



Queens County Dental Society
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Jamaica, NY 11423



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QCDS' Dr. Chad Gehani Selected President Of the New York State Dental Association



NYSDA Treasurer Dr. Rick Andolina, President Elect Dr. Deborah Weisfuse, Past President Dr. Michael Breault, President Dr. Chad Gehani, Immediate Past President Dr. Robert Doherty and Speaker of the House Dr. Robert Peskin

By Bijan Anvar, D.D.S.,
QCDS Secretary

In an historic first, Dr. Chad Gehani assumed the office of President of the New York State Dental Association which represents over 13,000 dentists in the State and whose long line of presidents began in 1868 becoming the Association's first president of Indian descent. He assumed the position at the conclusion of NYSDA's annual House of Delegates meeting which took place in Albany from June 16th-18th after having served as President-Elect this past year. In becoming the 142nd President of the New York State Dental Association, Dr. Gehani stated one of his top priorities is to promote unity among all dentists regardless of ethnicity, gender, age, or specialty to insure the improvement of oral health to all patients.

The House of Delegates meeting opened on a somber note with a moment of silence in honor of NYSDA Past President Dr. Stephen Gold who had

passed away after a long period of illness. The routine business of electing our NYSDA Trustee Dr. Joseph Caruso to a four year term as well as Council appointments of Dr. Bijan Anvar to Dental Practice, Dr. Mitchell Greenberg to Ethics and Dr. Robert Shpuntoff to Nominations was completed as well as the approval of our ADA Delegates, Drs. Viren Jhaveri, Jay Ledner and Prabha Krishnan. Outgoing NYSDA President, Dr. Robert Doherty, spoke regarding a recap of his year as President as well as noting significant accomplishments on the part of NYSDA. Presentations by ADA President-Elect Dr. William Calnon and by ADA Trustee Dr. Stephen Gounardes provided updates to the delegates on activities at the ADA. Regardless of the speaker, all affirmed their basic tenet that the dentist is the leader of the dental team and ONLY a dentist should perform surgical or irreversible procedures.

On Friday evening, a dinner honoring Dr. Gehani as NYSDA's new Presi-

dent was held at the Marriott and was very well attended including with a number of classmates of Dr. Gehani who had made the trip to Albany to share this honor with him.

The formal installation of the NYSDA officers took place at the last meeting of the House on Saturday morning installing Dr. Gehani as the NYSDA President, Dr. P. Deborah Weisfuse as President-Elect and Dr. Joel Friedman as Vice President along with the re-election of Dr. Richard Andolina as Treasurer. Dr. Gehani presented his presidential address to the House of Delegates highlighting his philosophy and goals for his term. The meeting concluded with a host of well wishers congratulating Dr. Gehani and affirming their confidence in him as he begins his presidential year.

Dr. Gehani has been an active member of organized dentistry at all tripartite levels. He has served as past

—Continued on page 14

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From the President

On Giving Back

By Mercedes Mota-Martinez, D.D.S.

In today's world, something's for sure: we are all very busy with life's daily grind and struggle. We all have a family to take care of, a job to keep and a social life to maintain. Definitely, we figure our agenda is complete with no room to spare. With this in mind, can we really find some of our precious free time to give up? Believe me, I know how hard it must be to find the time to give when you don't seem to have it. At the same time, I am a true believer that there are important rewards in giving, as it has been written throughout history books and religions, that giving should be an important part of life.

Winston Churchill once said: "We make a living by what we get, but we make a life by what we give." I know this for a fact because I met a giving person in my life, my mentor Dr. Fernando Gasset, a foreign-trained dentist. Dr. Gasset took the time to inspire me, with his passion for dentistry at the age of 16, and I can say that I am what I am today because of his inspiration, dedication and the love he showed me for the profession.

We, as professionals, have the knowledge and the tools to inspire young people, but we need to use these tools and put them to work. I firmly believe that education is the best way to reach out and help those individuals, who are not aware of the importance of oral health, to maintain a healthy mind and body. As members of QCDS, which has the mission to improve the oral health of our community, we can make a difference by developing new programs that will benefit the public we serve. School children are easily taught and anxious to learn. A mentoring program will take us directly to them; there we will educate both children and parents

about the importance and benefits of oral health and hygiene. Why not allow some of these children to visit our offices so they become familiar with the dental profession?

Being a volunteer takes a lot from oneself, for the reasons I've given, but we are asking for only a few hours of your time. Just think of how little a few hours are during the whole year compared to how big the rewards can be. We are talking about 1-3 hours of your annual schedule to make these programs a reality—just a few hours that will forever be imprinted in your hearts when you understand how much it could mean to a young boy or girl.

As a society, we need to reach out to our adult community, as well. We are also trying to establish a program for the adult community in the borough of Queens. The "Special Day of Education and Free Dental Work" will allow for those underprivileged individuals who lack financial resources to receive necessary dental care. I need your support to be able to run these programs successfully. I cannot do it alone!

As you all may know, life is very short and hectic. It just takes a quick look to realize what is happening around us, with so many natural disasters: the earthquake and tsunami in Japan, the Mississippi floods and tornados, the faltering economy, the war in the Middle East and the high unemployment rate. In the midst of these crises, we can all do something positive.

One day is all it takes, a few hours of your time. I need you to be part of our goal, so please give your society a needed helping hand. Call the Society headquarters at 718-454-8344 and let us know a time that you might be available, so that we can place your name on our volunteer list.

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Deadlines for manuscripts is six weeks prior to the date of publication. For example, the deadline for March/April issue is January 10th. All Submissions must be typed as a word document and emailed to QCDSBulletin@gmail.com.

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Subscription is included in the annual membership dues of the Queens County Dental Society. The Subscription rate for non-members is \$30 per year, or \$5 per issue.

The QCDS Board of Trustees meets on the third Tuesday of each month (Except July and August) at QCDS Headquarters. For information about the Society, Call QCDS at (718) 454-8344.



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From The Executive Director

execdirqcdis@aol.com.

Amalgam Separators

By William Bayer

I occasionally receive calls regarding Amalgam Separators and the following brief overview should answer many commonly asked questions. The pertinent regulations regarding separators became effective May 12, 2006 requiring all dental facilities that use amalgam to install amalgam separators within two years for all offices in operation as of this date. If you fall into this category, you should have installed the separator no later than May 12, 2008. Any new dental offices that began operation after May 12, 2006 were required to have the separator installed at the time the office began operation. Therefore, by now, all dental offices currently operating are required to have separators with the exception of offices that exclusively practice prosthodontics, orthodontics, periodontics and oral and maxillofacial surgery. As usual, there are a myriad of record keeping requirements attendant with the separator regulations which can be further explored at the New York State Department of Environmental Conservation web site, www.dec.ny.gov.

Continuing Education

We try to schedule Continuing Education programs we believe will be of interest to our members however attendance at some recent offerings were less than we expected. We strongly encourage you to view the upcoming programs either in the Bulletin or on our website, <www.qcdis.org>, and pre-register for courses as far in advance as possible. Some course offerings are contingent on a specified minimum number of attendees and we try to avoid canceling programs, and do so only as a last resort. We welcome suggestions for topics or specific speakers.

With the summer months arriving, we have scaled back our CE offerings in July and August, however programs resume in September with both "CPR" and "Risk Management" scheduled, as well as clinical courses addressing "Current Concepts in Minimally Invasive Dentistry," which is a full day program (6 CE credits) with a lecture and hands on component. In addition, we have also scheduled Dr. Robert Friedman, who will be presenting a "Rescue Implants Hands On Workshop" dealing with surgical and prosthetic application of wide diameter implants. Please view details on our website and support these programs.

Dues and Meetings

We thank the membership for their understanding regarding the dues increase that was passed at the June membership meeting, which will become effective in 2012. QCDS had maintained the same component dues for many years, however there is only so much that can be done in controlling expenses. We will continue to explore sources of income to maintain our

financial stability and welcome any ideas you can offer.

The June membership meeting was an additional meeting that we scheduled in response to member concerns that there was a large gap from our May meeting until the next meeting after the summer months. The meeting was one of our better attended meetings of the year, which may have resulted from the attorneys from the firm of Abrams Fenterman discussing the topics of "HIPAA and Audits" by the Medicaid Inspector General, which generated a lively question and answer session.

Our continuing education leaders for 2011 were recognized at the meeting and presented with their NYSDA certificates. Congratulations to those who have completed 1,000 hours: Mohammad Bhuyan, Gregory Henkel, Anderson Huang, Mercedes Mota-Martinez and Christos Tsiatis. A special congratulations to Gary Turnier upon completion of 1,500 hours.

"Our" President

In closing, I would be remiss if I did not mention the QCDS honor that comes about every 13 years, as the NYSDA Presidency rotates among the 13 NYSDA components with this year being our year. In the five years I have been your director, I have had the opportunity to work with the Society leaders and can personally attest to the tireless efforts of Dr. Chad Gehani in trying to make QCDS responsive to the needs of our members and his role in mentoring many of your leaders. His wealth of experience at all levels of the tripartite will be a great asset as he is now becomes the 142nd NYSDA president.

He has assured me he will not forget his "home" component and I am confident that despite the demands that will be made on him as NYSDA president, he will still find the time to see that QCDS continues to do all it can for our members. I am sure all our members join with me in congratulating Dr. Gehani on this well deserved honor.

Best wishes for an enjoyable summer to all!

Keep Up-To -Date with QCDS Programs

The printed and mailed version of the QCDS Bulletin is sometimes received after the beginning of the month. The QCDS office has received some calls from members who have missed meetings or programs as a result of receiving the Bulletin late. Please use the QCDS website www.qcdis.org for an up-to-date calendar of events of upcoming programs. This is particularly important regarding General Membership Meetings, which are held on the first Tuesday of each month. Also, an electronic version of the Bulletin is typically available on the website ten days before you receive the same printed copy in the mail.

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Dear Colleague:

Last year, NYSDA passed landmark legislation which prohibits corporations from interfering with the practice of dentistry. We are the first state in the union to establish this precedent and it is further evidence that organized dentistry is protecting you, NYSDA and EDPAC members. This year we are fighting to obtain a cap on non-economic damages in malpractice actions, therefore stabilizing and perhaps lowering your insurance premiums. The trial lawyers, of course, will be fighting us, but we have beaten them before thanks to your support.

The *New York Times* has called NYSDA one of the most powerful lobbying groups in the state and while we don't always agree with their views, perhaps they are correct on this point. After all, we have worked hard over the years and have developed a strong program at the State Capitol in order to protect your professional interests and to protect the patients you serve, and we will continue to fight to make sure that you can practice *the way you want to practice*, with as little interference from government, insurance companies or any other entity which attempts to compromise your professional prerogatives.

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I know we can count on you.

Bijan Anvar

Bijan Anvar, DDS
EDPAC District Chair
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QCDS Continuing Education Awards

QCDS congratulates its members who have completed the CE hours noted below from their first day of membership to December 31, 2010. NYSDA certificates of recognition are being mailed to each member. A special

recognition is extended to Dr. Gary Turnier who has now completed 1,500 hours. QCDS aims to provide CE programs which enhance the clinical proficiency of members and welcomes suggestions for programs of interest.

1,500 HOURS

Gary Turnier

1,000 HOURS

Mohammad Bhuyan

Gregory Henkel

Anderson Huang

Mercedes Mota-Martinez

Christos Tsiatis

500 HOURS

Robert Bergida

John Kong

Louis La Rocco

Mark Lefkovitz

Mitchell Stein

William Wolff

300 HOURS

Harry Aristidou

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Evan Mondshine

Harvey Schilowitz

A QCDS Scrapbook



GREETING THE GOVERNOR: EDPAC Vice Chair Dr. Joseph Caruso, left, discussed old times with Governor Andrew Cuomo at a recent fund raising event.



MEETING WITH ALTFEST: QCDS President Dr. Mercedes Mota-Martinez, second from right, greets Altfest representatives at the May membership meeting. They discussed an endorsement letter.



CE AWARDS: QCDS Secretary Dr. Bijan Anvar, left, presents Continuing Education Awards to Drs. Christos Tsiatis, Anderson Huang, Mohammad Bhuyan, Gary Turnier and Mercedes Mota-Martinez at the June 7th membership meeting. All completed 1,000 hours, while Dr. Turnier completed 1,500. Not pictured is Dr. Gregory Henkel, who completed 1,000 hours.



NEW OFFICE OPEN HOUSE: QCDS Past President Dr. Prabha Krishnan, second from left, and her staff hosted an open house for her new state-of-the-art periodontics and implant practice, located in Forest Hills.



VISITING THE NINTH DISTRICT: Dr. Chad Gehani's visitation to the Ninth District membership meeting took place in May at the Ramada Conference Center in Fishkill, where he addressed 120 members of the District stressing his message of unity within the dental profession.

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Jackson Developmental Center Welcomes QCDS Volunteers for Screening of Students

Continuing QCDS community outreach programs, on May 5th Doctors Mercedes Mota-Martinez, Arelys Santana and Mani Matta performed oral health screenings for more than 140 students at the Jackson Developmental Center West, Astoria.

The three to five year old students seemed to thoroughly enjoy the experience and, for many, it was their first exposure to a dentist. The facility staff made the students feel at ease and the dental screenings proceeded for the most part without any incidents.

The 14 classes that were screened included three classes of autistic students. QCDS volunteers learned techniques the teachers employ to put the students at ease and focus on the dental exam.

As usual, the Colgate Program Coordinator Carla Johnson supplied the Colgate van, all dental supplies and goody bags with toothpaste and toothbrushes to all the students who participated. She also assisted with recording the screening results, along with Dr. Mota-Martinez's staff, Keila and Soledad, who accompanied Dr. Mota-Martinez. John Pereira, a dental assistant, and Colgate driver Troy also assisted the examining dentists, so that the program progressed smoothly.

The school principal, Irene Fernandez and social worker



QCDS volunteers and the Jackson Developmental staff.

Michael Rodriguez thanked the QCDS volunteers, noting "your program and staff are exceptional in caring and assisting families and children in need."

The generosity of the QCDS volunteers in donating their time allows these programs to continue, and anyone interested in participating in future programs of this nature are urged to contact Executive Director William Bayer for further information.

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for Society members.

Estate Tax Update: Portability of the 2011 Estate Tax Exemption

By Harris Markhoff, Esq., and Michael Markhoff, Esq.
Danziger & Markhoff LLP

On December 17, 2010, the President signed “The Tax Relief, Unemployment Insurance Reauthorization, and Job Creation Act of 2010” (the “Act”), which, among its provisions, enacted significant changes to the estate tax law. Of the many revisions to the estate tax law in the Act, the concept of portability of the estate tax exemption has received the most publicity.

Under the Act, for individuals dying after 2010, the estate tax exemption will be \$5,000,000 per individual for 2011 and 2012 with a tax rate of 35 percent on the amount exceeding the exemption. In the past, in order to take advantage of the estate tax exemption, the estate planning documents of a married couple would have required the use of a “credit shelter trust.” The first spouse to die would allocate assets equal to the estate tax exemption (\$3,500,000 in 2009 and \$5,000,000 in 2010, 2011 and 2012) in a trust for the surviving spouse so that when the surviving spouse subsequently dies, the amount in trust will then pass to descendants free from estate tax. Beginning in 2011, the concept of portability has been introduced so that if this technique is not used, the surviving spouse has an opportunity to use both exemptions without any advanced planning and can shelter \$10,000,000 from estate tax. While this was meant to facilitate planning, there are a number of serious flaws with relying on this provision:

- Portability only extends to the “last deceased spouse.” In other words, assume Husband dies in 2011 and Wife remarries and New Husband dies in 2012 leaving his estate to his children from his first marriage. When Wife dies, she only has a \$5,000,000 (not a \$10,000,000) estate tax exemption. In essence, there is no ability to “collect” exemptions through remarriage.
- The credit shelter trust can be used as a hedge to ensure that any future appreciation is sheltered from estate tax and that the combined assets of a married couple stay within the \$10,000,000 exemption.
- Portability is set to expire after December 31, 2012. Assume Husband dies in 2011 without sheltering his \$5,000,000 exemption in a “credit shelter trust” and leaves everything to Wife in the hopes that she will be below the \$10,000,000 combined exemption. If Wife dies many years later under a new tax regime with a lower exemption, the couple incorrectly gambled and wasted an opportunity to save estate tax in exchange for simple planning.
- There is no portability for generation-skipping planning, so if the ultimate goal of the estate plan is to keep the assets in the bloodline and away from sons-in-law and daughters-in-law, Wills must have credit shelter trusts.
- Trust planning is still necessary (i) for asset protection

purposes since assets in a trust are generally exempt from the creditors of the beneficiary, (ii) to protect from remarriage where the new spouse could receive assets instead of children, (iii) to insulate the surviving spouse from the son-in-law who wants financing for a business venture which may not be a prudent investment, (iv) to provide the surviving spouse with a formal structure to manage the estate assets and avoid mismanagement or (v) to avoid problems if the surviving spouse is unable to manage finances by reasons of dementia or similar disorders.

The Act proves the proverb that there is nothing permanent except for change. Now is the time to review your estate plan to determine whether changes need to be made and whether additional planning is needed.

“
*Now is the time
to review
your estate plan
to determine
whether changes
need to be made...*
”

Harris Markhoff, Esq., and Michael Markhoff, Esq., are partners at the White Plains, New York law firm of Danziger & Markhoff LLP. This firm is a business and tax-oriented law firm that has been representing dental practice owners in the New York metropolitan area for over 50 years. Harris Markhoff and Michael Markhoff may be reached at 914-948-1556 or at hmarkhoff@dmlawyers.com and mmarkhoff@dmlawyers.com.

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Chad Gehani
Rekha Gehani
Viren Jhaveri
Doran Kalman - \$200
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QCDS' Dr. Chad Gehani Selected President of the New York State Dental Association

—Continued from page 1

president of the Queens County Dental Society, as a long standing member of the QCDS Board of Trustees and has been a past director of the Greater Long Island Dental Meeting.

On the State level, he has served NYSDA as the four year Chair of the Council on Membership and Communications, member of the Council on Nominations for five years and has been a NYSDA Executive Committee and Board member since 2005. Prior to the recent governance restructuring, Dr. Gehani also served as a NYSDA Governor under the previous NYSDA governance structure prior to the present House of Delegates.

On the national level, he has served the American Dental Association as an ADA delegate beginning in 1999 and also served as a Team Leader of the ADA Tripartite Grassroots Membership Initiative. He has served on ADA Councils including being a member of Council on Membership and on the International Programs and Development Council.

Among his professional achievements, he is a Fellow of the American College of Dentists, a Fellow of the International College of Dentists and a Fellow of the Pierre Fauchard Academy. He is a past president of the Indian Dental Association (USA) and currently serves as its Executive Director. The New York State Dental Foundation recognized his efforts within the community by selecting him as the recipient of the Foundation's Excellence in Community Service Award.

Dr. Gehani is a world renowned lecturer and has given over 250 worldwide lectures including presentations at the American Dental Association, the Federation Dentaire International, the Asia Pacific Dental Meeting, the Greater Long Island Dental Meeting and at universities in his home country of India. He has also given the Colgate Oration on two separate occasions in India which is the highest honor bestowed by the Indian Dental Association (India) and is the only individual to have given the Oration more than once.

He is an advisor to at least five dental colleges in India and frequently lectures throughout Southeast Asia encouraging young dentists to complete postdoctoral study in the United States.

While not engaged in promoting organized dentistry, Dr. Gehani finds the time to conduct his endodontic practice in Jackson Heights as well as being an Associate Clinical Professor of Endodontics at New York University College of Dentistry and is also Chair of the Department of Endodontics at Flushing Hospital Medical Center.

Dr. Gehani is well aware of the many complex issues facing the dental profession and is well prepared to address these issues. Despite New York State's efforts to solve its budgetary shortfall by possibly eliminating adult Medicaid services, Dr. Gehani was at the forefront in educating our policy makers that good general health begins with good oral health and that access to dental care is of paramount importance to a healthy consumer. He intends to vigorously pursue a Medicaid Dental carve out which will increase funds available for dental care



NYSDA President Dr. Chad Gehani, Henry Schein CEO Stanley Bergman and ADA President Elect Dr. William Calnon



QCDS Reference Committee member Dr. Viren Jhaveri and committee members listening to testimony from members.



QCDS Delegate Dr. Prabha Krishnan addresses the delegates



QCDS Delegate Dr. Jay Ledner makes a point to the delegates



Drs. Viren Jhaveri and Prabha Krishnan share a light moment at the House of Delegates



Dr. Chad Gehani introduces Dr. Cyril Meyerowitz, director of the Eastman Institute for Oral Health, as the NYSDF recipient of the Award of Excellence in Research

to those who simply cannot access this care due to financial considerations. Although he believes that the current efforts to change the composition of the dental team by the addition of Dental Hygiene Therapists, Dental Health Coordinators, Advanced Dental Health Practitioners and others require more information to determine their effectiveness, he is adamant that no one knows dentistry better than a dentist who has the required training and expertise to be in charge of the oral health of all those in need of dental care, regardless of their financial situation or geographic location. He will vigorously oppose any model where the dentist is not clearly defined as the team leader.

Dr. Gehani believes that it is imperative that NYSDA remains the strong voice of all dentists in the State so that it can speak for the entire profession when it comes to matters of policy that are adverse to the well being of the public we serve or our interests as oral health providers. Recently, legislation that in essence would have greatly expanded the statute of limitations on the filing of malpractice actions thus dramatically increasing malpractice insurance costs was defeated, the efforts to create the profession of Denturology was defeated and a law prohibiting patient quotas dictated by manufacturers such as Align Technology was passed reaffirming that it is the dentist who chooses the best plan of treatment for a patient without corporate interference.

Dr. Chad Gehani is not alone in serving the health care needs of his community. His wife, Rekha, conducts an orthodontic practice in Jackson Heights and is past chair and currently an extended member of the New York State Board of Dentistry. Son, Daniel and their daughter Kiren have followed in their mother's footsteps and are both practicing orthodontists while their youngest son, Neal completes his ENT Fellowship. Chad and Rekha are the proud grandparents of Vidanya Pari Gehani.

Throughout his career which began with his dental training at the University of Bombay followed by his postgraduate training in Endodontics at Columbia University, Chad has been a tireless proponent of diversity within the dental profession and is well respected by the numerous ethnic dental associations to the extent he has been referred to as the "Father of Diversity". He has mentored hundreds of students of all nationalities and remains true to his belief that unity and collaboration are the keys to successful teamwork which allows NYSDA to speak with one strong voice on behalf of all dentists. NYSDA has a long history of effective and dedicated leaders and undoubtedly, Dr. Chad Gehani's actions as the NYSDA President in the next twelve months will ensure his place among those leaders. His dedication, work ethic, understanding of the issues and his ability to bring parties together assure NYSDA has the right man at the right time to lead organized dentistry in facing the many challenges ahead. We at QCDS join in congratulating Dr. Gehani on this well deserved achievement.

Newly Elected President Dr. Chad Gehani's Address to the NYSDA Albany Convention

Editor's Note: New NYSDA President Dr. Chad Gehani spoke of the plans for his administration at his installation in Albany last month. Following are excerpts from his address:

I have enjoyed my travels around the State as we got to know each other and I learned directly of your concerns. This will make me a better leader and I am grateful to all of you for the warm reception I received.

I would first like to thank Dr. Doherty for his steadfast leadership and dedicated service as president of the New York State Dental Association.

Dr. Doherty has set the bar high for me and the other officers, but I'm confident that we will be able to continue the good work that he has done during his tenure as president.

Next, I would like to thank our hard working and talented staff. NYSDA is an organization made up of members, but it is our staff that supports our efforts to make organized dentistry so successful.

Medicaid

General health begins with good oral health. That is a basic understanding, which all dentists share and try to impart to our patients.

We have been successful in conveying this message to public policy makers, and as a result our efforts have preserved adult dental services within Medicaid despite the financial problems facing New York this year.

However, the State continues their misguided efforts to cut Medicaid reimbursements for dental care despite the proven knowledge that untreated disease increases cost in the long run.

Today's Medicaid administrative system is broken and funds that should go towards patient care are being spent on running the program—and this must be stopped.

Our tax dollars are not being spent in a way that best provides quality oral care of the undeserved of New York State. Anything we can do to help break barriers to oral care is in the best interests of our patients and organized dentistry in general.

I am committed to a Medicaid "Carve-Out" which would involve the formation of a new management entity to administer the Medicaid dental program in New York and be sure the funds are spent where they belong—and that is on the care of our patients.

Membership

We have all benefited from tripartite membership and know first-hand the value it provides. We have seen what can be done when we act as one large group, rather than many individuals. Our collective efforts help to create and influence legislation that provides better access to oral health care. And, when laws are proposed that threaten to negatively impact the dental profession, we are the first to know about it and our organization can work to adapt or stop it.

And, over the years, we have accomplished much. How-



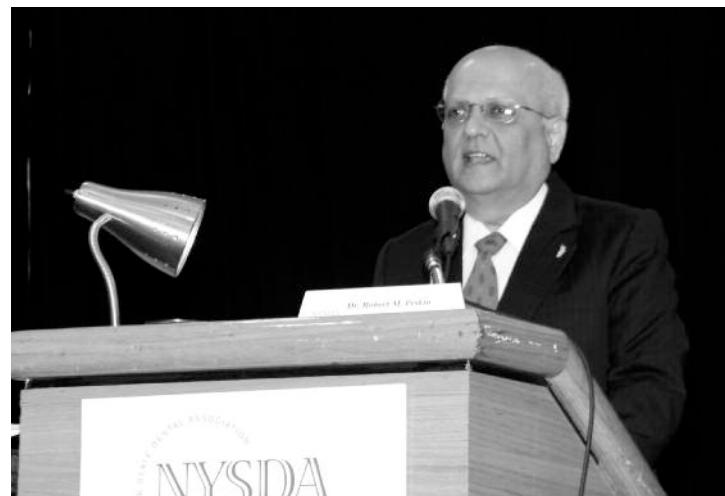
NYSDA officers being sworn in: Treasurer Dr. Richard Andolina, Vice President Dr. Joel Friedman, President Elect Dr. Deborah Weisfuse and President Dr. Chad Gehani



QCDS delegates recognized by the House



Speaker of the House Dr. Robert Peskin welcomes Dr. Chad Gehani as NYSDA's new president



NYSDA President Dr. Chad Gehani addresses the House



Drs. Chad Gehani, Prabha Krishnan and Viren Jhaveri at the NYSDF awards dinner



The House recognized Dr. Rekha Gehani

ever, one key area where we still have much more work to do is in membership. We, as an association, need to invest in our future. And our future is our members, especially our young and new dentists.

As we have heard over the last few days, our membership is getting smaller. We've been losing about a half percent member share each year and we're not replacing members fast enough to make up for the loss.

Additionally, we continue to get older, with the average age now at 59 years old. Look around the room; we do not have a very large representation of younger dentists.

We haven't done enough to mentor younger dentists and show them the value of the tripartite membership. I call upon everyone in this room to go out and "adopt" one New Dentist and serve as a mentor to them. Go back to your districts and encourage your colleagues to do the same. Work with the New Dentist Committee and make sure that we are all doing our part to foster a sense of togetherness and belonging so that we have a group to take over when we are gone.

This is the only way we can insure the continued successful future of organized dentistry.

Diversity

Another area that deserves our immediate attention is diversity.

Dentistry, like the population we serve, is changing. And, our ability to embrace change and adapt the organization to reflect those changes will determine our future success. If I had been speaking to this group just 20 years ago, and told them that one day nearly one-fifth of our members would be women, they would have laughed me off the stage.

But that is the percentage of women members of NYSDA today, a number that has been growing and will continue to grow in the years ahead.

I welcome Dr. Deborah Weisfuse as not only our next president, but also as our first female president, and look forward to working with her.

Although NYSDA doesn't track these numbers, both the Census Bureau and the ADA do. The U.S. Census Bureau data indicate in 2009, African-Americans and Hispanic Americans totaled about 12.9 percent and 15.8 percent of the U.S. population, respectively. Yet, ADA survey data for the 2008-09 school year indicates only about six percent of dental students were African-American and six percent were Hispanic American.

And, while great progress has been made to reach these levels of representation, more can be done to encourage careers in dentistry and membership in NYSDA.

We need to make every effort to ensure that all of our members feel valued and respected because we are all dentists, despite our gender or ethnicity.

And we must maintain our commitment to a diverse and inclusive profession, moving us forward in a new spirit of col-

—Continued on page 18

A New York State Dental Association Special Event

—Continued from page 17

laboration to advance the dental profession and the oral health of the public.

We may look different, but we speak with one voice. We are dentists and only a dentist should head the oral health care team. In this House of Delegates, you the supreme body.

And I want you to know that I have heard all of you loud and clear. Be assured that your Board of Trustees will be very mindful of your wants and needs.

As President I will be open and accessible to all of our members. Because the Board and the House are both representative bodies, we must make every effort to ensure that we listen to our members and respond to their needs.

In closing, I could not have accomplished this on my own.

My home district, which is the Queens County Dental Society, is very much responsible for my progress and success. I salute my home and ask every member of QCDS to rise.

And lastly, and perhaps most importantly, I would like to recognize Dr. Rekha Gehani, my wife, who has supported me throughout the years and whose patience and encouragement has allowed me to be where I am standing before you today.



Dr. Mitchell Greenberg shares thoughts with Dr. and Mrs. Ledner



QCDS representatives at NYSDF awards dinner



QCDS representatives with new NYSDA President Dr. Chad Gehani



Dr. Chad Gehani, with friends and supporters

CRESO Corner: Reaching the Office of Radiological Health

By Martin Schnee
Big Apple Radiation

The Office of Radiological Health has moved. If you try to correspond with them by mail or by phone with the old information, you may not reach your party even if you have left a voice message. If you have mailed inspection papers in May, they might get lost.

It is imperative that all correspondence with the Health Department be documented by sending mail Certified and Return Receipt or by FEDEX, with a signature required.

The new telephone number is 212-313-5218

The new address is: New York City Dept of Health and Mental Hygiene, Office of Radiological Health, 22 Cortlandt Street, Floor 34, CN#60, New York, NY 10007.

It is recommended that you make a copy of this new information and paste it to your "Notice To Employees" poster,

Defibrillators Become Mandatory in New York

Governor Cuomo recently signed legislation requiring all dental facilities in New York State to possess automatic external defibrillators or other defibrillators effective January 1, 2012. Visit the NYSDA or QCDS web site for detailed information as it becomes available.

which you are required to have.

As a reminder, make sure that your registration has not expired and that you know when you are due for your five-year inspection. Renewals for registration are still handled by the New York City Department of Consumer Affairs through your CAMIS number.

Martin Schnee, the recently retired chief of the Radiation Equipment Division for the Department of Health, is familiar with all policies and the latest developments within the Office of Radiological Health and can help you avoid troublesome situations that other s may not be aware of. By using his services when you need an inspection, you will deal directly with him. Penalties for mistakes start at \$1,000. He is the only used by The Greater New York Dental Meeting. Many of the s were trained and or supervised by him. He received a decoration from the Commissioner of Health for outstanding service and was the Senior Scientist used by New York City to perform weekly radiological surveys at Ground Zero after the World Trade Center tragedy, and was also filmed by NBC news performing surveys during the 2004 New Year's Eve celebration at Times Square.

If you have any questions concerning this topic, he would be happy to answer them. His cell number is 718-986-4996 and his e-mail address is Scientist004@aol.com. His web page is NY.com.

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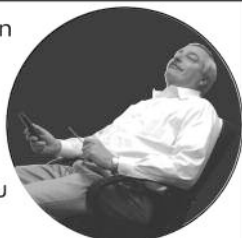
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The Officers and Trustees of the Queens County Dental Society

*Congratulate
Dr. Chad Gehani
on his selection as*

*President
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June 2011-June 2012*

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Substance Abuse Lecture Draws a Large Crowd

QCDS recently hosted a two hour member benefit seminar program addressing the issue of substance abuse and the effects substance abuse has on a practitioner's patients, practice and family.

NYSDA Chemical Dependency Committee Education Coordinator Dr.

Dennis Bohlin, presented the program at the request of Dr. Sudhakar Shetty, the QCDS representative on NYSDA's Chemical Dependency Committee. Dr. Bohlin's presentation included an overview of the substance abuse problem as it affects all those around us as well as a clinically oriented approach suggesting management philosophy and strategies. Referral and treatment was discussed, leaving the 60 attendees better prepared to manage substance abuse issues in the office and at home. QCDS thanks Dr. Bohlin for taking the time to educate members on this important issue.



Drs. Mercedes Mota-Martinez, Dennis Bohlin, Sudhakar Shetty

TAX TIPS FOR DENTISTS

Some dentists have not changed the F.I.C.A. tax withholding on their employees for 2011. The employee portion dropped to 4.2% from 6.2%. The medicare rate remains at 1.45% for both the employer and employee. The employer share of the F.I.C.A. remains at 6.2%. The combined rate is now 13.3% rather than 15.3%.

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Some Common Pitfalls of the New Dental Practitioner—And Tips on How to Avoid Them

By Martin and Risë Mattler
Countrywide Practice Brokerage

We've been helping new practitioners purchase their first practice for more than 30 years. Over the years, we've seen it all. Sometimes, the excitement and pressure of getting off to the right start can lead dentists to make mistakes in the early weeks of handling patients and staff.

Here's our list of the top five pitfalls...and how to avoid them.

Mismanaging Staff Expectations

One of the keys to a successful practice transfer is an enthusiastic reception from the existing office personnel. The departing dentist plays an important role in this process by assuring that the staff is properly informed and reassured that their jobs are secure. The seller should schedule a meeting to explain that he is retiring and has selected a well-trained doctor to take over, that he highly recommends the new doctor, and that he expects all staff members to do the same. Once this is accomplished, the seller should introduce you to the staff.

The next step is for you to meet individually with each employee during your first week, so you can get to know each staffer and establish your expectations. Before scheduling that meeting, it's important to do your homework. Discuss with the outgoing owner each employee's work hours, salary and benefits, vacation time, and overall evaluation of the individual's performance. With this information in hand, you are prepared to handle potential issues without being caught off guard. We have heard of situations where an upset employee meets with the new dentist and tries to lobby for more pay, vacation time or other perks that are not justified.

While we generally recommend that no staff changes be made during this period, occasionally an employee may not be retained in the transition. If this is true in your situation, it is best to have the original doctor fire the employee before the closing, so that you can avoid walking into a potential legal issue.

Disparaging the Previous Dentist

Believe it or not, we have heard more than once about a new doctor who tries to win patients' confidence by bad-mouthing the work of the previous dentist. Some new doctors have used this strategy to gain acceptance for their treatment plans or because they believe that the former dentist's work is not up to their standards. This mistake can lead to disastrous results!

The primary reason patients are willing to be treated by a new doctor is because their former dentist has recommended you. They trust him or her and, typically, have been a patient in the office for many years. Once you destroy that trust, there's little reason to stay with the practice. Disparaging the previous owner can also lead to malpractice disputes from patients. This tactic should be avoided at all costs.

Raising Practice Fees

We have sold practices where fees were below average for

the area, and the new doctor wanted to raise them. This is a practice that needs delicate handling, as it can lead to patient discontent.

Generally, we advise our clients that it is a mistake to dramatically raise fees as soon as they take over a practice. This is a particular problem for familiar procedures like recall visits, because the patient often schedules one or two of these appointments per year. Patients may be less sensitive to higher fees for cosmetic and prosthetic procedures, which are done less frequently.

Should you decide to raise fees, your staff should be well prepared to answer patients' questions on the increase. If patients know that that there is a legitimate reason for the increase, like you have switched to a higher quality lab or you are spending more time with them to do a procedure, they may be more willing to accept the higher fee.

Overselling Treatment Plans

Young doctors are often excited to find a practice where the retiring doctor is a "patch and watch" practitioner rather than a comprehensive treatment planner.

In their enthusiasm to produce dentistry, some new owners take a very aggressive approach to treatment planning and find all kinds of dental work to be done. While some patients may agree to big cases right away, many can be turned off and assume that you're trying to take advantage of them. Overselling can lead patients to obtain second opinions or worse, leave your practice altogether.

We advise the new practitioner to go slow and plant seeds for future work. When you examine a patient for the first time, it's a good idea to ask the patient whether he or she is unhappy with any aspect of their dental appearance and proceed from that cue. You can also tell your hygienist to make appropriate suggestions when cleaning a patient's teeth.

Forgetting to Obtain a Non-Compete Agreement

If you are purchasing a practice that employs associates, it's not unusual to find out that the departing dentist never asked them to sign a non-compete clause. We have seen situations where an associate is unhappy that he or she was not asked to take over the practice, and decides to leave and open another practice down the street.

To protect yourself, the best scenario is to think ahead. Before the closing, you should assess each associate's importance to the practice and request that the departing dentist obtain a reasonable non-compete agreement from those associates before the closing. If an associate refuses to sign the agreement or wants to be compensated for doing so, you should decide whether or not to retain that employee.

Martin and Risë Mattler are principals of Countrywide Practice Brokerage, a Manhattan-based practice sales and appraisal firm, which is endorsed by QCDS. They can be reached at 800-222-7848 or visit their website: www.dddsbrokers.com

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QCDS Volunteers Screen 500 Children in Just One Day at Flushing Elementary School

A team of QCDS volunteers screened 500 children at a Flushing elementary school on May 10th, a one-day record.

The program, at PS 21 Queens, provided free dental screenings to students from pre-K to fifth grade utilizing Colgate's "Bright Smiles" dental van, which was parked outside the school's main entrance. The large van has two dental operatories and other seating inside. Each child received a screening from a QCDS volunteer dentist and a "goodie bag" with toothpaste and a toothbrush from Colgate.

The dental team was led by QCDS Past President Dr. Alan N. Queen, who attended PS 21 as a child over 40 years ago. "It's always a great feeling to be able to give something back to the community we serve," Dr. Queen said. "Coming back to PS 21 is very special for me as it gave me a chance to also say 'thanks' for the education my younger brother and sister and I got there so many years ago."

PS 21 Principal Debra Buszko came out to the van with her administrative staff to thank the volunteers and pose for photos. A number of children with severe dental problems requiring immediate treatment were found during the screening, Dr. Queen said, including several in pain from untreated deep cavities. The children were pointed out to school staff, and given letters for their parents, which included information on referrals for treatment. All those screened received "report cards" for their parents detailing the results of the evaluations.

QCDS Executive Director William Bayer, who spent the day "directing traffic" leading the children on and off the van, was impressed by the sheer volume of children seen. "This is certainly one of the largest programs we'll do this year," he said. "And, there's obviously a need for it, he added, after seeing some of the problems discovered.

Dr. Queen explained that although no dental treatment could be rendered at a mass screening like this, it was valuable nonetheless. "There are many people who won't go to the dentist 'just for a check-up.' However, most parents will seek treatment for their kids once they're told that an actual problem exists."

In addition to Dr. Queen, the QCDS volunteers included Drs. Robert Shpuntoff, Stuart Kesner, Ira Schwartz, Jay Ledner, Doron Kalman, Ron Garrett, Arelys Santana, Paul Addeo, and Prabhakar Koppikar. A large number of support staff turned out as well, to help make this event a success. They included QCDS Executive Director William Bayer, Emily Ledner, Soledad Fernandez.



Soledad Fernandez, Drs. Arelys Santana and Jay Ledner, Emily Ledner, Drs. Robert Shpuntoff, Alan Queen, Carla Johnson of Colgate and Dr. Stuart Kesner



Soledad Fernandez, Drs. Alan Queen, Arelys Santana, Robert Shpuntoff, Ira Schwartz, Stuart Kesner and Hanette Gomez



Dr. Jay Ledner screened many of the students.



Screening by Dr. Doron Kalman and Dr. Paul Addeo



Dr. Alan Queen screening a PS 21 student

Getting Retirement Funds Back On Track

By Lewis J. Altfest, Ph.D., CFA, CFP®
Altfest Personal Wealth Management

Did the market meltdown of 2008 also melt your dreams of early retirement? Did you fall behind on your savings strategy? Have you been zapped by an unexpected setback—health problems or a divorce?

Don't beat yourself up. You've got plenty of company. (To see how your retirement plan compares to your colleagues' check out the ADA's 2010 Survey on Retirement and Investment at <http://ADAcatalog.org>.)

The most important advice I can give you is, don't panic. Don't go on a financial "starvation diet" to try to instantly recreate your prior financial situation. It won't work.

Here's how to get back in your financial comfort zone: First, determine how much money you'll need to save to reach your goals. You can do that with your financial adviser or, if your situation is simple, by using a retirement calculator, which you can easily find on the Web sites of many financial services firms. Once you know how much you need to save each month, develop the discipline to do it. Your choice of portfolio holdings will be vitally important, but first you need to have something to invest.

Be realistic about the value of your less liquid assets – such as your home(s), practice, and any anticipated inheritances to provide retirement funds. It may also be useful to get a valuation of your practice from a practice valuation consultant. Use realistic current and future values for real estate versus peak values. I used to have to fight folks who would say, "Gee, I didn't save much, but my house is gaining in value and that will give me savings." It's important to turn a corner in your thinking.

To make saving feel like less of a chore, make sure your program fits your temperament. Keep your spending cuts moderate. If you're used to going out to dinner with friends three times a week, don't suddenly resolve to eat canned tuna at home every night, but cut back to once a week, or twice a week at a less expensive restaurant. If your regimen bites too deeply into your lifestyle, you'll probably find a way to rationalize giving up on your efforts.

Tell your friends about your intended cutbacks. Some of you may find this difficult, but supportive friends can help stick to your savings program.

One relatively painless tip is to save the amount of income increases (if your income is increasing) and continue living on your prior income. You won't miss what you never had to spend. It often helps wanna-be savers to put money in separate accounts, each targeted for a particular purpose: one account for the kids' college education, one for your retirement income, etc. That way, you'll feel guilty if you withdraw money early. My clients tell me this is more effective than having simply one amorphous account.

Where to Invest

Next, develop a broadly diversified investment portfolio that has the potential to provide the returns you need. Work with your financial adviser or find a model portfolio that gives you a reasonable balance of equity mutual funds and bond funds; typically, about two-thirds in equities for a 50-year-old

with a moderate risk tolerance. It should include large, mid, and small-cap funds, value and growth funds, international funds, and some real estate or REITs.

When planning your investments, always choose the most tax-efficient methods. I use the mantra "Pension savings above all." Contributions to your 401(k), profit-sharing plan, Keogh, IRA, or qualified pension plan are best because you're saving pre-tax dollars and the earnings grow tax deferred.

I recommend choosing mutual funds based on their performance for the last three-to-five years by judging returns not relative to the market, but to those of other funds of a similar asset class, such as small-cap, large-cap, etc. Narrow the field to those funds that have had the same management team over the same span, because that enables you to more accurately judge what you're getting.

Fight the urge to invest too aggressively in hopes of making lots of money quickly. If your choices are far more aggressive than you're comfortable with, you'll get nervous. And if you're too aggressive and the market sinks when you need money, you'll be committing one of the biggest investment no-no's: buying high and selling low.

I'd make one exception to the "don't get more aggressive" rule. If you've been a supremely conservative investor recently and have kept the vast majority of your holdings in bonds, as many people I have talked to have, you should find a way to get comfortable enough to put more money into equities. Bond returns might disappoint going forward with government induced inflation cutting into our country's deficit and your bond returns.

Once your plan is up and running, monitor and measure it against your savings goals, and reward yourself if you've done a great job. My advice—which may grate on psychologists—is, if you've reached one of your intermediary goals, buy something you consider a treat, whether it's a modest weekend vacation or some small luxury. Just don't drain everything you've put away.

Finally, if you're very close to retirement age and are still way behind, think about retiring a few years later than you had planned. Or consider part-time work in retirement. On the upside, it's good for both the brain and the bank account.

The author, a fee-only financial planner, is principal advisor and chief investment officer of Altfest Personal Wealth Management (<http://www.altfest.com>), a financial and investment advisory firm in New York City, and an associate professor of finance at Pace University. Altfest Personal Wealth Management is endorsed by the Queens County Dental Society, Bronx County Dental Society, Fifth District Dental Society, Sixth District Dental Society and NYSDA Support Services. To set up an appointment with Altfest call (212) 406-0850 and ask for Walt Primoff.

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CE Courses July - August

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

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Friday, Sept 9 9:00 a.m.

CPR - Certification & Recertification 4 C.E. Credits
Topic: "Basic Cardiac Life Support"
Certification will cover 1 and 2 rescuer CPR, Heimlich Maneuver, child CPR and AED. The ability to recognize the signals of a heart attack and provide stabilization of the victim at the scene of a cardiac arrest is a priceless commodity. Life over death may some day become a reality to someone you know or care for.
Class begins promptly at 9:00 a.m.
Registration at 8:30 a.m.
Instructor: Erik Zalewski, BLS Instructor
Tuition: ADA member/staff: \$105 Non-ADA member: \$260

Sunday, Sept 11 9:00 a.m.

Current Concepts in Minimally Invasive Dentistry 6 C.E. Credits
All Dental specialties are changing in the direction of being more minimally invasive. These minimally invasive techniques can immediately impact anyone's practice leading to improved quality of care and higher profits. Some of the topics to be covered include:
• Cariology - finally a true understanding of dental disease
• Predictable early caries diagnosis
• The best restorative materials for minimally invasive preparations
• Ideal matrix band for perfect contacts
• Oral cancer detection, how and why?
• How to predictably eliminate white spots
• Minimally invasive periodontics- (maximizing hygiene production)
• Dental lasers (separating truth from hype)
• Current concepts in tooth whitening
• Communication skills to maximize case acceptance
• and much more
Continental breakfast included
Instructor: Dr. Ron Kaminer
Tuition: ADA member: \$50 Non-ADA member: \$90

Sunday, Sept 18 9:00 a.m.

Rescue Implants Hands-On-Workshop 3 C.E. Credits
Topic: Surgical and prosthetic application of wide diameter implants.
Instructor: Dr. Robert Friedman
Tuition: ADA member: \$35 Non-ADA member: \$55

Friday, Sept 23 9:00 a.m.

Topic: Risk Management 4 C.E. Credits
Areas discussed will include professional liability, record keeping, patient history, informed consent, patient access to records, patient relations, confidentiality, peer review and more. Objective is to provide licensee with knowledge of laws and regulations as well as methods to avoid or resolve patient conflicts. Course qualifies for malpractice policy discount offered by most insurance companies.
Instructor: Dr. Kenneth Treitel
Tuition: ADA member/staff: \$135 Non-ADA member: \$260

Tuesday, Oct 4 6:15 p.m.

General Membership Meeting 2 C.E Credits
7:00 P.M.: Altfest Personal Wealth Management
8:00 P.M.: See the Future and Plan for Success
Each phase of dentistry, from starting out to getting ready to retire, presents its own challenges and opportunities. This talk will cover the career options you have along the way, providing case studies of how other dentists have successfully handled their own situations. You'll learn about a number of successful transition strategies for the next step in your career.
Instructor: Martin Mattler

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Study Clubs July - August

Dietary Concerns

Please note that QCDS wishes to accommodate the dietary needs of attendees at our meetings and programs. It is requested that anyone requiring kosher or other specialized foods notify the QCDS office at the time of your registration so that proper plans can be made.

Steinway Study Club

CONTACT DR. KIRSCHNER (718) 634-2123
Location: Mezzo Mezzo Restaurant,
31-29 Ditmars Blvd., Astoria
July 19 6:30-9:30 p.m.
Topic: Taking the Perfect Shade: From Patient to Lab
Speaker: Mr. Paul Aquino, CDT

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Dr. Fialkoff Study Club

CONTACT DR. FIALKOFF (718) 229-3838
Location: Laterna Restaurant
47-10 Bell Blvd. Bayside, N.Y.
July 13 6:00-10:00 p.m.
Topic: Mandated CPR Training for Dental Licensure
Two Year Maximum Certification
-Mainstream and Alternative
Speaker: Dr. Christopher S. Byron, Marilyn Byron
Aug 10 7:00-10:00 p.m.
Topic: Dental Ethics and Avoiding
Dental Malpractice:
What is the Standard of Care
Speaker: Steven Collins, DDS JD

Kalman Oral Surgery and Implant Study Club

CONTACT DORIS REYHAN (718) 897-6400
Location: 60-70 Woodhaven Blvd., Unit C-2
Rego Park
July 13 6:30-9:00 p.m.
Topic: Dental Technology-The Next Generation
Speaker: Josh Marotta, CDT



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