PUBLISHED BY AND FOR THE DENTISTS OF QUEENS COUNTY

Volume 57 Number 4 July/August 2015

ADA Trustee Dr. Chad Gehani Receives Prestigious Ellis Island Medal of Honor



Former Queens County Dental Society President Dr. Chad P. Gehani, an American Dental Association trustee, was awarded The Ellis Island Medal of Honor by The National Ethnic Coalition of Organizations last month.

The medal honors individuals who have made it their mission to share with those less fortunate their wealth of knowledge, indomitable courage, boundless compassion, unique talents and selfless generosity, all while maintaining the traditions of

their ethnic heritage as they embody "The American Dream."

Both the U.S. Senate and House of Representatives have officially passed resolutions recognizing the Ellis Island Medals of Honor, which ranks among this country's most prestigious awards. Each year, Ellis Island Medal of Honor recipients are listed in the Congressional Record, honoring those who have made enduring contributions to our nation and the world.

Dr. Gehani was elected as an American Dental Association trustee for the 13th District in 2014. He has been a clinical associate professor at New York University College of

Dentistry for the past 33 years. He was formerly the President of the New York State Dental Association and the Indian Dental Association, as well as QCDS.

Dr. Gehani is also a Trustee of The New York State Dental Foundation .The Foundation is very active in advocating for the oral health of underprivileged New Yorkers, as well as promoting research and oral health education. Some of its projects include "Give Kids a Smile" and the "Missions of Mercy."

He has been honored with a Fellowship by the American College of Dentists, the International College of Dentists and the Pierre Fauchard Academy. In 2000, he was recognized for his contributions to the International Dental Community for his volunteerism and teaching in many countries in South Asia by the International College of Dentists. He has also been a recipient of the "Best Teacher Award" from the International College of Dentists.

When asked for his feelings on receiving the Ellis Island Medal of Honor, he said: "As I travel around the world teaching dentistry and helping impoverished people, each time I return I thank God that I am an American, in a country that allows us to realize the American Dream. I am a very proud American who was made in India. I feel very honored and privileged to receive this award."

Dr. Gehani also maintains a private dental practice at 35-40 82nd Street, Jackson Heights.

Medicare and Dentistry: Implications and Clarifications

By Viren Jhaveri, D.D.S.

Medicare is a federal health insurance program for people 65 or older. Certain younger people with specific disabilities may also qualify for Medicare. As it stands, Medicare services have been separated into the following parts: Parts A, B, C, and D.

Medicare Part A (Hospital Insurance): Covers in-patient hospital care, care in a skilled nursing facility, hospice care, and some home health care.

Medicare Part B: Covers certain doctor services, outpatient care, medical supplies, lab tests, imaging services, mental health, etc. Enrollees pay a monthly fee for this coverage.

Medicare Part D (D for drugs): Provides outpatient prescription drug coverage. With very few exceptions, part D is provided only through private insurance companies that have contracts with the government. It is never provided directly by the government (unlike parts A and B)

Medicare Part C (Medicare Advantage Plans): This is not a separate benefit. Part C is the part of Medicare policy that allows private health insurance companies to provide Medicare

benefits. These private Medicare health plans, such as PPOs and HMOs, are known as Medicare Advantage Plans. Many different Medicare Advantage Plans are available.

Centers for Medicare and Medicaid Services (CMS) through Medicare, Medicaid, the CHIP, and The Health Insurance Marketplace covers over 100,000 people in the United States. The Affordable Care Act requires physicians, dentists, and other nonphysician practitioners to enroll in the Medicare program to order or refer

—Continued on page 13

DENTAL MALPRACTICE INSURANCE



WHAT TO EXPECT:

- / EXCEPTIONAL CUSTOMER SERVICE
- ✓ LOWER PREMIUMS
- ✓ BROADER COVERAGE

For over 33 years, PRI has taken great pride in being one of the largest medical professional liability carriers nationwide. As a licensed and admitted carrier regulated by the New York State Department of Financial Services, PRI's policy holders enjoy all of the regulatory and statutory safeguards and protection afforded by the provisions of the New York State Insurance Law.

SEE WHY SO MANY DENTISTS HAVE MADE THE SWITCH

- Coverage for Botox at no extra charge
- Coverage for Extractions at no extra charge
- Coverage for Implants at no extra charge
- Coverage for Additional Insureds at no extra charge
- Coverage for Locum Tenens at no extra charge
- Coverage for Vicarious Liability at no extra charge
- Quarterly Risk Management Alerts
- Free Home Study Risk Management Course
- · No deductible on any of our policies
- Policies starting at \$50 for dentists who are new to practice when meeting PRI's requirements

- Claims-Made & Occurrence policies
- Free "Tail" coverage when meeting PRI's requirements
- Aggressive claims handling for which we provide quality support in times of crisis
- A multitude of discounts available to reduce your premium
- Live customer support during business hours to assist you
- Enhanced limits available that meet Hospital requirements to receive Free Excess Coverage
- No finance charge placed on policies satisfied by quarterly payments
- Credit card payments available

PHYSICIANS' RECIPROCAL INSURERS 888-526-4006 www.PRI.com





From the President

drshettydds@gmail.com

Concern About Mid-Level Providers

By Sudhakar Shetty, D.D.S.

Dear members, along with the summer sunshine QCDS is bright and energetic.

We have a few courses lined up for the coming months, and our video study club is as active as ever. On June 18th we honored our Life Members for their dedication and service to QCDS and the patients we serve in our component. This is our way of celebrating their loyalty to our society.

Given that our component has arguably one of the most diverse dental groups in the country, it is only fitting that we will organize this year's "International Dentists' Day" to interact with various ethnic dental societies. Stay tuned for further details about this event.

Our third annual World's Fair of Dentistry event will be held in September. We have an exciting list of courses to look forward to, with ample CE credits to obtain. Please begin registering soon, as this is an event that you won't want to miss.

Mid-Level Dental Providers

Many of us have been paying close attention to potential changes involving mid-level dental providers. I would like to provide you the following update from our ADA Trustee, Dr. Chad Gehani, on where things stand nationally on this issue:

"The American Dental Association, and its state and local societies, have been fighting against the implementation of new mid-level dental providers—Dental Health Aide Therapist or Dental Therapist—since the introduction of the concept in Alaska over a dozen years ago. These new providers can do

surgical, non-reversible dental procedures. To date, only three states have passed legislation allowing these mid-level providers: Alaska, Minnesota and Maine. DHATs are operating in Alaska and DTs are practicing in Minnesota. Currently, no dental therapists are working in Maine, as legislation was only passed in 2014 and the program is slowly being implemented.

The Kellogg and Pew Foundations are supportive of this new type of provider and are working hard to pass legislation in a number of states. This year, the ADA has seen legislative or other activity in 18 states. The ADA estimates that both foundations have spent tens of millions of dollars over the past five years to pass state legislation.

No DT legislation has been signed into law so far this year. This is a significant achievement given the amount of money that both foundations have put into the passage of such legislation."

This is only one of the examples of how ADA, NYSDA, and organized dentistry work, and why it is so important to remain united and to grow in numbers. This is the most effective way to protect our professional interests and the interests of the patients we serve. I request as many members as possible to get involved. Convince your friends and colleagues to join as well so that we can truly represent the concerns of our diverse group!

I wish you all a pleasant summer!

QCDS Continuing Education Awards

Congratulations to the following Queens County Dental Society members for achieving their respective Continuing Education milestones.

	their respective	e Continuing Education	on milestones.		
		- 2,500 HOURS Heidi Neslon			
1,000 HOURS Rekha Gehani					
Barry Mitchel	David Goldberg Dorota F	— 500 HOURS — (wapisiewicz Leonard Schw	varzbaum Paul Penzi	Vafa Abrishami	
David Lewis George Ng	Kenneth Capasso Kevin Grant	— 300 HOURS — Nakao Shoda Rosemary Kher Sharmila Jhaveri	Stanley Geotes Steven Ruden	Thomas Guilfoyle Weina Chen	
Bo-Young Han	Cheryl Le Melle Harold Stern	Josefa Rivas Robert Cukier	Roxanne Demorizi Seth Wolfson	Victoria Teran Chappilliquen	

3



Cash Flow Insight[™] | for the achiever in you[®]

Introducing Cash Flow Insight powered by PNC CFO a suite of user-friendly online tools that can help you understand and project your practice's cash flow, so you can turn insight into action. Try it at no cost today*. Call the Cash Flow Insight Center at 855-762-2361, stop by any PNC branch or go to pnc.com/cashflowinsight

Cash Flow Options

4

PNCBANK

Offer requires a PNC Business Checking account and enrollment in PNC Online Banking Offer valid during your current statement cycle period and two additional statement cycles, which constitutes your free trial period. One free trial period per customer, based on the enrollment date of the first account you enroll in Cash Flow Insight. Your free trial period for all accounts in Cash Flow Insight ends at the same time. At the end of your free trial, you will remain enrolled in Cash Flow Insight and be charged a fee of \$10/month. If you do not want to continue with Cash Flow Insight, you may opt out of the service on your Preferences page within Cash Flow Insight. Beyond the trial period, certain account types have Cash Flow Insight for no additional monthly fee, including Business Enterprise Checking, Industry Solutions Checking and Retail Businesses Checking.

Cash Flow Insight and CFO: Cash Flow Options are service marks of The PNC Financial Services.

@2013 The PNC Financial Services Group, Inc. All rights reserved. PNC Bank, National Association. BB PDF 0713-077-154149

QCDS Bulletin

Co-Editor

Gina Cucchiara

Boris Arbitman

Executive Director Oleg Rabinovich

Administrative Assistant

Guadalupe Rodriguez

2015 Officers

Sudhakar Shetty, President Ronald Garrett, President-Elect Eric Huang, Vice President Richard Yang, Secretary Craig Tischler, Treasurer Prabhakar Koppikar, Historian

Board of Trustees

M. Gandhi H. Aimera S. Quarcoo S Akhtar C Gehani A. Oueen C. Berkman H. Gomez R. Samuels D. Bhagat S. Kesner A. Santana M. Bhuvan I. Kouzoukiar K Schirmer H. Biller N. Lalani I. Schwartz L. Lehman G Cucchiara V Shah A. Feigenbaum A. Lighter R. Sherman R. Olan

ADA Trustee NYSDA Trustee NYSDA Delegates Chad Gehani Prabha Krishnan

B. Anvar

V. Ihaveri B. Vallejo I Ledner B Wasserman R. Shpuntoff

M. Greenberg **Past Presidents**

R Gehani

Mercedes Mota-Martinez Bijan Anvar Ashok Dogra Doron Kalman Beatriz Vallejo

ADA Delegates

Rekha Gehani Prabha Krishnan Alternate Delegate: Stephen Quarcoo

Institute for Continuing Dental Education

Kathryn Schirmer, President Prabha Krishnan, Vice President Ronald Garrett, Secretary/Treasurer

The Bulletin is published six times a year, bimonthly. It is the official publication of the Oueens County Dental Society, Neither the Society nor the Bulletin assumes responsibility for the

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 doc ment and emailed to QCDSBulletin@gmail.com.

For more information about advertising, contact the Bus ness Manager at 86-90 188th Street Jamaica NY 11423 or call (718) 454-8344. Inclusion of an advertisement does not imply endorsement of any firm, goods, or services unless such er dorsement is specifically stated.

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

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



Publication Member of the **American Association of Dental Editors**

Queens County Dental Society

86-90 188 Street | Jamaica, NY 11423 718-454-8344 | fax: 718-454-8818 www.qcds.org | e-mail: info@qcds.org



From The Executive Director

Technology and Dentistry

...the

technological

future of the

dental office is

now here.

By Oleg Rabinovich

Through the efforts of NYSDA, EDPAC and the composchedule Continuing Education programs for after the nent societies, the e-prescribing mandate was pushed back a year. However, the technological future of the dental office is now here. The offices that are purely paper and pen these programs, many of which are sponsored by compaare disappearing. This will bring many ad-

vantages—and also some concerns. It has come to our attention that incidents of computer "piracy" have occurred to some dental practice management systems in New

York. It more than likely starts when someone in the office clicked on a link or opened an attachment in an email. When that happens the offices entire computer system is taken over and a message is displayed on the screen that to access the system again a ransom paid in bitcoin (an untraceable digital currency) must be made. If the ransom is not paid, the entire system will be unusable. The "pirates" who

are doing this are overseas, so there is very lit-

tle that law enforcement can do in these cir-

cumstances.

The smartest thing to do is never to open an attachment to an email or click on a link in an email unless it is from someone you know and you were expecting that email. If someone does accidentally allow this to happen, it is highly recommended that you ensure your back-up protocols are in place and functioning properly. That way you can at least recreate your data without having to pay the "pirates." A New York dentist who was paying monthly for a backup system but did not hook it up properly was one of the victims of these "pirates." He had no choice but to rebuild his entire database, as he was not willing to pay the ransom, especially with no guarantee of getting his system back afterwards. If you have questions

CE Programs

ware provider for assistance.

about your systems backup status, please ask your soft-

The summer months of July and August are usually relatively calm here at QCDS. However, we continue to

summer. Please visit our web site, www.qcds.org, to view the programs already scheduled. We ask that you support

> nies seeking potential business opportunities. Sponsor support allows us to offer Continuing Education programs at nominal or no cost. If these programs are not well attended, sponsors will withdraw their support, thus making scheduling of similar programs problematical. Please also look to support our sponsors and advertisers when it comes to your office needs.

Citi Field Oral Health Day

Our annual oral health-screening program is once again being offered to Mets fans at Citi Field, on August 12 at 7 p.m. when the Mets play the Rockies. Due to member demand, we will have many more ticket options this year.

Promenade Reserved: \$7.50, Field Reserved: \$33, Pepsi Porch: \$34, Caesars Box:

\$47, Baseline Silver: \$49, Pepsi Party Pack: \$65 includes one burger, one fries, and unlimited drinks (on the Pepsi Porch), Hyundai Club: \$153 includes food and beverages

The Mets are hot again this year after a very long cold streak. These prices might go up. If you are interested in participating, please contact me to order tickets right away. Tickets can be purchased by you, friends, family, and patients or provided by you to patients as a sign of gratitude. Even if you are not a baseball or a Mets fan, this provides a relatively inexpensive night out with the family. This event is contingent on reaching a minimum level of tickets being purchased, so please let us know if this program interests you and how many tickets you will order. If we do not get a sufficient response, the event cannot be held. You can purchase tickets either with a credit card over the phone or with a check made payable to QCDS. In order to properly plan, please call us to purchase your tickets as soon as possible.

Please support the valued QCDS Bulletin advertisers who help make this publication possible!



















PATIENT

NEW! APPOINTMENT





WWW.OFFICITE.COM | 855-424-5088

From the NYSDA Trustee



Changing Trustees

By Joseph R. Caruso, D.D.S.

It has been both a pleasure and an honor to have served as the First Trustee from Queens under our new governance structure. I was afforded the opportunity to provide leadership and guidance as we transitioned from a Board of Governors to a full Board of Trustees and a House of Delegates; being appointed chair of the important Compensation Committee of the Board.

During my tenure as a member of the Board of Trustees, we were able to accomplish many goals. I will name just a few:

- We led the fight against Invisalign, as they sought to establish quotas in order to use their system. New York State stopped this national campaign by passing legislation to make this illegal in our state, causing Invisalign to reverse their policy.
- The Board worked to elect Bill Calnon president-elect of the ADA.
- We worked to maintain the provision that continued adult dental services under the New York State Medicaid program.





Representing dental practices in the areas of:

Dental Practice Transitions
Estate and Tax Planning
Retirement Plan Design and Administration

123 Main Street · White Plains, NY 10601 · 914-948-1556 dmlawyers.com · Contact: Gregory R. Tapfar, Esq.

- We advocated for, and were influential in the passing of the 80/20 law that requires at least 80 percent of all state dollars that fund healthcare to go to patient care.
- The Board worked with the OMIG to resolve audit problems, especially the controversial extrapolations that cost members significant fines in the past.
- We stopped Cigna from using a star rating system for dentists based on how much they charged patients. Three stars went to the dentist who charged the least fees to the managed care program.
- We established and operated the first MoM event in New York State, which was a tremendous success.
- We sought, and obtained a \$250,000 grant from the Health Department to create oral health demonstration projects in rural areas.
- The Board worked to develop a curriculum integrated format exam and pilot test it in New York State. This exam will eliminate all ethical problems associated with the current Board exams.
- Many surrounding states have been targets for midlevel provider models, but the leadership of NYSDA has kept this issue from our borders.

I had the privilege of serving as the chairman of the Committee on Annual Sessions during our own Dr. Chad Gehani's term; serving as his meeting chairman.

In addition to these duties during the past 5-plus years, as an EDPAC leader, first as vice chairman, then as treasurer, we saw our PAC grow in influence and size. There has never been a dental health bill passed that NYSDA objected to. The dental hygiene community was looking to pass an expanded function bill, but we stopped this and passed our own collaborative practice bill requiring the hygienist to always work with a dentist in Article 28 facilities.

As chairman of NYSDA Support Services, I led our Board to grow our for- profit subsidiary past the one million dollar mark and to continue to produce a steady and growing stream of non-dues revenue for NYSDA.

None of the accomplishments of NYSDA, and its different "arm's length" entities, would have been possible without the input and tremendously diligent work of our executive director as well as the NYSDA staff.

I look forward to continuing to work for our organization as chairman of NYSDA Support Services, treasurer of EDPAC, and as a member of the NYSDA Council on Governmental Affairs. I have complete confidence that Dr. Prabha Krishnan will serve excellently as my successor with all of her seemingly limitless energy and ability.

Again, thank you for this opportunity.



MLMIC is the only dental liability insurer endorsed by the New York State Dental Association (NYSDA) for a reason. With personalized service, premiums and dividends based solely on the experience of New York State dentists, our policyholders know they can count on us to be there for them. Today, and tomorrow.

Get a Quote

Call (888) 392-0638 today for a personalized consultation with a MLMIC representative.

Or, visit MLMIC.com/dentist



Queens County Dental Society

Invites All Dentists To Join Us For

The 2015 World's Fair of Dentistry

Saturday, September 26 & Sunday, September 27 8 A.M. to 4 P.M.

Terrace on the Park

52-11 111th St., Corona, NY 11368

Please RSVP to QCDS at 718-454-8344 or at by September 1st

Earn up to 16 CE Credits for the modest fee of \$100 for one day or \$160 for both days, with breakfast and lunch included.

Saturday, September 26

Saturday, September 20			
	8:00 A.M 8:30 A.M.	Registration and Continental Breakfast	
	8:30 A.M. – 8:45 A.M.	Opening Remarks	
	8:45 A.M 10:15 A.M.	Lecture: Dr. Daniel Pompa. "To Pull or Not To Pull: Apical	
		Surgery vs. Implant Replacement"	
	10:15 A.M. – 11:10 A.M.	Lecture: Dr. Maureen Archer-Festa "The Dental Professional's Role	
		in Managing the Patient with Diabetes"	
	11:10 A.M. – 12:30 P.M.	Lecture: Dr. Tracy Shaw & Ana Delgado "The Magic of Botox	
		and Dermal Fillers in Dentistry"	
	12:30 P.M 1:30 P.M.	Buffet Luncheon and Lecture: Dr. Yan Katsnelson "Take	
		Control of Your Practice, Patients, and Profits"	
	1:30 P.M. – 4:00 P.M.	Lecture: Dr. Edward Feinberg "Diagnostic Considerations &	
		Restorative Management of Difficult Cases"	
Sunday, September 27			
	8:00 A.M 8:30 A.M.	Registration and Continental Breakfast	
	8:30 A.M. – 8:45 A.M.	Michael Burstein Memorial Ceremony	
	8:45 A.M. – 10:15 A.M.	Lecture: Dr. Bijan Anvar "E-Prescribing Update"	
	10:15 A.M 12:00 P.M.	Lecture: Dr. Dale Rosenbach "Treatment Planning the Single-	
		Tooth Implant Restoration"	
	12:00 P.M 1:00 P.M.	Buffet Luncheon and Lecture	
	1:00 P.M 4:00 P.M.	Lecture: Dr. Mark A. Iacobelli "Atraumatic Extraction and	

SEATING IS LIMITED

Ridge Preservation'

PRE-REGISTRATION IS REQUIRED BY CALLING: 718-454-8344
Dozens of Commercial Exhibitors • Free Parking • Raffle Prizes
CE Credits awarded as allowed by state law.
For additional information or to register please visit our website at
www.worldsfairofdentistry.com

DM TECHNOLOGY SERVICES

SPECIALIZING IN DENTAL AND HEALTHCARE INFORMATION SYSTEMS AND COMPLETE SYSTEMS INTEGRATION

- * DENTRIX
- * DEXIS
- * EAGLESOFT * DENTISOFT

- * CAMSIGHT * PRACTICE-WEB



DESKTOPS, SERVERS, EMAIL, CLOUD SERVICES, NETWORK SERVICE. SWITCHES, ROUTERS, CABLING, **AUDIO/VIDEO INTEGRATION**



(212) 203-3635 info@dmtsny.com

Need a service call?

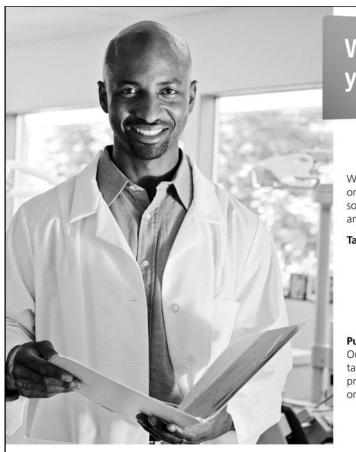
Call Tri-Star Dental Equipment Inc.

(516)-287-3506

We service all types of dental equipment

Proudly independent for over 18 years. • Experienced technicians • Competitive rates

• Prompt courteous service



Member FDIC TD Bank, N.A. | Loans subject to credit approval. | Equal Housing Lender 🗈

We'll put a smile on your face.

Tailored financial solutions for your dental practice.

Whether you're purchasing your first practice, growing an existing one, or simply buying new equipment, we have all the financial solutions your practice needs to succeed, along with the experience and knowledge in the dental industry that you look for in a partner.

Talk to us today about:

- Lending solutions
- Deposit choices
- Credit card options
- Merchant services
- TD Digital Express

Put the Power of TD Bank to work for you.

Our Practice Finance Specialists are here to answer your questions and talk with you about how a banking relationship with us can benefit your practice. To find out what TD Bank can do for you, call 1-888-751-9000 or visit tdbank.com/smallbusiness



America's Most Convenient Bank®



QUEENS COUNTY DENTAL SOCIETY'S ANNUAL OFFICERS INSTALLATION AND DINNER DANCE

CHATEAU BRIAND 440 OLD COUNTRY ROAD, CARLE PLACE, NY 11514

> SATURDAY, JANUARY 23, 2016 6 P.M. COCKTAILS – 7 P.M. DINNER

RSVP REQUIRED - BLACK TIE OPTIONAL SHOW SUPPORT FOR YOUR VOLUNTEER LEADERS

WE LOOK FORWARD TO SEEING YOU!

REGISTER BY CALLING: 718-454-8344 EMAIL: INFO@QCDS.ORG



CPR/AED ● Advanced Life Support ● Custom Classes AEDs, Pads, Batteries, Maintenance Contracts Emergency Drug Kits • Portable Oxygen Assemblies

In-Your-Office Rates Starting at \$50 Per Person Serving Dental Professionals For Over 25 Years

Have Dummy Will Travel, Inc. 257 Harrison Avenue Miller Place, NY 11764 (631)-849-4978 CPR@havedummy.com www.havedummy.com



Like Us: www.facebook.com/HaveDummy

Eric J. Ploumis, D.M.D., J.D.

Attorney at Law

Why not use a lawyer who is also a dentist?

Comprehensive Legal Services for Dental Professionals

- * Purchase and sale of practices
- * Employment and independent contractor agreements
- * Office leases
- * Partnership agreements and dissolutions
- * Corporate and LLC formation
- * Real estate transactions
- * Office of Professional Discipline representation
- * Patient dismissal issues
- * Collections issues

Manhattan

453 Second Avenue New York, NY 10010 <u>Brooklyn</u> 322 Stockholm Street Brooklyn, NY 11237

www.DentalPracticeLawyers.com

Insurance Planning for the **Healthcare Professional**

"Taking You from Residency to Retirement" TM

- Individual Disability
- Business Disability
- Life Insurance
- Group Insurance
- Liability Insurance
- Malpractice Insurance
- · Health Insurance
- Retirement Protection
- · Financial Planning



Weekly newsletter updates for job opportunities, important insurance information, practices for sale, and more!

Eric S. Studley & Associates, Inc. 234 West Jericho Turnpike, 2nd Floor Huntington Station, NY 11746 P: 631-673-9496

F: 631-673-9497

C: 516-652-2265

drstudley@optonline.net www.DrEricStudley.com



You bought an extended warranty for your TV, but what about YOU?

Protect yourself and those around you with essential insurance coverage.

Health - Disability - Life - AD&D Long Term Care - Personal and Commercial

Just Some of the Trusted Insurers We Work With:













For More Information, Please Call Susan Mason-Sherman at The Mason Agency



.516.747.5930

smason9414@aol.com

Medicare and Dentistry: Implications and Clarifications

—Continued from page 1

items or services for Medicare beneficiaries. This includes Medicare providers that do not and will not send claims to a Medicare Administration Contractor for services they furnish. The CMS permits such providers to enroll for the sole purpose of ordering or referring services for Medicare beneficiaries. There is no application fee associated with any status for individual providers. This is a part of the restructuring of CMS that will provide quality care and save the federal government \$1.6 billion over the next ten years. This will also give CMS enhanced tools to prevent fraud and abuse in the Medicare Part D program and will continue to protect beneficiaries and taxpayers.

As of June 1, 2016, all providers that write prescription for Medicare eligible beneficiaries must be enrolled in the Medicare system through the Medicare Provider Enrollment Chain and Ownership System (PECOS) in order for Medicare beneficiaries to obtain coverage through Medicare Part D. Basically, it means that all providers including dentists that treat Medicare beneficiaries, and write prescriptions for patients must have a formal status established in the CMS system or the prescription will not be covered when the patient goes to the pharmacy. In addition, if a dentist were to refer a patient for a Medicare Part B covered service, the treating doctor would only be eligible for Medicare payments if the referring doctor had a formal status with Medicare.

It's a change that the ADA does not agree with and one that ADA voiced their concern about in a letter to CMS. The ADA president and executive director sent a letter to CMS asking that dentists be excluded from this requirement, as it places an unnecessary burden on dentists and their Medicare eligible patients and will not address the underlying rationale for a portion of the law which is to stop fraud and abuse in the Medicare Part D program. Despite the ADA's expressed concerns, CMS moved forward with the enrollment or opt-out re-

Complying with this law will save providers much time and aggravation. Dentists have the following options, but the best option for most dentists seems to be the one that makes them an ordering or referring provider.

- Enroll as a Medicare provider (link form CMS-855I) http://www.cms.gov/Medicare/CMS-Forms/CMS-Forms/Downloads/cms855i.pdf
- Enroll as an ordering or referring provider (CMS form 855O link) http://www.cms.gov/Medicare/CMS-Forms/ CMS-Forms/downloads/cms855o.pdf
- Opt-out of the Medicare program. One can opt-out by submitting an affidavit. This is an ADA member benefit and member login is required. The link to the ADA website for a sample opt-out affidavit is: https://www.ada.org/~/media/ ADA/Member%20Center/Members/Legal_RevisedMedicaeOptOutAffidavit_2015May7.ashx

All forms and affidavits are to be submitted to: National Government Services Inc., P.O. Box 7149, Indianapolis, IN 46207-7149. The ADA website also provides sample private contract forms that providers, if opted out, should use when providing Medicare covered services to Medicare patients.

Durable Medical Equipment Provider

Medicare does provide coverage for oral obstructive sleep apnea appliances in certain instances. The benefits are provided under DME contracts (Medicare Part B) and require that a provider be enrolled as a participating provider in the Medicare program and is a registered DME provider, in addition to being a participating provider.

There is not one right answer for every practice; the choice will depend on the number of Medicare patients in your practice, the type of procedures you perform, and the overall makeup of your practice.

Traveling Abroad

Medicare and Medicaid do not cover your healthcare costs while you are traveling outside the US. Read the fine print, in the important information section of your passport.

Does a dentist have any reporting responsibilities after enrolling in Medicare as a provider? One consequence of enrolling in Medicare is a duty to report "Reportable Events" to CMS. All enrollees must report change of ownership or control, change in practice location, or any final adverse action within 30 days of reportable events. All other changes must be submitted within 90 days of re-

DME providers are to report change of ownership or control within 30 days of reportable event. All other changes must be submitted within 90 days of the reportable event.

TAX TIPS FOR DENTISTS

The IRS respects taxpayer rights so it is pretty easy to tell when a supposed IRS caller is a fake. Here are 5 things scammers do that IRS does not do:

- 1. Call you to demand immediate payment.
- 2. Demand payment without giving you a chance to question the amount.
- 3. Require you to use a certain payment method.
- 4. Ask for credit card numbers or debit card numbers over the phone.
- 5. Threaten to bring in law-enforcement to arrest you for not paying.

above taken from irs.gov website

Stuart A. Sinclair CPA

1120 Old Country Road • Plainview, NY 11803 Phone (516) 935-2086 Fax (516) 935-1787

CE Courses

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

Friday, August 14

9:00 a.m.

CPR- Certification

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 someday become a reality to someone you know or care for. Be prepared to help save a life.

Pre-registration is required. Call 718-454-8344 to register. Class begins promptly at 9:00 a.m. **Registration at 8:30 a.m.**

Instructor: Eric Zalewski, BLS Instructor

Tuition: ADA member/staff: \$105 Non-ADA member: \$260

A \$15 late fee will be assigned to all those who pay and/or register on the day of the event. A light breakfast will be included.

Friday, September 11

9:30 a.m.

Video Study Club – Simplified Implant Surgery 2 C.E. Credits

Placement of implants can be uncomplicated for healthy patients who have adequate bone! About three-quarters of adults have lost at least one tooth. Placement of implants and restoring them with crowns or fixed prostheses has become state-ofthe-art. Are you ready to incorporate implant placement into your practice or refine your current implant placement procedures? Many clinical situations can and should be treated by a dentist who has taken the time to receive adequate education to accomplish the surgery. This DVD will motivate you to incorporate implant surgery into your practice or to refine your current surgery procedures. Using a simple implant system makes the procedure much easier and understandable. This video includes detailed, hands-on, close-up images of Gordon using the Neoss system. See diagnosis, treatment planning, implant placement, abutment selection and restoration in this concise one-hour presentation. You can do this procedure in your practice if you have interest in the surgical portions of implant dentistry!

Instructor: Dr. Al A. Gulum

Tuition: QCDS member: FREE Non-QCDS members: (one time) \$100 Non-QCDS members (VSC annual pass): \$350 A \$15 late fee will be added for same day registration or payment. Pre-registration is required. Call 718-454-8344 to register. A light breakfast is included.

Thursday, September 17

6:00 p.m.

Infection Control

4 CE Credits

In the past this course has had an overwhelmingly positive response from clinicians and their staff who earnestly want to stay informed of the latest infection control recommendations and does so through the eyes and thoughts of a speaker/clinician who understands the nature and demand

of the everyday dental practice. Bring your entire staff and satisfy OSHA's annual staff training requirements. Learn what's new in infection control techniques and what is needed to comply with appropriate infection control guidelines.

Course qualifies for relicensure.

Instructor: Safety Compliance Services

Class begins promptly at 6:00 p.m.

Tuition: ADA member/Staff: \$90 Non-ADA member: \$260 Pre-registration is required. Call (718) 454-8344 to register. A \$15 late fee will be assigned to all those whose pay and/or register on the day of the event. Dinner included.

Study Clubs

Dr. Fialkoff Study Club

CONTACT DR. FIALKOFF (718) 229-3838

July 14 7:00 -10:00 p.m.

Topic: "Computer Security"

Speaker: Kamran Zokai

Location: 47-10 Bell Blvd., Bayside

Practice Financing*



- Commercial real estate loans
- Practice start-up and buy-in financing
- Equipment and renovation financing
- Practice refinance or debt consolidation



Viridiana Azarmehr Area Manager NY/NJ

646.787.6300 | viridiana.azarmehr@bankofamerica.com

To learn more, visit bankofamerica.com/practicesolutions

* All programs subject to credit approval and loan amounts are subject to creditworthiness. Some restrictions may apply. Bank of America Practice Solutions may prohibit use of an account to pay off or pay down another Bank of America account:

Bank of America account:

Bank of America Practice Solutions is a division of Bank of America, NA.

"2015 Bank of America Corporation

ARNJSSW1 | PS-RLY-012015-DBN | Rev. 01/2015

Townie Choice award winner for Best Practice ar Egulpment Financing

Practice Solutions

Bank of America



Come and Join Us!

If you haven't been to QCDS lately, you are missing a lot! Monthly membership meetings are held on the first Tuesday of the month and offer members 2 C.E. credits, dinner, and wine. Speakers are insightful and there is usually time for plenty of questions and answers.

Offered from September to June, this is a great member benefit that everyone should take advantage of. It is also a great way to meet your QCDS president and other elected leaders. Meet old friends, make new ones, stay informed about the latest information involving your profession and give your input. Check the QCDS website calendar or the QCDS Facebook page for upcoming events.

We look forward to seeing you!

What Image Does Your Practice Project?

We are specialists in public relations, marketing, advertising & direct mail.

Call us for a no-obligation, confidential consultation.

Katz Communications

25 CUTTER MILL PLAZA • GREAT NECK **516.482-6551**



CUSTOM UPHOLSTERY Inc.

3280 Sunrise Hwy Ste 59 Wantagh, NY 11793

SPECIALIZING IN
DENTAL FURNITURE ALL
WORK COMPLETED AROUND
OFFICE HOURS

DENTIST'S CHAIRS
OFFICE FURNITURE
WAITING ROOMS
ETC...

(516) 354-5650

FREE ESTIMATES

15





William Gati, AIA Architect
112-31 84th Ave., Kew Gardens, NY 11418-1321
718.805.2797 tel 718.805.2227 fax
wgati@architecturestudio.com

www.architecturestudio.com

Member of The American Institute of Architects

New Use For Irrevocable Trusts For Elderly Clients With Declining Mental Faculties

By Harris Markhoff, Esq. and Michael Markhoff, Esq.

There is an alarming trend among elderly clients who choose to remain home and have home health care workers provide 24/7 coverage.

The vast majority of home health care workers are scrupulously honest, attentive, loyal and caring workers. Occasionally, an unscrupulous HHCW uses his or her position to take financial advantage of a client. There have always been stories about clients reporting jewelry missing and suspicions about whether or not the HHCW was involved. The obvious answer to this problem is to put all valuable jewelry in a safe deposit box if there is going to be a HHCW in the residence 24/7.

A more serious problem has developed involving finances.

A local bank recently froze a client's account because the bank's computer detected an unusual withdrawal pattern. Upon investigation, it was determined that the HHCW had induced the client to withdraw funds to assist the HHCW who was experiencing financial problems.

A second incident recently occurred where a HHCW became intimate with a 95 year old widower (Viagra does work).

At some point the widower notified the brokerage firm which held a \$4 million brokerage account, to change the title of the account from John Jones to John Jones TOD Mary Smith. The TOD stands for "Transfer on Death" and the consequence is that upon the death of John Jones, Mary Smith automatically becomes the owner of the account.

If someone had been monitoring the monthly brokerage statements, they would have noticed that the name on the account had been changed.

In this particular instance, the client died and Mary Smith was able to obtain a death certificate for a modest \$10 fee from the city clerk, presented the death certificate to the brokerage firm, had the account transferred to her, and she then proceed to withdraw all funds and return to her homeland country. Actually, the family didn't find out about this until after the funeral, when they proceeded to marshal the assets and dis-

Be sure to check the QCDS website for the latest Society events and news: www.qcds.org

covered that the primary brokerage account had been reduced to zero.

Both of these incidents could have been avoided if the client executed an Irrevocable Trust and transferred his or her assets to that trust. The Irrevocable Trust would be structured as a grantor trust so that all income would be taxed to the grantor. There would be no gift tax consequence because the trust would include a limited power of appointment, which avoids any gift tax exposure. In addition, the assets of the trust would be included in the grantor's estate and receive a step up in basis at death. The trustees of this trust would be the children or some other trusted advisor or a corporate fiduciary.

Harris Markhoff, Esq. and Michael Markhoff, Esq. are partners at the White Plains 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 50 years. Harris and Michael Markhoff can be reached at (914) 948-1556 or at hmarkhoff@dmlawyers.com or mmarkhoff@dmlawyers.com.

JACOBSON GOLDBERG & KULB, LLP Attorneys and Counsellors at Law

585 Stewart Avenue Garden City, New York 11530

(516) 222-2330

- · Office of Professional Discipline
- Purchase & Sale of Practices
- Partnership, Employee, Independent Contractor Agreements
- Business Transactions
- Medicaid
- Third Party Audits & Termination
- State & Federal Criminal Proceedings
- Administrative Hearings
- Estate and Real Estate Matters

Miles R. Jacobson Amy T. Kulb Daniel M. Goldberg Jeffrey A. Granat

Dr. Thomas Sullivan Chemical Dependency Grant Program

The New York State Dental Association, through its Chemical Dependency Committee, has aided hundreds of dentists whose professional careers, families and very lives are threatened by by alcohol and drug abuse. Estimates suggest that addictive illness affects between 10-20 percent of all dentists.

Beginning in 2009, the New York State Dental Foundation has been administering the Dr. Thomas Sullivan Chemical Dependency Grant Program, to provide financial assistance to chemically dependent individuals who require in-patient medical treatment. These grants are designed to assist in the payment of initial treatment costs associated with in-patient services.

We urge you to consider making a donation to the Dr. Thomas Sullivan Chemical Dependency Grant Program. Your tax deductible donation should be mailed to The New York State Dental Foundation, 20 Corporate Woods Boulevard, Suite 602, Albany, NY 12211, Attn: Sullivan Grant Program. All monies contributed to this account will be used solely for the purposes of assisting impaired dentists.

If you are concerned about yourself or a colleague, help is just a phone call away. The members of the Chemical Dependency Committee are there with non-punitive, confidential support. Contact the New York State Dental Association at 800-255-2100 ext. 251, or Dr. Sudhakar Shetty at 718-847-8023 or 516-669-1505. ALL CALLS WILL BE KEPT STRICTLY CONFIDENTIAL.

CLASSIFIEDS

Thinking Of Retiring? Established GP Dentist with 20+ years experience seeks practice in Eastern Queens/Western Nassau for satellite/second office. I will take good care of your patients. Call (718) 404-7364 or e-mail: Queensdentist@aol.com

Interested in the purchase of a Forest Hills FFS general practice from a dentist thinking of retiring. Would welcome the retiring dentist to stay on for a year or so. Contact Office Manager Louise at (718) 268-8989.

Dental Office for Sale: Busy, well established for 15 years, on main floor, 2 operatories, great location, near transportations, 3 schools nearby, great walk-in practice. Call (917) 670-1437.

37-17 108th Street, Corona, NY 11368 Medical Office available: In newly constructed building, ideal for dental specialist or general dentist. 1,500 sq. ft. office (may be able to expand up to 3,000 sq. ft.). Private entrance directly from 108th Street leads to private lobby and newly built office. Signage and exposure! High ceilings, windows on two sides of space, bright and airy, new bathroom, open layout, can easily be configured to suit your needs. Ideal for dental use. Very busy medical clinic located directly across the street that sees hundreds of patients daily. Handicap accessible entry. Great location on 108th Street, a major thoroughfare in Corona. #7 subway just 3 blocks away (103rd Street), offers convenience and high foot traffic/activity good for medical office. Kent Realty Group, LLC: (718) 229-3598

Professional Building and practice for sale: Valley Stream, NY. Practice established in 1974. Office has three operatories with room for expansion. There is a rental office within building. Practice has 1,750 active patients taking better PPO's and FFS. All molar endo and surgery are referred. Can stay on for a smooth transition. (516) 825-5190

Dental Chair for Rent in Bayside, NY. New build-out. Great location for new or existing practice. 208-54 Cross Island Parkway, Bayside, NY 11360. Please e-mail for more info: admin@baysidesmiles.dental

Rego Park Dental Office Seeking a F/T (M-F) dentist, preferably with implant experience. Compensation based on 40% commision. New graduates are welcome. Please email your resume to apdentalcarepc@yahoo.com or call Dr. Poltat (718) 263-2040

General Dentist for Whitestone, Queens office seeking an experienced, highly motivated associate for a part-time position. Experience in endodontics a plus. Partnership opportunity available. Please contact us at (718) 352-4646

Correction

An article on the front page of the last issue of the QCDS Bulletin about the passing of former QCDS President Michael Burstein did not include the name of the author. It was written by Dr. Mitchell Greenberg. We regret the omission.

STUART B. SHAPIRO, D.D.S., J.D.

Attorney at Law Master of Laws, Taxation

Legal Services for Dentists by a Dentist

- Practice Transitions
- Employment and Independent Contractor Agreements
- Partnerships and Corporate Limited Liability
- Leases, Real Estate Transactions
- Estate Planning
- Insurance, Disciplinary, Employee

828 Hempstead Turnpike Franklin Square, NY 11010 Offices in Manhattan and Southampton 516 316 8102 www.dentistlawyer.net

PRINTING SPECIALS **FOR** DENTAL PROFESSIONALS

10% DISCOUNT FOR QCDS MEMBERS

- Brochures
- Envelopes
- Business Cards
- Prescription Pads
- Medical Forms
- Letterhead
- Labels
- Rubber Stamps
- Mailings
- Design Services

DELIVERY TO YOUR OFFICE DOOR!

KC GRAPHICS

25 Cutter Mill Plaza • Great Neck 516-466-2434

The thrill of the unexpected. Our business bankers can help you plan for it.

Stop by your local Queens Astoria Bank Branch to find out how.

- 29-34 30th Avenue | Long Island City, NY 11102 | 718-728-2500
- 31-24 Ditmars Boulevard | Long Island City, NY 11105 | 718-932-3200 • 37-16 30th Avenue | Long Island City, NY 11103 | 718-545-4400

•153-01 10th Avenue | Whitestone, NY 11357 | 718-746-4161

• 57-07 Junction Boulevard | Elmhurst, NY 11373 | 718-271-3220

Flushing

- •46-08 Francis Lewis Boulevard |Flushing, NY 11361 | 718-224-2400
- 30-33 Stratton Street | Flushing, NY 11354 | 718-445-7200
- •71-20 Kissena Boulevard | Flushing, NY 11367 | 718-263-7200

Forest Hills

• 63-72 108th Street | Forest Hills, NY 11375 | 718-896-3200

Glendale

• 68-17 Myrtle Avenue | Glendale, NY 11385 | 718-497-2000

Jackson Heights

•72-35 Broadway | Jackson Heights, NY 11372 | 718-429-6300

•179-25 Hillside Avenue at 179th Street | Jamaica, NY 11432 |718-291-3100

•116-22 Metropolitan Avenue | Kew Gardens, NY 11418 | 718-441-1010

•75-25 Metropolitan Avenue | Middle Village, NY 11379 | 718-894-7272

• 97-33 Queens Boulevard | Rego Park, NY 11374 | 718-830-6222

•153-17 Cross Island Parkway | Whitestone, NY 11357 | 718-767-9300

•60-20 Woodside Avenue | Woodside, NY 11377 | 718-335-6100

astoriabank.com



© 2015 Astoria Bank







The Nu-Aesthetic Partial An alternative to metal frameworks

Introducing the Nu-Aesthetic Partial from NuLife Long Island.

- SNAP FIT WITH EXCELLENT RETENTION.
- SAME DESIGN AS METAL FRAMEWORKS.
- TOOTH SHADED CLASPS FOR EXCELLENT RETENTION, WITH 19 VITA SHADES TO SELECT FROM.
- EASILY ADJUSTABLE. AN AESTHETIC ALTERNATIVE TO METAL FRAMEWORKS.

Nu-Aesthetic Partial for as low as





NuLife Long Island Dental Laboratory 221 Hempstead Turnpike West Hempstead, NY 11552 516.489.5200 www.nulifeli.com



