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**Queens County Dental Society**  
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# QCDS Bulletin

PUBLISHED BY AND FOR THE DENTISTS OF QUEENS COUNTY

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## It's Official: NYSDA Vice President Is Dr. Chad Gehani



At a recent NYSDA Board of Governors meeting were the incoming 2009 officers. They are, left to right, Dr. Richard Andolina, Vice President Dr. Chad Gehani, Dr. Robert Doherty and President Dr. Michael Breault. They were introduced by Dr. G. Kirk Gleason, at podium.

**O**n November 11, in a very elite ceremony, in the presence of several governors and past presidents of the New York State Dental Association, Dr. Steve Gold, President of NYSDA installed Dr. Chad P. Gehani as Vice President of NYSDA. He is the first individual of ethnic origin to achieve this honor.

Dr. Gehani is a Fellow of the American College of Dentists, Fellow of the International College of Dentists, Fellow of the Pierre Fauchard Academy, Associate Clinical Professor in Endodontics at the NYU College of Dentistry. He is also chair of Endodontics at the Flushing Hospital Medical Center, Council on ADA Membership and Communications, Council on ADA International Programs and Development, is past president of the QCDS and has lectured nationally and internationally.

His wife, Dr. Rekha Gehani, has been a member of the New York State Board of Dentistry since 1998. Their son, Dr. Daniel Gehani, and daughter, Dr. Kiren Gehani, are both ADA members and their youngest son, Dr. Neal Gehani, is finishing up his ENT fellowship.

Dr. Gehani is known for speaking his mind. He is a leading advocate of organized dentistry who believes strongly that all dentists should have one voice, and work under the umbrella of ADA and NYSDA.

## New QCDS President Dr. Prabha Krishnan Readies Many Ambitious Administration Goals

*By Marc Katz*

Becoming president of the Queens County Dental Society has been a learning experience for Dr. Prabha Krishnan, who will be formally installed to the post on Saturday, January 17, at the Crest Hollow Country Club, Woodbury.

She has had a periodontal practice in Rego Park for 17 years and has been a member of QCDS since 1995. In 2000 she joined the QCDS Board. "Becoming an active member of the Dental Society, I have learned what organized dentistry is all about," she said. "I have met my peers in the field and I have learned how the QCDS Political Action Committee fights for the rights of those in my profession.

Reflecting on what is ahead of her as she takes office, she said she wants to look for ways to further involve the membership. "My message to our members during these difficult financial times for our profession," she said, "is that we must strive for unity. We must improve our communications with each other if we are to grow.

"We may have differences of opinion, but being united and willing to work together on all levels will help us greatly. 'In unity we have strength' is more than just a saying."

To bring about the greater unity she is seeking, Dr. Krishnan is proposing a multi-point plan, including:

- More Volunteering—a new series of programs that will use greater numbers of volunteers, building on successful outreach programs at Shea Stadium, Belmont Racetrack and in schools.

- A wide variety of CE Courses—new CE courses which will bring greater attendance and provide additional benefits to members.

- Increased Government Representation—heightened QCDS representation on malpractice, Medicare and insurance problems, as well as increased lobbying efforts.

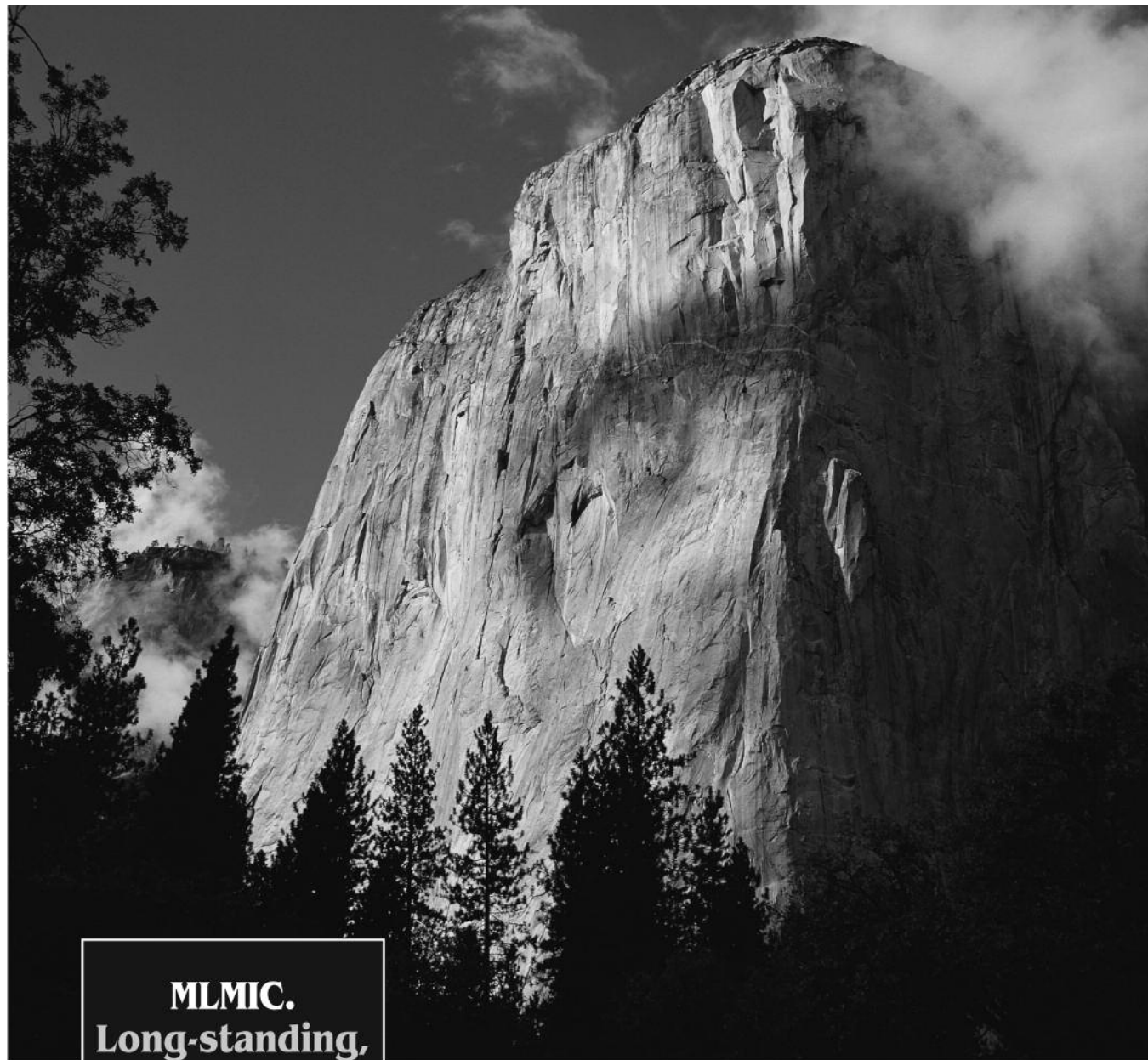
- Membership Campaign—improved efforts to increase QCDS, State and ADA membership.

"Dentistry faces more challenges than ever before, especially in a failing economy," she said. "We must make sure that our voice—speaking for local organized dentistry—is heard by the public, as well as by our legislators. All must be made aware of the important role that we, as dentists, play in providing high quality dental care and fostering general good health."

Dr. Krishnan said she also wants to be more involved with reaching out to other ethnic dental societies. "We have to reach out to show that we care, that we are all one," she said. "We are all working to achieve the same goals. Alone we can do so little, but together we can accomplish so much."

see **New QCDS President...** page 5





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# My Invisalign Experience

By Dr. Ira Schwartz

Public awareness of the unsightly appearance of “crooked teeth” dates back to the writings of Hippocrates (460-377BC) and Aristotle (384-322BC). Throughout the next several centuries, dozens of books were written with consideration to irregularities of the teeth.

Pierre Fauchard, often called the father of modern dentistry, discusses the “bandelette,” which later came to be known as the expansion arch to align teeth. The publication of Angle’s first edition in 1887 capped these contributions and organized the existing knowledge of orthodontics. Orthodontics as a specialty dates back to the turn of the 20th century, the year in which The Angle School of Orthodontics was formed. The constant battles among orthodontists in the literature and at society meetings only served to enhance interest in orthodontics and increase the dedication and devotion of their disciples.

Many of the problems facing these orthodontic pioneers are still very much with us today and still engender considerable controversy. At the forefront of today’s debate is the recently minted “Invisalign” appliance where complaints attributed to this technique ring familiar; i.e. the inherent limitations of the appliance to control tooth movement, inadequate training of the dentists performing treatment, occlusal relationships being given scant attention, biologic principles being completely ignored and passed over for the primary goal of improving esthetics. And yet, the public’s perception of enhanced esthetics and demand for a virtually invisible and removable orthodontic appliance only motivates today’s practitioner to strive for a better “mousetrap.”

I have been using the Invisalign appliances for approximately five years

and have started almost 100 cases, including those completed and a handful of “dropouts.” I will not use the appliance in cases where I believe bicuspid extraction would best serve the patient’s needs, owing to the inability of the aligners to adequately move teeth bodily and parallel root surfaces. The appliance is inherently poor at performing certain types of tooth movements, such as rotations and extrusions. This is especially frustrating on canines and short teeth such as maxillary lateral incisors, where a loss of aligner fit becomes increasingly obvious. Once this occurs,

The appliance is inherently poor at performing certain types of tooth move-

moving further through the series of aligners only results in increasingly unwanted tooth movement. Placing attachments on teeth offers some help, but if that canine doesn’t want to rotate—it won’t. When a maxillary lateral incisor loses its fit and remains above the level of the aligner, one solution is to

place a button and elastic, relieve the aligner and extrude the tooth until it fits the aligner. This may work but turns out to be a temporary cure, as the tooth will intrude when the elastic is discontinued and the next aligner is inserted. Beveling attachments to help seat the aligner may make it easier to fit and for the patient to insert and remove, but will reduce the efficacy of the appliance to move the tooth. Tooth movement is planned by a computer, which produces all the aligners based on an average rate of tooth movement. Approximately 50 percent of patients are “average,” creating alignment rates, which are either too slow or too rapid, resulting in aligner lag and a poor fit. Reducing the rate of tooth movement means wearing the aligner for more than the prescribed two-week period or a “mid-course correction” where tooth movement is decelerated.

see My Invisalign Experience... page 9

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# New QCDS President Prabha Krishnan Readies Ambitious Administration Goals

from pg 1

She said she would like to plan an all-day event just for women dentists, offering CE courses that relate to them. Another event could be tailored to new graduates of dental schools or those who have recently gone into practice. She said she would also propose an event just for members, along with their families.

“I am looking forward to my installation,” Dr. Krishnan said. “I want to get going immediately on achieving my goals. It will require advice from the past presidents and, of course, I will be working closely with the new officers. I will be counting on them heavily so that we can be proud of our accomplishments.”

“I want to get going immediately on achieving my goals.”



## 2009 New Life Members

Congratulations to the following QCDS members who have met the requirements for life membership:

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TSO LONG HSU	STEVEN SIEGEL
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The ADA will be distributing life member pins and NYSDA will be providing life member certificates.

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## From The Executive Director

### QCDS In Rough Economic Times

By William Bayer

As you are all well aware, these are challenging economic times which will affect all of us both individually as well as our businesses. In speaking with prospective sponsors of QCDS events, I am hearing over and over how company budgets for these events have been cut and QCDS may very well experience a shortage of vendors willing or able to provide the sponsorship funds that have enabled us to present a variety of CE offerings at little or no cost to our members. We will be challenged to provide the quality of programs presented in prior years especially in light of our decision to hold dues at the current component level without any dues increase for 2009. Similarly, the ADA House of Delegates recently voted to hold ADA dues at current levels in recognition of the difficult times some members will be facing. It will take some "out of the box" thinking to provide the same or more to our members in 2009 with less available financial resources. Fortunately, the Society is on a firm financial footing, as our limited resources were not invested in equities which have been battered. I welcome any suggestions and again ask that you refer any potential sponsors to me to ascertain their interest in partnering with QCDS in presenting CE events.

It is also now more important than ever that you patronize those sponsors who support us on a regular basis to show your support of those who support us. It is impractical to name all our supporters, but those who advertise in our Bulletin and those who provide sponsorship funding of our events deserve your consideration when choosing with whom you elect to do business.

#### The ADA Executive Director

As of this writing, there has not yet been an appointment of the ADA executive director position and the selection process continues. A Board Screening Committee consisting of representatives from each of the 17 ADA Districts is reviewing qualified candidate applicants and a selection may be announced soon.

#### The NYSDA Executive Director

In addition, the NYSDA executive director position is vacant with the departure of long-time Director Roy Lasky. NYSDA has announced that Dr. Mark Feldman, who needs no introduction, has accepted the interim executive director position effective January 1, while a similar process is underway at the State level to identify and select our new permanent executive director. Dr. Feldman's experience as an

ADA President leaves NYSDA in good hands while the search for a permanent executive director continues. In all likelihood, the candidate may not be selected until May of this year with an interim executive director handling day to day responsibilities pending the selection of a permanent executive director.

#### Referral Directory Inquiries

I have received numerous inquiries regarding a solicitation letter to members from the "American Dental Organization" requesting a \$7.75 first month payment to continue a listing in their Dental Patient Referral Directory. Please note that this organization is not in any way affiliated with or sanctioned by the ADA although its name has caused some confusion.

#### Backflow Prevention Devices

By now, many of you have received notices from the New York City Department of Environmental Conservation regarding backflow prevention devices which are required by law. You might recall that this issue arose approximately ten years ago and was "on hold" for many years. The city is now enforcing this requirement mandating the installation of these devices, which require plans drawn by a licensed engineer or architect and installed by a plumber. Further information is available from the NYCDEC.

#### Mandated Ethics Course

After much confusion, the New York State mandated ethics course is now being offered at QCDS as well as at GLIDM. Our first course offering resulted in an overflow crowd and the course is again being offered as part of a larger CE program on February 8. Further details are noted elsewhere in the Bulletin.

#### Installation and Dues

I encourage all to show support and appreciation of our volunteer officers by attending the Installation and Dinner Dance on January 17 at the Crest Hollow Country Club.

The ADA House of Delegates meeting in October reviewed a proposed dues increase for 2009 and, after a vote, the House directed the Board of Trustees to reduce the budget by an amount resulting in no dues increase. The Board then presented a revised budget which includes no dues increase and was approved by the House. We at QCDS are also holding the line on dues and there will be no QCDS dues increase for 2009.

#### Closing Dental Clinics

Although legislation was passed regarding the issue of Dental Health Certificates whose aim it was to improve the dental health of all New York State children by having schools request children present proof of a dental assessment, the New York City Health Department has opted out of the new state law.

Schools in Queens and the other boroughs are not required to request dental health screenings, which in effect negates the intent of the law. New York City schools were exempted predicated on the premise that the city is already providing sufficient access to school age children.

In addition, the situation goes from bad to worse as Mayor Bloomberg announced he is shutting down the City's Dental Clinics in a budgetary move. The Corona Dental Clinic and its programs will no longer be operating as of June, 2009, thus removing a major provider of dental services to low income children. A spokesperson for the City Department of Health noted the agency will make patients aware of other sources of low cost dental care. Although "access to care" may be one of today's catch phrases, this does not appear

to be the case in New York City as actions speak louder than words. As of this writing, NYSDA President Dr. Stephen Gold has communicated NYSDA's firm opposition to the clinic closings, which will impact 44 public dental health clinics serving 17,000 of the city's neediest children. Hopefully, the City will come to its senses and realize the impact of untreated dental disease on a patient's overall health and restore this vital community access program. Feel free to contact your local city representatives expressing your feelings regarding the closing of these facilities and its impact on those served by the clinic system.

#### Join QCDS Come to the Meeting

Please make an effort to attend our next General Membership Meeting scheduled for February 3 and to view our website for upcoming events as our CE calendar develops.

We encourage members to become involved in your Society. Anyone wishing to volunteer for a committee assignment can call me directly and we will welcome your participation. As the strength of our organization is dependent on its membership, I encourage you to speak to your colleagues who are not yet members and encourage them to join us as members of organized dentistry.

#### Wedding Wishes

Ending on a happy note, congratulations are in order to one of our younger members, Kiren Gehani, on her recent marriage to Dr. Biraj Patel, which culminated a week long series of traditional ceremonies. The reception was held at New York City's landmark Roosevelt Hotel and a large contingent of NYSDA dignitaries and QCDS members attended as guests. Kiren's proud parents are Drs. Rekha and Chad Gehani, both of whom are long standing QCDS members. Best wishes to Kiren and Biraj on the start of their life together!

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\*This program has been approved as an entry level skills program by the NYSED, BPSS. Eligible students who wish to challenge the National Certification Exam given by DANB will find this course to be helpful. This program alone, is not presently recognized by the NYSED, as a license qualifying course under the NY State Licensed "certified dental assisting" law. DATC has developed a pathway along with this program for assistant's to become Licensed. FOR MORE INFORMATION ABOUT BECOMMING LICENSED, please call Lisa Lyle at 1(888) 595-3282.

\*\* Student will receive written confirmation of seat reservation.

# My Invisalign Experience from pg 4

Dispensing several aligners at once may create a situation where the practitioner realizes this problem only too late. Time is wasted waiting for a new set of aligners. Compliance can be an issue. "Hot to trot" describes the new aligner patient, but several months later "burnout" may ensue. This is especially true of women who become pregnant and have difficulty tolerating the appliance. Relapse is rapid and unforgiving. Ditto a lost aligner or lagging compliance. These scenarios may require starting over from scratch. Aligners are now being actively marketed to teens. Absent from these appliances is any orthopedic effect or growth guidance which can be important for facial appearance and stability of the orthodontic result.

Orthodontic tooth movement can be a highly predictable and successful treatment option for many patients who present with varying degrees of malocclusion. Many different types of tooth moving appliances have been employed to correct these problems, depending upon the severity of the malocclusion, the skill of the operator, the inherent capabilities of the appliance and the compliance of the patient. Invisible appliances are not new. Essix retainers have been used for years to correct minor irregularities. Lingual braces are a real option and offer predictable tooth movement.

If a patient insists on Invisalign treatment, the first thing I do is map out a list of likely attainable goals. This does not include the correction of crossbites or the complete rotation of severely rotated teeth. Expansion seems to work best to produce initial alignment and can be augmented with interproximal

stripping later in treatment when more even tooth alignment allows better access to interproximal surfaces with less risk of damage to the enamel. Combination therapy is becoming more popular, whereby the more difficult tooth movement is first accomplished with some sort of fixed appliance, the interim result then stabilized for a period of time and then one may proceed with aligner therapy. The alternative would be to either postpone these difficult movements until a later stage in treatment, i.e. not getting hung up on rotating a bicuspid, or eliminating this movement altogether.

Another technique to help seat a wayward aligner is to use a thermoforming plier to augment tooth movement in the aligner or to "create" an attachment that can be bonded to the tooth using the aligner as a template. Most likely, this will have to be continued and incorporated into every subsequent aligner. If a patient is dissatisfied with incomplete rotation of a canine, for example, I try to convince them to allow me to place ceramic brackets for six weeks and I will get the tooth aligned. It's either that or admit to the patient that I have done the best I could (especially after several courses of refinement). The problem arises if the patient's expectations are not met. The clincheck always shows perfection. Rarely is a case rejected for invisalign therapy. We are not computers. Our patients are not computers. It is the rare case that goes exactly the way shown on the clincheck. My best advice is to choose your cases carefully, set realistic treatment goals and get good advice from your more experienced colleagues, your aligner rep, etc., and hope for the best.

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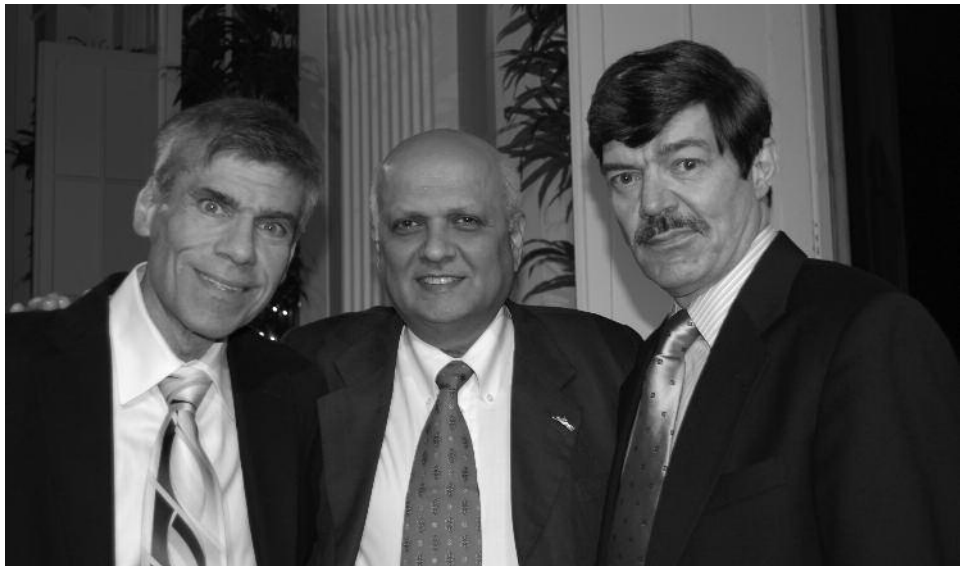
FREE ESTIMATES



QCDS Out and About

There are many activities in which QCDS staff and leadership participates that warrant reporting. Hopefully, you will find the following informative:

- On September 19, QCDS representatives attended the Dominican Dental Association reception, which preceded their dinner dance the following evening at the Laguardia Marriott. Local elected officials, including Assemblyman Jose Peralta, who has been a true friend to QCDS, were in attendance, and Dr. Mercedes Mota-Martinez received an award from the Association in recognition of her activities.



At a recent meeting of the NYSDA Board of Governors were, left to right, 2008 President Dr. Stephen Gold, incoming Vice President Dr. Chad Gehani and incoming President Dr. Michael Breault.

Dominican Dental Association honors Dr. Mota-Martinez



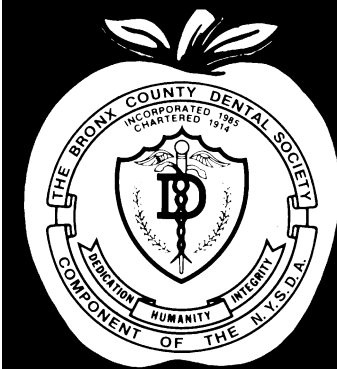
QCDS Board member Dr. Mercedes Mota-Martinez received an award for long-standing service from the Dominican Dental Association. With her for the presentation, held at the LaGuardia Marriott, was QCDS President Dr. Viren Jhaveri.



QCDS leaders were well represented at a meeting of the Dominican Dental Association, where they presented an award to Dr. Mercedes Mota-Martinez, left, and Amarilis Jacobo, second from left. Representing QCDS were, left to right, President Dr. Viren Jhaveri, NYSDA Vice President Elect Dr. Chad Gehani and Executive Director William Bayer.

- On October 24, a QCDS representation consisting of Drs. Viren Jhaveri, Prabha Krishnan, Vallejo, Mitch Greenberg, Caruso, Chad and Rekha Gehani, plus Executive Director William Bayer, attended the New York State Dental Foundation luncheon in New York City where “Foundations of Excellence” awards were presented to Dr. Allan Formicola for Academics, Dr. Daniel Fine for Research, Suzan Harrison from Colgate for Corporate Leadership and Donated Dental Services for Community Service. QCDS showed its ongoing support of the NYSDF programs and was acknowledged as a sponsor of the event.
- On Sunday, October 26, QCDS representatives including Drs. Chad and Rekha Gehani, Viren Jhaveri, Prabha Krishnan and Executive Director William Bayer joined with the Chinese American Dental Association at the Mulan Restaurant in Flushing, celebrating with CADA members at their annual gala. QCDS Board member Eric Huang is also a member of the CADA Board. QCDS thanks both Dr. Huang as well as CADA President Dr. Grace Lee for their gracious invitation to attend this event. While many QCDS members who are also CADA members were in attendance, QCDS Board members Richard Yang and Adam Lighter also joined in the festivities.

- The World’s Fair Marina Restaurant hosted the Indian Dental Association Convention on November 1 and QCDS Incoming President Dr. Prabha Krishnan served did an excellent job serving as the master of ceremonies. In addition, Executive Director William Bayer wished the attendees “Happy Diwali,” A great number of QCDS members share membership with the IDA and were in attendance. Dr. Chad Gehani received an award recognizing his long history of service to the IDA and Dr. Viren Jhaveri was introduced as the IDA president-elect.
- QCDS EDPAC Chair Dr. Joseph Caruso, along with QCDS the leadership, have been very active during this political season, attending many fund raising events for political leaders to show non-partisan support for those officials who understand the needs and issues facing the profession.
- The November NYSDA Board of Governors meeting concluded with the formal installation of Dr. Chad Gehani as NYSDA Vice President. The remainder of Dr. Gehani’s Board term will be completed by QCDS Past President Dr. Mitchell Greenberg.
- Many QCDS members attended the November 29 wedding of QCDS member Dr. Kiren Gehani to Dr. Biraj Patel, with a reception held at the Roosevelt Hotel in New York City.



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2009 Partial List of Speakers

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Dr. Ronald Jackson  
Dr. Edward McLaren
  2. PROSTHETICS  
Dr. Tom Dudney  
Dr. Neis Ewoldsen
  3. PRACTICE MANAGEMENT  
Dr. Joe Steven, Jr.  
Dr. Mark Troilo
  4. ORAL SURGERY, IMPLANTS & TMJ  
Dr. Berry Stahl-Hands-on  
Dr. Michael Tischler-Hands-on  
Dr. Brian Lambert  
Dr. Michael Monto  
Dr. Donald Tanenbaum
  5. PERIODONTIA AND DENTAL HYGIENE  
Dr. Nell Gottehrer  
Prof. Leah MacPherson  
Dr. Michael Varallo
  6. DENTAL INSURANCE  
Ms. Vicki Anderson
  7. MATERIALS  
Dr. Howard Glazer
  8. OPERATIVE DENTISTRY  
Dr. Howard Strassler
  9. WELLNESS AND HEALTH  
Dr. Uche Odiatu  
Kary Odiatu, BPE
  10. ENDODONTIA  
Dr. L. Stephen Buchanan  
Maximum Dental (hands on)
  11. ORAL MEDICINE & PERIO  
Dr. Scott De Rossi  
Dr. Alvin Heller
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## ADA Institute Project: Diversity Forum To be Held at LaGuardia Marriott January 18

As a part of an ADA Institute project, Dr. Jhaveri and Dr. Medrano will be hosting a diversity forum at the Courtyard Marriott at LaGuardia Airport on Sunday, January 18.

This will be an all day continuing education event, with breakfast and lunch as a part of the program. The event has been promoted to the Spanish American Medical and Dental Association, Puerto Rican Dental Association, Chinese American Dental Association, Indian Dental Association, Dominican Dental Association, and Arab American Dental Association, among others. Members and non-members of the ADA are invited.

The CE event consists of five well respected speakers.

Dr. Alan Deutsche will speak on "Stress Free Endodontics," including use of rotary endo instruments, irrigation and intra canal medications, how to avoid hand fatigue and instrument separation. A question and answer session will follow.

Renowned attorney Amy Kulb will speak about New York State Dental Medicaid Program regulatory issues and guidelines and how to avoid red flags. Ms. Kulb is an expert in areas of professional regulation, including Office of Professional Discipline matters, Medicaid, State and Federal criminal proceedings and administrative hearings.

Her presentation will focus on current issues with the Medicaid program as well as current regulatory issues

Dr. Hoda Yousef an associate professor in the Department of Restorative Dentistry at UMDNJ. She is course director for the Preclinical Prosthodontic Program and an associate member of the greater New York Academy of Prosthodontics.

Dr. Saul Weiner, faculty member at UMDNJ, is a Board certified prosthodontist. He teaches and practices surgical and prosthetic implant dentistry and is involved in a number of clinical research projects.

Harish Chugh will present a program on financial planning. Mr. Chugh is a 27-year veteran of AXA Advisors, LLC. He focuses on developing sound personal and business plans to help clients achieve financial goals.

Before the CE event, several leaders of NYSDA and ADA will be meeting with non-ADA members in an informal setting to better understand their concerns and address them. They will show the value of ADA membership to non-members. As many as 200 practicing dentists from the five boroughs, New Jersey and Connecticut are expected to attend. Be sure to register as soon as possible by calling QCDS at (718) 454 8344. All profits will be donated to QCDS.

### CE Courses Winter/Spring 2009

**Pre-registration is required for all continuing education, except General Membership Meetings**

**Sunday, January 18**

**Engine Driven Endodontics-** Dr. Allen Deutsch  
**Medicaid/Regulatory Issues-** Amy Kulb, Esq.  
**Megagen Rescue Implant-** Dr. Saul Weiner & Dr. Hoda Yousef  
**Financial Planning-** Haresh Chugh, AXA Advisors  
*See full program details in Bulletin*

**Tuesday, February 3**

**General Membership Meeting**

**Sunday, February 8**

**New York State mandated Ethics and Jurisprudence Course**  
**Diagnosis and Management of Oral Lesions-**  
Dr. Michael J. Deasy  
**Oral Cancer and Pre-cancer-**Dr. Joan Phelan  
*See full program details in Bulletin*

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## Study Clubs January/February 2009

### A Video Study Club on Wheels!

The Queens County Dental Society has scheduled a bus trip to the Tropicana Casino on the Boardwalk in Atlantic City for Friday, May 1, leaving from QCDS for a day trip. In order to properly plan, call 718-454-8344 if you are interested, as space will be limited. This is an opportunity to obtain FOUR CE credits for the video presentation and lecture, to be presented both going and returning from Atlantic City, in addition to an enjoyable day either trying your luck or strolling the Boardwalk.

The cost of the trip will be approximately \$45 and friends and family are welcome. Reservations are a must.

#### Steinway Study Club

CONTACT DR. KIRSCHNER (718) 634-2123

**Jan. 20** 6:30-9:00 p.m. CE: 2.5

**Speakers:** Junichi Ohtsuki, MS  
R&D division of Kuraray

**Topic:** Porcelain Repair

Mr. Ohtsuki received a Masters Degree in Material Science (Organic Chemistry) at Nagaoka University of Technology in Japan in 1993. He has been working with Kuraray in the dental division for the past 15 years. During most of the time, Mr. Ohtsuki has been a major contributor to the research and development of dental adhesives and cements for the R&D division of Kuraray, which is located in Japan. Mr. Ohtsuki has been working in the New York offices of Kuraray America, Inc. since 2006, and is currently in charge of technical support for both private dentists and dental schools. His focus is education about Kuraray's products in both the U.S. and Canada

**Location:** Mezzo Mezzo Restaurant,  
31-29 Ditmars Blvd., Astoria

**Feb. 17** 6:30-9:00 p.m. CE: 2.5

**Speaker:** Linh Luu, DDS, Julia Bonks, DDS  
Mount Sinai Hospital Residency Program

**Topic:** Pediatric Oral Pathology

**Location:** Mezzo Mezzo Restaurant, Astoria

#### Glen Head Study Club

CONTACT DR. GLICKER (718) 634-2123

**Feb. 11** 7:00-10 p.m. CE: 3

**Speaker:** Joel Gluck D.D.S.

**Topic:** Construction of Precision Parials.

This presentation will discuss the design and difference of parials and when they should be used.

**Location:** Il Bacco Restaurant, 253-08-10 Northern Blvd.  
Little Neck, N.Y.

**Dec. 3** 7:00-10 p.m. CE: 3

**Speaker:** Seth Newman, D.D.S.

**Topic:** Temporary Anchorage Devices

**Location:** Il Bacco Restaurant, 253-08-10 Northern Blvd.  
Little Neck, N.Y.

#### Dr. Fialkoff Study Club

CONTACT DR. FIALKOFF (718) 229-3838

**Jan. 14** 7 p.m.

**Speaker:** Dr. Bernard Fialkoff

**Topic:** "The Secret to Successful Cosmetic Outcome  
—Gingival and Osseous Grafting Revisited"

This course will present methodologies of timely and planned osseous grafting of extraction sites and alveolar defects, soft tissue grafting of recession /cosmetic defects, how to obtain soft tissue support and gingival contours that enable esthetic and functional results; and how to plan for long term success.

**Location:** Chester's Restaurant  
38-05 Bell Blvd. Bayside, N.Y.

**Feb. 11** 7:00 p.m.

**Speaker:** Dr. Udo Schutte, DDS

**Topic:** "Fixed Prosthetics Principles for Enhanced  
Esthetics and Long Term Stability"

This course will present methodologies of proper temporization and provisionalization, how to obtain soft tissue support and gingival contours that enable esthetic results, occlusal schemes for long term success, anterior guidance and avoidance of posterior interfering contacts, and night guard appliance construction to maintain the occlusal schemes produced.

**Location:** Chester's Restaurant  
38-05 Bell Blvd. Bayside, N.Y.

#### New York Hospital Queens Study Club

CONTACT: CLO VEZZA (718) 670-2301

**Jan. 26** 7:00-10:00 p.m. CE: 3

**Speaker:** Martin Kay, M.D

**Topic:** Advances in Treating Cardiac Disease

Participants will be better able to serve their patients with an increased awareness of the element of cardiac disease, as well as aspects of prevention. The new technologies and pharmaceutical advances will be covered.

**Location:** NYHQ Cardiac Rehab Conference Room  
174-11 Horace Harding Exp  
Fresh Meadows

**Jan. 30** 8:00 a.m. -5:30 p.m. CE: 7.5

**Speaker:** Martin Kay, M.D

**Topic:** Oral and Maxillofacial Pathology  
A Comprehensive Review Course

**Location:** NYHQ Cardiac Rehab Conference Room  
174-11 Horace Harding Exp  
Fresh Meadows

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# Queens County Dental Society Presents

## *Diversity Forum*

A Full Day CE Event.  
Chairpersons: Dr. Viren Jhaveri and Dr. Lauro Medrano

Date: Sunday January 18, 2009  
Time: 8am-4.30pm 7 CE Credits  
Place: Courtyard by Marriott LaGuardia FREE PARKING  
90-10 Grand Central Parkway BREAKFAST & LUNCH INCLUDED  
East Elmhurst, N.Y. 11369  
Tel. (718) 446-4800

### Topics/Speakers:

The Easy Side of Engine Driven Endodontics:  
Speaker: Allen S. Deutsch, D.M.D.  
Past Assistant Professor of Endodontics, Columbia University School of Dental Medicine. This lecture will educate and instruct dentists on latest in endodontic techniques. Upon successful completion, attendees will learn how to stop hand fatigue, learn alternatives to costly NiTi systems and eliminate instrument separation. Discussion on root canal cements and irrigation materials. Q & A session.

Medicaid & Regulatory Issues  
Speaker: Amy Kulb Esq.  
Ms. Kulb is a partner in the law firm of Jacobson, Goldberg & Kulb LLP with expertise in all areas of professional regulation including Office of Professional Discipline matters, Medicaid, State/Federal criminal proceedings and Administrative Hearings. Her presentation will focus on current issues with the Medicaid program as well as current regulatory issues.

Implant Presentation : Megagen Rescue Implant  
Speakers:  
**Dr Saul Weiner** is a faculty member in the Department of Restorative Dentistry at UMDNJ, where he teaches and practices surgical and prosthetic implant dentistry. He is a Board certified prosthodontist who has been involved in a number of clinical research projects. Currently he is part of a team that is utilizing the Megagen Rescue implant in a clinical trial.

**Dr. Hoda Yousef** is an Associate Professor in the Department of Restorative Dentistry at UMDNJ. She is Course Director for the Pre-clinical Fixed Prosthodontic Program, has a private practice devoted to Prosthodontics and Implant Dentistry and is an associate member of the Greater New York Academy of Prosthodontics. Dr. Yousef's current implant research is a Clinical Investigation of the Megagen Rescue Internal Implant, which is being placed in molar areas using the immediate implant placement protocol.  
**The Megagen Rescue Implant** combines a number of features to provide a powerful option for a predictable clinical molar implant-supported restoration. There is a significant evidence base to justify the features of this system. This presentation will discuss a rationale for use of the Rescue Implant as well as demonstrate its techniques. The topics include: System features, Screw mechanics, Crown-implant ratios, Implant-abutment connections, Platform switching, Surgical strategies, Immediate extraction placement protocol, Placement in vertically challenged sites

Financial planning  
Speaker: Harish Chugh  
Mr Chugh is a 27 year veteran of AXA Advisors LLC offering a wide range of financial products and services to professionals. He focuses on developing sound personal & business plans to help clients achieve financial goals. In working with clients, he reviews, analyzes, designs and implements estate and financial planning strategies.

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Registration:  
Course Fee: \$95.00 (7 CE Credits, breakfast and lunch included.)

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Please fax registrations to QCDS (718)-454-8818 or email [QCDS1@aol.com](mailto:QCDS1@aol.com)

Questions please call QCDS @ (718)-454-8344  
Dr. Jhaveri Tel # (516)-343-8311 or Dr. Medrano Tel # (718)-492-3677

## The Importance of Financial Planning in an Uncertain Economy: A Special Two-Part Series

### Part 2: Having a Plan is Key to Your Future Financial Success By Harish Chugh

Too many people make their investment decisions based on what every one else is doing. They follow the crowd into the hottest sectors of the market, only to suffer the consequences when those sectors take a dive.

There is a way to safeguard your financial future without worrying too much about where the market is heading. It's called planning—and you do it all the time. You plan for a vacation, you plan for a wedding, you plan when you put a new addition on your home.

Yet, too often the most important plan is neglected—your plan for your financial future. A plan is simply a roadmap that shows where you are now, where you're going, and how best to get there. By putting your investment decisions into a larger perspective, a financial plan helps you avoid the trap of investing based on what other people are doing—instead of what is best for you.

To create a comprehensive plan, many people seek the help of a qualified financial professional. This person has the knowledge and experience to help guide your key decisions about your financial future.

The planning process begins with a lot of questions. The purpose of these questions is to determine your goals, investment objectives, risk tolerance and dreams for the future, and to try to anticipate future events and contingencies so that they can be incorporated into your overall financial blueprint.

The next step is constructing your financial profile. This consists of an accurate picture of your current financial status, including your net worth, current income, potential income, debts, taxes, insurance and other financial considerations.

Step three combines step one and two by creating a guideline that shows how you can get from where you are now to where you potentially want to be. This is where the guidance of your financial professional is especially useful. He or she will help you determine how much you need to save and suggest ways to help you meet your financial obligations. Your financial professional will also help you select the right mix of assets (short-term investments, bonds, stocks and other vehicles) that may help you meet your future goals while controlling risk.

By implementing the plan, you free yourself from making ad hoc decisions about investments. You won't be chasing market fads because you'll know exactly what investments are right for you. That doesn't mean you can't "play the market." But it does mean that you will know exactly how much of your investment assets you can afford to put at higher risk without jeopardizing the achievement of your goals.

The final step is to monitor and review your progress over time. Your goals or situation may change, and you will need to adjust and refine your plan to reflect these changes. By sticking to the plan, monitoring progress and making changes as needed, you'll have the best chance of achieving what you set out to accomplish.

*EDITOR'S NOTE: This material is not intended as tax or legal advice. You should consult with your personal financial, tax or legal advisor regarding your specific situation before implementing any estate or business strategy.*

*This article is provided by Harish Chugh, who offers securities and investment advisory services through AXA Advisors, LLC (member FINRA, SIPC), 1111 Marcus Avenue, Suite 100, Lake Success, NY 11042 and offers annuity and insurance products through an insurance brokerage affiliate, AXA Network, LLC and its subsidiaries.*

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# When Buying a Practice, Don't Sweat the Small Stuff

By *Risè and Martin Mattler*  
Countrywide Practice Brokerage

If you're a young dentist currently looking for a practice, it's time to face facts: there really are fewer opportunities available in the tri-state region than there were five years ago. With fewer practices advertised, buying clients are advised to be prepared to make some compromises on their criteria. Being flexible versus rigid on the smaller details can make the difference between success and failure in the purchase of a practice.

Here are some of the finer points in a practice transition, and how to turn some common potential negatives into positives:

- **Practice Fees:** It's not unusual to find that an older dentist is charging rates for procedures that are below the market for the area. Typically, this is because the doctor has not raised his fees periodically over time. So you may look at a practice where the dentist's fee for a crown is \$750, but the going rate is closer to \$950-\$1,100.

While we don't recommend raising fees to a much higher level right away, fees for procedures done less often on a patient, like crowns, fillings and cosmetic procedures can generally be raised more easily than those for regular prophylaxis exams and x-rays, the bread and butter of most practices. Another thing to remember is that in a lower fee practice, you should be able to raise fees and your resulting profit at a faster rate than you could in a practice that already charges market rates.

- **Staffing:** A number of practices have been sold where the staff expense is higher than average. This is typical in a practice that has several employees with long tenure, who have received steady pay increases over the years. The positive to this is that staffers with long tenure can be quite helpful in facilitating the transition of patients to the new doctor.

As part of your practice due diligence, it's important to be thoroughly briefed on the specifics of each employee's compensation package. Knowing each staffer's hours, salary, benefits and date of last raise can help to avoid awkward issues. For example, an employee may ask for a raise as soon as you come in as the new boss. While we always advise against lowering any employee's salary, it's okay to tell an employee that you will review reasonable salary requests once you have had some time to see their on the job performance.

What about situations where some of the long-term employees don't "click" with the new doctor? All is not lost in this situation. We have found that if an employee is very resistant to change, a switch to a new hire may be best, even if that employee is new to your patients. The most critical key to successful patient transition is the former doctor's recommendation. With that in place, most patients will "try out" the new dentist and most will stay with the practice. The one exception to this is a situation where you are purchasing the practice of a doctor who has passed away. In that case, the staff's active participation in the transition becomes more critical.

- **Practice facility:** Many young dentists today request a practice offering three or four operatories. Yet, many older facilities may only have two operatories, with limited options for expansion.

The size of a facility shouldn't be a deal breaker, as long as the patient base is right. Recently sold was a two-operatory of-

fice in a very desirable Queens neighborhood to a young doctor who originally preferred a larger office. The owner of the practice produced \$600,000 a year with two chairs. Within a year of taking over, the new dentist produced \$800,000 without expanding the office. The moral of the story is that success is often more a matter of production than having more operatories. If you purchase a facility that is too large for the amount of dentistry produced, it can have a negative effect on practice profitability.

- **Insurance plans:** It's not unusual to prefer a practice that's 100 percent fee for service, but these days we see more practices that derive a portion of their income from the better paying PPO plans. Dentists who participate in these plans often receive a 25 percent to 30 percent discount on their private fees. Buyers are generally advised against dropping these plans if a significant percentage of patients participate in them. Depending on patient demographics and information about competing dentists' plan participation in the community, you may be able to wean some patients off a PPO plan over time, once you have established a solid relationship with them.

Remember that every transaction has its wrinkles, but few are that significant in the big scheme of things. Your professional team should be able to help you work through these issues and others, so that they don't turn into deal breakers.

*Martin and Risè Mattler are the principals of Countrywide Practice Brokerage. They can be reached at 800-222-7848, or visit their website: <www.ddsbrokers.com>.*

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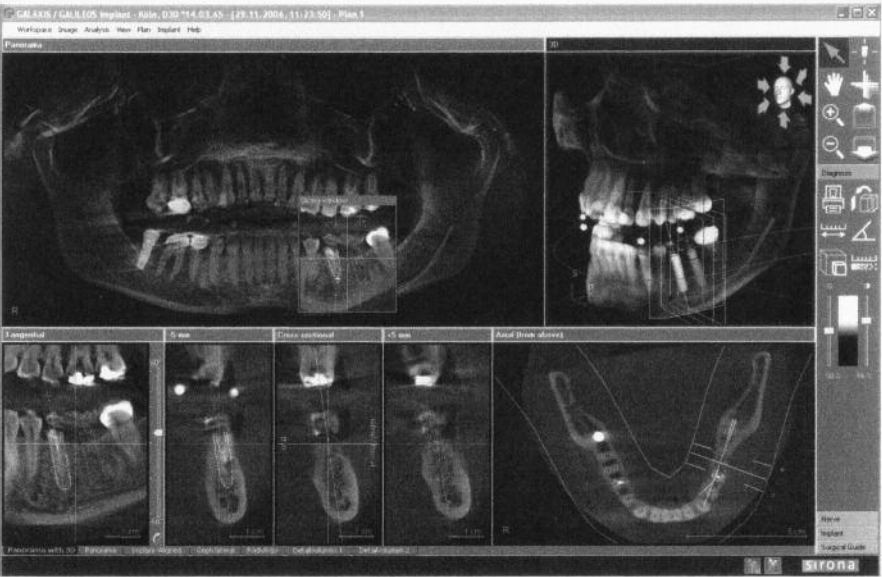
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Copy Plus H.mill	\$44.79	\$62.90	\$42.90	<b>\$34.90</b>
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## TAX TIPS FOR DENTISTS

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Doctors should know that 2008 is a good year to purchase a new vehicle. This is because the tax depreciation on vehicles has been liberalized.

For a business passenger car bought in 2008 the taxpayer gets a standard depreciation of \$2,960 plus a 50 percent additional depreciation of \$10,960 for the first year of use. In the second year, the taxpayer gets depreciation of \$4,800 plus additional depreciation of \$4,800. The third year generates \$2,850 plus an additional \$2,850. The subsequent years generate \$1,775 plus \$1,775 for each year of use.

The deductions for SUVs weighing at least 6,000 pounds is even better. The first year you would deduct 50 percent of the cost of the vehicle, then another \$25,000 (section 179) and any remaining cost would be depreciated over a five year period.

In 2007, the auto depreciation was only \$3,060 the first year, \$4,900 the second year, \$2,850 the third year and \$1775 the subsequent year.

It is a very big increase in the auto depreciation deduction!

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# Queens County Dental Society Presents A Full Day Continuing Education Program

- Ethics & Jurisprudence
- Commonly Encountered Oral Lesions—Diagnosis & Management
- Oral Cancer and Precancer

**DATE:** Sunday, February 8 **TIME:** 9:00 A.M.-3:30 P.M.

**PLACE:** World's Fair Marina Restaurant

1 World's Fair Marina, Flushing Tel. 718-898-1200

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**COST:** \$ 95 ADA members \$ 200 Non-members

**PRE-REGISTRATION IS REQUIRED:** Please call QCDS at 718-454 8344. Visa/Mastercard accepted.

**LIMITED ATTENDANCE—please register early to avoid disappointment.**

**PROGRAM WILL BEGIN PROMPTLY AT 9 A.M.**

Come join us for this varied presentation including the mandated ETHICS & JURISPRUDENCE course required for New York State license renewal as well as two clinical presentations regarding oral diagnosis. SEVEN C.E. credits are awarded for the event plus an additional FIVE C.E.

credits for those completing the follow up online presentations regarding the Ethics Course totaling, TWELVE credits for those attending.

ETHICS & JURISPRUDENCE, presented by the New York State Dental Foundation, fulfills the New York State Ethics mandate. The course offers an overview of laws, regulations and practical case discussions of everyday issues facing the dental practitioner.

Compliance issues will be reviewed .

THREE C.E. credits are awarded for this course, plus an additional FIVE credits are available by completing online case studies after this presentation, for a total of EIGHT C.E. credits.

### COMMONLY ENCOUNTERED ORAL LESIONS- DIAGNOSIS & MANAGE- MENT

will be presented by Dr. Michael J. Deasy, B.D.S, D.M.D. M.D.S., M.S.

Many systemic diseases first manifest themselves in the oral cavity. With an aging population and ever increasing use of various medications, diagnosis of oral lesions including their management has assumed greater importance. Today's clinician, in addition to superb technical skills, must also be thoroughly familiar with a disparate array of disease. Lesions commonly encountered in dental practice, including their diagnosis and management, are reviewed in detail.

Dr. Deasy is currently a Professor of Periodontology and has been Director of Postgraduate Periodontology and Chairman, Department of Periodontology, at the University of Medicine and Dentistry of New Jersey for the past 35 years. He has published over 60 scientific articles and lectured extensively before major dental societies.

TWO C.E. credits

### ORAL CANCER and PRECANCER

will be presented by Dr. Joan Andersen Phelan, D.D.S.

Squamous cell carcinoma is a life threatening disease, however, the prognosis improves greatly when the lesion is identified and treated early. This presentation will cover the clinical identification and histologic features of premalignant oral mucosal lesions and squamous cell carcinoma and will include the appropriate diagnostic procedures for these lesions.

Dr. Phelan is Chair of the Department of Oral and Maxillofacial Pathology, Radiology and Medicine at New York University College of Dentistry, where she is also the Director of the Oral Diagnostic Pathology Laboratory. She is a Diplomate of the American Board of Oral and Maxillofacial Pathology and has published numerous articles as well as a pathology textbook for dental hygienists.

Two C.E. Credits

**Register Now! Space is limited.**

**CALL QCDS at 718-454-8344.**



# QCDS Volunteers Needed

QCDS receives many requests throughout the year for participation in health fairs, community events, school presentations and other similar events. Many requests are declined due to the lack of volunteers to fulfill the request. If you might be able to participate in such events, your help is needed. Call Executive Director Bill Bayer at 718-454-8344. There is no obligation on your part. As event requests are received, you will be contacted and provided with the specifics to decide if you are available and wish to participate. This is an excellent opportunity for recognition of QCDS activities in the community, but it can only be accomplished with the co-operation of our members.

In addition, QCDS often gets calls seeking a dentist to provide services to the homebound, which necessitates a visit to the patient's home. Anyone interested in providing services of this nature can call QCDS. You will be listed on a roster of possible providers of care to the homebound. There is no obligation on your part and you will have an opportunity to speak to the prospective patient directly to see if suitable arrangements can be made.

## Classified Ads

**Taxes Your Office.** Business/ personal Specialty- dentists Personable CPA, References Stuart A. Sinclair, CPA (516) 935-2086 1120 Old Country Road Plain view, New York 18803

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