping for a good turn-out. It will be held at the Molly Pitcher in Red Bank.

I am working on the possibility of having a video recording of the dinner meeting that would be accessible to our members via password – on our website for about 30 days, then taken down. My goal would be to have this in place by the March dinner meeting if it is something that would be well received by our members.

Vice President's Report (Dr. Guerrasio):

We have finalized the schedule for next year's trustee meetings and dinner meetings. We are considering moving Legislators Night to September as opposed to having it in the spring to have better legislator turnout. I have asked Dr. John Soliman to hold the position of Secretary, and he has graciously accepted the nomination.

Treasurer's Report (Dr. LaFalce):

I received this email from our accountant, Beth Munoz:

"The tax return has been completed and will be mailed to Dr. Angowski as he is the permanent trustee. It will be e-filed when the form included with the return is signed and returned to Kathy. The return is not due until 1/15/20 so there is plenty of time. And I will use the budget I received from Dr. Jeffries-Bruno (5/6/19 email) for first quarter reports in December."

All accounts are in good standing.

Secretary's Report (Dr. Sones):

The NJDA has officially asked for nominations for Trustee, Alternate Trustee, ADA Delegate and ADA Alternate Delegate as well as nominations for our component to be represented in the State Association councils. If any trustee that currently holds one of these positions does not wish to continue in their role, please contact any member of the executive board so we can make the necessary arrangements.

Necrology Report (Dr. Robert Isaacson):

We regret to inform our members that we have lost a very valuable member of the dental profession recently: Dr. Sanford S. Gold of Middletown, NJ.

Executive session began at $7:30\,\mathrm{pm}$. Exited Executive session at $7:35\,\mathrm{pm}$. NJDA Trustee Report (Dr. Velazquez):

See attached for full minutes from the NJDA.

Summary of BOT meeting from September 25, 2019:

- Dr. Sid Whitman He made a presentation on the importance of the renovation of NJDA headquarters as our biggest asset. He is asking each component to give \$2,000 per year for 5 years for the new building - TOTAL \$10K. A few components have already committed (Mercer and Essex) as well as the NJ Academy of Pediatric Dentistry. This is AN ASK - it can be any amount.

 2) BUDGET PASSED. There is a very small surplus.
- 3) MEMBERSHIP overall, we are up YTD. He encouraged components to reach out to young members who are not renewing. Have council pass names out to individuals to try to call people they know. Strength in numbers! You can't afford to NOT join! The most valuable thing we have is our license - you can't afford to have someone else control it! If membership decreases that is a big problem for the budget. PAC is down. This can affect our relationships in Trenton as our members age and are no longer contributing. Please consider joining.
- 4) DENTAL BENEFITS new ADA form for 2020 will no longer have GENDER. Contact Dr. Joan Monaco for questions.
- 5) Review of our investments by Phil Grella from RBC wealth management. Overall increase of 2.75%

6) Art Meisel reported on Smile Direct Club.

*We heard from the sign company and we are getting closer to finalizing.

7) COGPA - Dr. Velazquez met with dental director Dr. Darwin Hayes and the assistant commissioner of health to outline our goals and to create an alliance.

GOVERNOR signed the dental leasing bill. HUGE WIN in NJ. Dr. Velazquez & Jim Schulz met with the DEP to discuss fluoride. They previously published data on their website & dropped it. We discussed the Public Health importance of providing that information. They agreed to continue compiling data by county. This is a lame duck session with elections in November so not much happened in the summer/early fall PLEASE VOTE

8) NON-DUES REVENUE - this is critical to our fiscal health. Mo is pursuing avenues

& ways to use the new facility to increase revenue - including lobby monitors. 9) $\,$ CE - 2 Resource Days scheduled. One is already sold out. They are looking for speakers for the dental marketplace for May.

10) President's report - discussed the shrinking number of schools for assistants & hygiene. Ideally a community college would start a program. If anyone has connections let NJDA know. In honor of Veteran's Day, there are programs to provide dental for veterans 11/9 in south Jersey & the Zufall facility in Dover. The second component workshop will be prior to the HOD. Dr. Velazquez & Dr. Bruno will be attending & we hope more will join us.

11) Treasurer - We have spent about \$600K for the renovation. We have about \$400K in the lockbox & \$25K in our general account. \$400K has been received

from the capital campaign.
12) 150th celebration: 1/15/20 RIBBON CUTTING. First time a member in a wheelchair will be able to attend due to the renovation & we are now handicapped acces-

13) NEW BUISNESS - MOTION PASSED TO REMOVE \$10 DUES FROM RESI-DENTS. ADA dropped the \$30 dues from residents, and we will follow suit.

**NO Annual session so HOD will be 6/3/2020.

**MOTION NOT PASSED - to change bylaws to allow a method to fill vacant spots for delegates at ADA annual session when a last-minute vacancy arrives prior to a meeting. A committee was appointed to investigate this. Later it was revealed by Art that this is NOT necessary as there already is a method to fill spots in the bylaws.

MOTION at 7:55pm was made by Dr. Bob Hersh: "On behalf of the Monmouth-Ocean County Dental Society, I move to contribute, as requested by the NJDA, \$2K annually for a total of \$10K over 5 years be given to the NJDA for the capital campaign for the renovations to the NJDA headquarters. We will reconsider the amount to be given each year based on our finances with a provision that each year we decide if we are willing to continue to contribute by vote." The motion was seconded by Dr. Thomas Sniscak

A motion by D. Shah was made to table the motion by Dr. Hersh for a future date at 8:00pm. The motion was seconded by Dr. Rich Isaacson. There was a brief discussed and subsequently a vote was called and the motion failed.

After much discussion, the motion by Dr. Hersh was called to a vote at 8:10pm and passed by majority.

COUNCILS:

Council on Dental Benefits (Dr. Safari): The next meeting will take place tomorrow November 6, 2020.

Meeting was held May 15, 2019. Below are the minutes:

MAY 15, 2019

I. CALL TO ORDER/ROLL CALL: The Council on Dental Benefit Programs met on May 15, 2019 at Delta Dental of NJ office in Parsippany, NJ. Dr. Edward Tirpack (Chair) called the meeting to order at 9:35 a.m.

II. Facility tour: Dr. Keith Libou led the Council members present on a tour of the Delta Dental of NJ facility. He then met with the Council to emphasize the role of dentists in the Health Care continuum and to answer a few questions from the group.

III. SALUTE TO THE FLAG

IV. APPROVAL OF AGENDA: The agenda was approved with the addition of a tour of the Delta Facility, and a discussion regarding the NJ State Board rules regarding Botox treatment provided by general dentists.

V. APPROVAL OF MINUTES OF FEBRUARY 13, 2019 MEETING: The council approved the minutes of the February 13, 2019 meeting.

VI. LEGISLATIVE AND REGULATORY ISSUES: Mr. Art Meisel updated the Council with the ongoing issue with the Smile Direct Club. He also updated the group with the status of the Network Leasing Bill, the Latex Glove Ban, and the Lawsuit with Aetna.

VII. DENTAL BENEFIT PLAN ISSUES:

A. CRP Statistics: Staff provided the council with cumulative statistics for January through April 2019 indicating a total of 18 complaints submitted to NJDA for the year. On a monthly basis since the last meeting, 9 were received in January, 4 in February, 2 in March, 2 in April, and 1 in May. Of that number, NJDA successfully resolved 2, 4 were for data purposes, and 12 are still pending. Of the 12 still pending, 5 are various carrier refund requests.

Staff also provided Council with statistics on the number of CRPs opened per component to date. It was pointed out by the Council that there seems to be less complaints filed YTD this year than in past years. It would be interesting to have YTD comparisons for previous YTD data.

MOCDS TRUSTEE MEETING MINUTES NOVEMBER 5, 2019

B.T. 6/12/19 Page 260

B. Smile Direct Club Update/Partnership: A recent United Health Care Bulletin tomembers indicates that claims for Smile Direct Club may be submitted directly to UHC. In this bulletin UHC states: "This innovative service not only saves money, it also saves time by helping eliminate the need to go to a dental office for checkups." The Council felt the ignorance expressed in this statement speaks for itself. Council also wants to caution our members that such a direct claim submission could have an effect on remaining benefits for the insured, in particular, the patient may reach their lifetime orthodontic maximum before they actually see a dentist.

C. NADP: Statistics from the National Association of Dental Plans were presented to the Council. Some key points learned from these statistics:

Stats support push for dental/medical integration by carriers

- Potential use of dentists as screening agents saves carriers up to 102.6 billion dollars/year
 27 million patients see their dentist and not their physician annually
- Dentist can be "used" to save \$\$ (unless dentists can pay attention and get smart
- Undiagnosed disease statistics show huge potential for savings if dentists screen and refer.
- One study investigated the use of ICD-10 diagnostic codes when processing dental claims. This continues to be an ongoing national focus. Dentists are cautioned to be more proactive and start looking into understanding and using ICD-10 codes.

 The Council suggested that a link to an ICD-10 "cheat sheet" for dentists be pro-

vided to the members, perhaps in a Monday morning E-blast.

D. Expansion of Dental in Medicare Part B: Information was given regarding several groups that are strongly advocating for dental to be included in Medicare Part B. One study proposes that there will be considerable savings to Medicare if periodontal treatment is covered for high risk groups (diabetics, CAD, and CVD).

VIII. OLD BUSINESS: New CDT code proposals.

A. The Council proposed and unanimously passed a motion to form a committee to take suggestions for, formulate, and propose new CDT codes. The committee shall be co-chaired by Dr. Michelle Weddle and Dr. George Athansios. Any NJDA member can contribute to and/or can be a member of this committee.

A. AAFE and Botox: Several members expressed how they felt deceived by the advertising provided by the AAFE regarding general dentists being able to administer Botox injections to patients. Current restrictions being enforced by the State Board are not consistent with the information provided by the AAFE to some of our member dentists in New Jersey.

B. The Council unanimously passed a motion requesting that a quarterly email blast be sent to all NJDA members advising them that it is highly recommended that all contracts or agreements from insurance carriers or vendors be sent to Art Meisel for review and interpretation.

B.T. 6/12/19 Page 260

X. INFORMATIONAL ITEMS:

A. Aetna Discount Plan: Besides Aetna it seems there are more and more groups trying to capture the "non-insured" with discount plans. Some newer ones discussed at the meeting were Kleer and Chewsi. It was suggested that a course could be run through NJDA to educate members on how and what to do to start their own in-house plans.

B. Cigna and Eservices: Cigna is strongly pushing Eservices. EFT's appear to be the future, and members are advised to learn what they can at this time. So far, it is not mandatory that dentists participate with EFT's. C. ADA and CAQH: The ADA and CAQH are pushing hard for doctors to register. We will see where this goes.

D. ADA podcasts: The ADA has produced podcasts titled "Beyond the Mouth" covering all topics other than clinical dentistry. Might be worth a listen. E. Electronic Health Records: Information was provided regarding a rule proposed by the Trump administration that would force health care providers and plans to provide health records to patients in a standardized electronic form. This rule is currently out for public comment.

XI. ADJOURNMENT: The council adjourned at approximately 12:30 p.m. The next council meeting is scheduled for September 18, 2019.

Council on Governmental & Public Affair (Drs. Velazquez and Kukucka):

Dr. Velazquez met with dental director, Dr. Darwin Hayes, and the assistant commissioner of health to outline our goals and to create an alliance.

The Governor signed the dental leasing bill. Dr. Velazquez & Jim Schulz met with the DEP to discuss fluoride. They previously published data on their website & dropped it. We discussed the Public Health importance of providing that information. They agreed to continue compiling data by county. We are currently in a lame duck session so not much else is happening. Make sure to vote!

Council on Membership (Dr. McTaggart):

Our next scheduled meeting is November 18th at the newly renovated headquarters. New Members: Dr. Louis Conte, Dr. Matthew Homsi, Dr. Todd Garland, Dr. Jennifer Morrison, Dr. Steven Britton, Dr. Deanna Michael, Dr. Theresa Stangl, Dr. Joseph Di Benedetto, and Dr. Ryan Richardson.

COMMITTEES:

Liaison for Meeting Vendors (Dr. Matt Sones):

We received great feedback from our sponsors/vendors at our October Dinner Meeting. They were very impressed with the number of people we were able to bring out to our meeting. If we continue to have good turnouts, we should expect our vendors to be happy and to continue to support our organization.

We currently have seven sponsors for our dinner meeting on November 12th. The goal will be to have 10-12 at each meeting. The sponsors for our November 12th meeting are: Bank of America, CARR, Hiossen, Newark Dental, Pulpdent, Tomoro, Voco, and Zimmer Biomet.

It was discussed as to how to refine our dinner meeting sponsorships and potentially offer exclusivity sponsorships for our vendors to increase our revenue to offset the growing costs of the dinner meetings.

Committee on Communications (Dr. Friedman): All items to be included in the December issue of the newsletter must be submitted by November 18th.

Committee on Nominations (Dr. Guerrasio): Dr. John Soliman has graciously accepted the nomination to serve as Secretary for the 2020-2021 year.

Committee on Budget and Finance (Dr. Angowski): All accounts are in good standing.

Committee on Children's Dental Health (Dr. Jeffries-Bruno and Dr. Sones): Please visit the ADA webpage for great resources and information including ordering posters.

https://www.ada.org/en/public-programs/national-childrens-dental-health-month

The topic for the poster contest this year is as follows: "Fluoride in water prevents cavities! Get it from the tap!"

Letters to go out by the end of this month. Health Fairs will take place at Monmouth Mall and Ocean County Mall on Sunday, February 23rd. 1-3pm

Volunteers are welcome – please reach out to jjbrunosmiles@gmail.com. Aruba Health Seminar Committee (Dr. Robert Isaacson):

Looking forward to another great educational Aruba trip with fantastic speakers. Great opportunity to obtain CE credits while enjoying some time away from the every-day hustle and bustle. The dates are December 26-28, 2019.

Old Business: There was a discussion on reviewing the CBCT inspection policy in NJ keeping in mind that the goal will always be to reduce the exposure of radiation to our patients. Based on the discussion, it was decided that we must bring facts and scientific evidence in order to support potential policy changes.

There was discussion in regard to DSO's in New Jersey. There are laws in place preventing non-dentist owned DSO's from owning dental practices in NJ. We must bring specific concerns in order to have those concerns addressed.

New Business: At 9:15pm, Dr. Richard Isaacson motioned to "have our Trustee, Dr. Elisa Velazquez, go to the Board of Trustees and motion that CBCT machines in a dental office be treated as any other x-ray machine in a dental office." The motion was seconded by Dr. Dipika Shah.

Discussion – It is claimed NJ is one of four states that require outside inspectors to come in to inspect the machines, as opposed to state officials, costing \$275/hour to a private company every year. The inspection takes 3-4 hours. It is also required to radiate a water bottle daily and it is concerned to possibly be causing a significant expense and a high rate of deterioration of the machines. Many machines may have the same radiation exposure compared to traditional Panorex machines and it is possible the radiation dose is much lower than medical CBCTs. Dr. Velazquez will bring this motion to the Board of Trustees November 13th for further discussion/inquiry as

The meeting was adjourned at 9:26pm.

Respectfully submitted, Matthew K. Sones, D.M.D. Secretary



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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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Wednesday, January 15, 2020, *Dr. Brock Rondeau* "RESTORATIVE DENTISTRY SAVES TEETH, SLEEP DENTISTRY SAVES LIVES" and "TM DYSFUNCTION, HARMFUL EFFECTS OF NIGHT GUARDS"

JSUMC John K. Lloyd Amphitheater, Neptune, NJ

Wednesday, February 12, 2020, *Dr. John O. Burgess*"MODERN MATERIALS AND PROVEN TECHNIQUES
IN RESTORATIVE DENTISTRY"

JSUMC John K. Lloyd Amphitheater, Neptune, NJ

Wednesday, March 11, 2020, *Dr. Kenneth Hargreaves*"SUCCESSFUL MANAGEMENT
OF ACUTE DENTAL PAIN" and
"ISSUES IN MANAGING THE
PERSISTENT ENDODONTIC INFECTION"

JSUMC John K. Lloyd Amphitheater, Neptune, NJ

Wednesday, April 22, 2020, *Dr. Gerard Chiche*"ESTHETIC REHABILITATION
FROM 10 UNITS AND UP"

JSUMC John K. Lloyd Amphitheater, Neptune, NJ

Wednesday, May 6, 2020, *Dr. Bruce Christopher*"THE PSYCHOLOGY OF SUCCESS:
SECRETS OF THE SUPERSTARS"
and "BAMBI vs GODZILLA,
DEALING WITH DIFFICULT PEOPLE AND PATIENTS"

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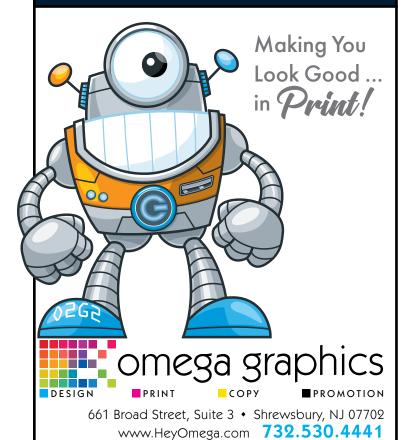
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DR. RICHARD LEVINE, 88, of Hazlet and Middletown NJ, passed away on December 14, 2018. Richard is the beloved husband of Marlene Spector Levine, loving father of Michael Levine (deceased), Steven Levine, David Levine and his wife, Jodi Palinkas, and Matthew Levine and his partner Sonia Smith. He is the proud grandfather of Jessie Patton-Levine and her husband Brian Diggs, Sam Levine, and Gideon Levine and loving greatgrandfather of Ruby Diggs. He is also the loving brother-in-law of Jacki Spector and Helen Levine. Richard's dental practice served the community of Hazlet NJ from 1958 to 2018. For many years Richard and his wife Marlene produced the annual Middletown Folk Festival in Middletown NJ. He leaves behind a rich legacy of music and song, and a lifetime of loving family and friends.

DR. HOWARD S. TARABOUR died Friday, September 20, 2019 at Monmouth Medical Center in Long Branch. He was 88.

Born in Newark, he grew up in Hillside until he settled in Lincroft, where he opened his dental practice in 1957, having built the building with his business partner, Dr. Edward Morris. His practice remained on Newman Springs Road for over 50 years prior to retiring. During his career, Dr. Tarabour was one of the original trustees of Delta Dental of New Jersey and served on the board for 16 years. He also served as a consultant to the NJ State Board of Dentistry for over 30 years.



Dr. Tarabour was a captain in the US Air Force and honorably served our country during the Korean War. He served as a base dental surgeon at Sampson AFB and as Deputy Base Dental Surgeon at Plattsburg AFB in New York State.

He was predeceased by his sister, Gloria Rubin. Surviving is his loving wife of almost 30 years, Arlene; his children: Scott Sugarman, Wendi Sugarman Bieber and her husband, Brian Bieber; along with his three grandchildren: Sophia Sugarman, and Alexa and Ryen Bieber.

Monmouth-Ocean County Dental Society

C/O Dr. Richard Angowski, Executive Secretary

Email: drvu69@aol.com 1268 Boxelder Drive Toms River, NJ 08753

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OR CURRENT RESIDENT

M-OCDS News DECEMBER 2019

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.

GENERAL MEMBERSHIP DINNER MEETING Tuesday – January 4, 2020 "NJDA Officers Presentation"

Arthur Meisel, Esq. Executive Director Dr. Thomas Rossi, NJDA President

Free dinner for MOCDS members & earn 2 CE credits!
Waterview Pavilion, Belmar 6:00 PM

PLEASE R.S.V.P. by: JANUARY 7, 2020 TO ATTEND

Please bring a Non M-OCDS member
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The officers of the New Jersey Dental Association
will discuss how organized dentistry is working to
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