

## QCDS New Dentists Expo Comes Up All Aces

For 2017, QCDS continued its expanded annual Resident's Night to a full Resident-New Dentist Expo on Sunday, April 2, to the delight of all in attendance. More than 60 people, including residents, program directors from neighboring hospital programs, new doctors, and QCDS members crowded the QCDS headquarters for the event, which ran from 2-8 pm.

The day began with a full day of practice management lectures. Dr. James Kouzoukian and Dr. Hemali Ajmera began the program with a lecture entitled "Intro to Online Claims." Chad Widensky and Robert Malandrucolo continued the program with a lecture on "Starting a Practice vs. Buying a Practice. What's Right for Me?" Attorney Jennifer Kirschenbaum concluded the program with a talk on "Dental Service Organizations: What are they? How are they structured? Beat 'em or Join 'em?" The program was followed by a presentation from Dr. Maria Maranga and Dr. Bijan Anvar on the importance of organized dentistry.

After the presentations, the party began. The QCDS lecture hall was transformed into a Las Vegas Casino, including roulette, blackjack and a craps table, with music playing for all. Attendees of the event mingled, dined on the gourmet dinner, and gambled the night away for the raffle prizes, which included many different types of gift cards and dental equipment.



Drs. Hemali Ajmera and James Kouzoukian discussed online claims with new residents.

Dr. Hemali Ajmera, QCDS member and New Dentist Committee chair, coordinated the event. She worked hard to organize the lectures, the attendees and the creation of a successful casino-themed evening. Throughout the day, Dr. Ajmera

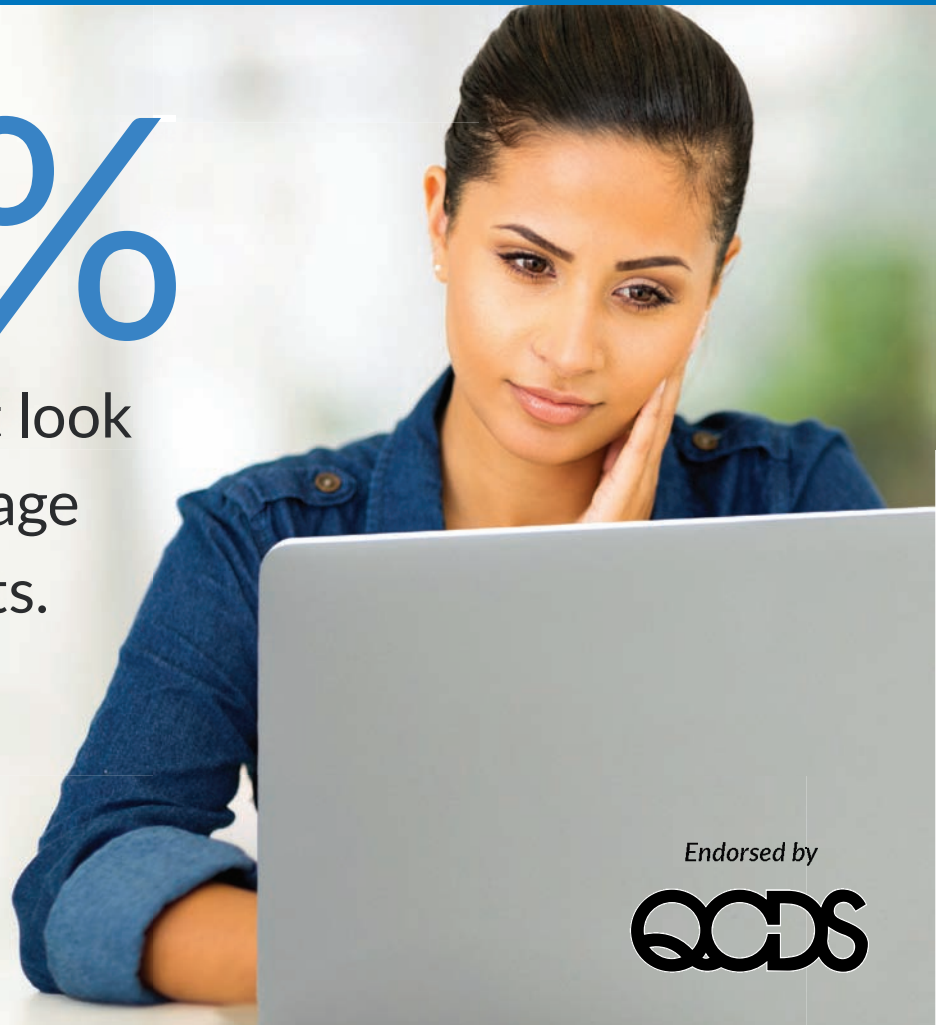
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"Dental Service Organizations: What are they? How are they structured?" was the title of a talk by attorney Jennifer Kirschenbaum.

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## From the President

ronaldgarrettds@verizon.net

# Building Relationships Lasting a Lifetime

By Ronald Garrett, D.D.S.

In April, I attended a wonderful event hosted by the Chinese American Dental Association (CADA) in Flushing. I want to thank Dr. Eric Huang, the QCDS 2016 president, for extending the invitation.

At the end of the evening, I watched several confident young men and women from primarily two dental schools – Columbia University and New York University – pose for group photos on a small stage at the Sheraton LaGuardia East Hotel. As the students smiled and giggled at the photographer's commands, I could not help but think about how much tuition those students paid over the course of their education. My second thought centered around the tremendous amount of debt the young dentists accumulated fulfilling their dream.

I also wondered how many of those dental students had the support of parents, aunts, uncles or siblings already in the field? Having that key input would positively impact the student's decision about which dental school to attend or determine whether or not the student might specialize. Students with access to someone in dentistry have a personal sounding board to any and all concerns that new dentists face. Unfortunately, many students who aspire to enter health-related fields are not that lucky.

It brings to mind the mission of the QCDS Summer Shadowing Program – to mentor students who may never have had exposure to dentistry as a profession. Since announcing plans for the pilot program, we have heard from eager high school and college students interested in the six-week program that will begin after July 4 and end before Labor Day.

We also have a handful of general dentists and specialists who agreed to participate. Thank you to QCDS members who signed up already or provided names of possible student applicants.

Some of my patients who work in the education field as teachers and administrators have embraced the shadowing project. One patient recruited four students from George Washington Carver High School for the Sciences (one of four new schools housed within the former Springfield Gardens High School.) That patient mentioned other colleagues at her school who are interested in having their students participate. We plan to reach out to colleges in the borough, as well.

Meanwhile, the May 30 deadline for dentists to apply to the QCDS Summer Shadowing Program is fast approaching. I am encouraged and excited about the interest shown so far by educators, local practitioners and students.

Perhaps one day QCDS will be in a position to honor students who successfully complete our Summer Shadowing Program. It would be wonderful to learn

one day that "our mentees" were accepted to dental schools around the country. What an impact our organization could have on the future of our industry. We will spark an interest in dentistry among young people whose only exposure to the field has been their bi-annual visits to their practitioners.

What great satisfaction many QCDS members will have knowing the few hours spent this summer interacting with students might inspire a young person to select dentistry as a profession. Our relationship with the QCDS Summer Shadowing students could last a lifetime.

“  
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”

## Is Your License Secure?

By Dr. Sudhakar Shetty, D.D.S.

Dentists are not immune from the effects of alcohol and addictive prescription and illicit drugs. Practicing while impaired by alcohol or addictive drugs can lead to the NYS Education Department taking disciplinary action that can result in the suspension or loss of your professional license. This can be devastating - representing the loss of your livelihood. But, addiction to alcohol and drugs also can rob you of your dignity, your family and friends,

your health and even your life. Not only aren't doctors "immune" from abuse - they actually can be at greater risk.

Like our patients, colleagues with substance use-related disorders employ many kinds of defenses to protect themselves from exposure. The obvious concerns about losing their professional license and having their patients become aware are paramount. But, do not be

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# Learning to Adjust Your Byte!

By Alan N. Queen, D.D.S.

I went to a continuing education course at the Dental Society last night on computer security. I learned that there is no way to make a computer completely secure, that I've likely been hacked—multiple times—in the last year, but my security software and I don't know it yet, and that no matter what I do, it's going to happen again.

If that's not depressing enough, I also learned that if current trends continue, and we are forced to go to electronic medical records like the state government has forced us to do with online prescribing, and if insurance companies force us all onto online insurance claims submission, the amount of patient data potentially exposed to hackers will be incredible, to say nothing of our own personal banking information.

So what are we to do?

Just a couple of years ago, the Internal Revenue Service was hacked and thousands of taxpayers had their personal information stolen. In recent years, the IRS has issued tax refunds to thieves who used stolen personal information to file thousands of fraudulent tax returns. What was the penalty to the IRS for these failures? Nothing! Unfortunately, if that happens to us in our offices, we won't be so lucky.

So driving to work today, I thought about the matter, and came up with a few suggestions.

First of all, when I recently got FIOS in my office (only because Verizon is going to rip out all the copper wire in my neighborhood soon), I got the slowest Internet speed they had. Why? Because I don't want my staff streaming videos at the office, and for the things we do—credit card charges, emails, sending documents—it's fast enough and makes it

harder for hackers to steal large amounts of data. The Verizon guy thought I was nuts, but after last night's lecture, I think I'm on to something.

Secondly, I'm turning off the Wi-Fi on the new FIOS router. Let the kids in the waiting room read a book and put down their phones, iPads and other gadgets for a few minutes. I already have everything in my office hard-wired as it is. It was a pain to get all those cables installed, but someone parked in the bus

stop outside my office can't break into my computers through Wi-Fi if there is no Wi-Fi.

Next, although I've had practice management software in my office for years, I still use paper charts. And I'm going to continue to do so as long as I can.

The only way a hacker will be able to steal my patients' records is if they physically break into my office, back up a U-Haul truck to the front door and a couple of guys with wheel barrows start schlepping the filing cabinets. Chances are a cop cruising by to go to the Dunkin Donuts down the block will see them. At least I hope so.

Another issue I thought about as I drove through the streets of Flushing on my way to work was all the electronics I saw out with the trash, waiting for pick-up. As last night's speaker correctly noted, many devices have internal memory caches—not just computers, but printers, fax machines, and even old phones—that store information. I used to cut off the cords or deliberately break something on the devices we discarded so they couldn't easily be used again and would be unattractive to scavengers. Now I'm going to have to wipe the memory, and physically remove the memory

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”

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## From The Executive Director

ed@qcds.org

### Get Involved!

By Oleg Rabinovich

Have you thought about getting more involved with organized dentistry? To take part in the future of your profession? To work on insuring the success of the profession for the next generation? Now is the time to do so.

Any member interested in being considered for an elective position should submit a letter of interest and CV to the executive director prior to May 31, 2017 for consideration by the Nominating Committee.

The Nominating Committee is responsible for presenting nominations for elective offices and representatives of QCDS, as required by the Bylaws. If you are interested, feel free to submit your name as a nominee. QCDS values the diversity of the Board of Trustees and welcomes nominations from those willing to volunteer their time for the benefit of the profession.

The following information summarizes the process:  
QCDS Nominating Committee Composition:

- The last two immediate past presidents;
- Two members elected by the Board of Trustees at its April 25, 2017 meeting;

- Three members elected by the membership at the May 2, 2017 membership meeting;
- Three alternates elected by the membership at the May 2, 2017 membership meeting;

The President acts as chairman without the right to vote.

The Nominating Committee will report its selections at the October 3, 2017 membership meeting. Additional nominees will be added for any elective position by the receipt of a petition signed by 20 members and received by the executive director within 10 days of the report of the Nominating Committee, which will be given at the October 3, 2017 membership

meeting. No additional nominations, including nominations from the floor, will be accepted. Voting for all elective offices is scheduled for the November 7, 2017 membership meeting.

“  
*Make your voice heard  
 by voting for  
 the candidates  
 that you support...*  
 ”

## Is Your License Secure

— Continued from page 3

fooled. Family and friends know that something is amiss. So do patients and staff.

At meetings, we might recognize that a colleague is drinking more or appearing not to be functioning as well. In the practice setting, he/she may be frequently canceling appointments and occasionally not showing up for important events. Staff, family, and colleagues become frustrated and sometimes frightened by the changing personality and difficult behavior. Often it is a dentist's staff, family or colleague who reaches out to the NYSDA hotline for advice. These calls are confidential.

I am a member of NYSDA's Chemical Dependency Committee. The committee is made up of dentist-colleagues. Many have been in your shoes and are in recovery. All of us are caring and committed, volunteering our time to help guide an impaired colleague to effective help - in a confidential, supportive, non-punitive way.

The committee does not have enforcement powers. NYSDA does not report to any state agency, and cannot threaten anyone's license. It is important for every den-

tist to know, first and foremost, that addiction is a disease, not a personality flaw. There is help and life after recovery. You can get help for your colleague - or yourself. Addiction is a treatable disease.

What about your license? When beneficial, committee members may recommend that an impaired colleague consider entering the Professional Assistance Program (PAP). NYSDA helped New York adopt legislation that created the PAP. The PAP became a legal necessity because practicing as an impaired professional is professional misconduct that can result in the revocation of the professional's license to practice. Enrollment in the PAP program provides immunity from charges of unprofessional conduct. The PAP is confidential. Temporary surrender of a doctor's professional license during a treatment interval is sometimes required. Many of our dentists have found the program beneficial due to its highly confidential nature and helpful monitoring.

The first step is easy! For more information, please call me at 516-669-1505 or call NYSDA at 800-255-2100

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# QCDS Members Speak to Students About Dentistry at Queens Elementary School's Career Day Fair

QCDS members Drs. Hemali Ajmera and Jim Kouzoukian spoke to students attending Public School 107 in Queens during the annual Career Day event on Friday, April 7th. The children were extremely appreciative and demonstrated a surprisingly knowledgeable understanding of the questions that were posed to the doctors. Dr. Ajmera is a newcomer to the event and Dr. Kouzoukian has been a participant for almost two decades.

Principal Lori Cummings and Guidance Counselor Nora Tomei were the hosts as many of the classes were treated to visits from professionals in a myriad of disciplines.

Samples of digital radiographs, dental instruments and demonstration models were shown to the students to encourage their interest in our profession. Of course, no one could really compete with the law enforcement officer who brought their horse!



Elementary School Career Fair Introduces Students to Dentistry

## QCDS' Dr. Caruso at Political Fundraisers



Senator Charles Schumer, left, joined EDPAC Treasurer Dr. Joseph Caruso at an event hosted by Congressman Joseph Crowley at Woodhaven House.



EDPAC Treasurer Dr. Joseph Caruso, center, attended a St. Patrick's Day Celebration fundraiser for Congressman Joseph Crowley, right.

## Learning to Adjust Your Byte

— Continued from page 4

if I can, before anything goes out. I'm also bringing any device home to dispose of, so it can't be connected with my practice by someone scavenging for data and not just the hardware.

QCDS Past President Bijan Anvar, the speaker at last night's course, also discussed work he's done on NYSDA's Technology Committee. It's good that NYSDA has such a committee looking into these issues, but more practical information needs to be communicated to our members about matters of digital privacy and security, not just because of HIPAA, but because these are real threats to us, our families, and our patients.

In addition, dental software developers should adopt a

minimum set of best practices, such as automatic encryption of data and two-step authentication for logging on. There's no reason we have to pay through the nose for dental software only to be further burdened with correcting these glaring deficiencies. The ADA should also create a review system to screen dental software for a minimum set of standards, just as dental materials are reviewed and certified.

It's time our profession became more proactive in protecting our digital lives. The hackers aren't going to wait for us to "get with the program."

Dr. Queen is a past president of the Queens County Dental Society and editor emeritus of the QCDS Bulletin. He is in general practice in Flushing.

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# Dental Society Annual Expo for New Residents and Dentists Comes Up All Aces

– Continued from front page  
stressed the importance of organized dentistry. The residents were given a copy of NYSDA’s “Starting Out” booklet, a guide for new dentists, and were invited to attend general membership meetings. They were informed of the benefits of joining their local dental society. The importance of representation at the state and federal level was reinforced and the residents learned just how much PACs do for the dental profession.

Dr. Bijan Anvar, QCDS past-president said, “What a great day! The attendees really were interested in the presentations and had a great time at the party.” It was a wonderful day of learning, mingling, networking and catching up with old friends.

The sponsors for the night included Eric S. Studley and Associates, Bank of America, Adin Implants, Perio Chip, MLMIC, and Henry Schein.



Hitting 21 at blackjack!



New residents had fun at a packed craps table.



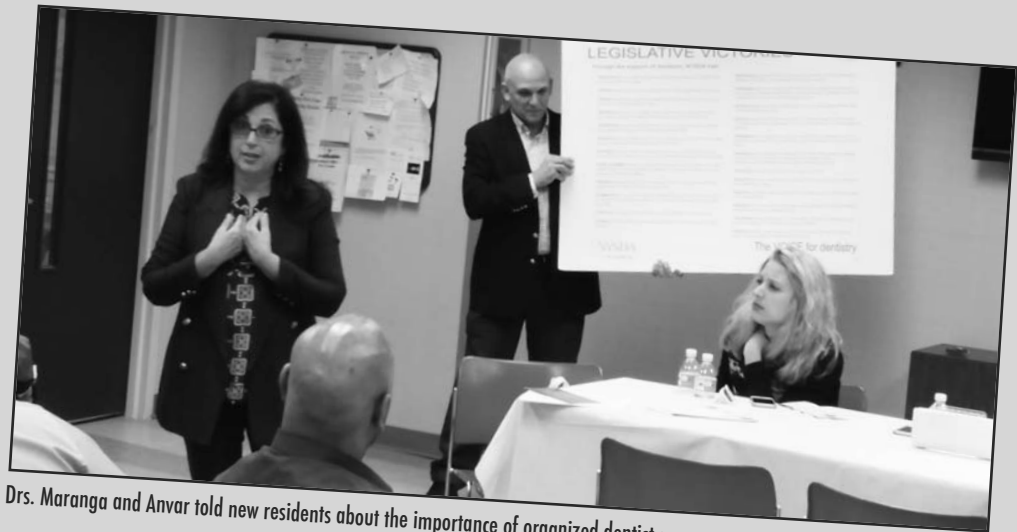
Chad Widensky, Dr. Hemali Ajmera and Robert Malandruccolo, left to right, at the QCDS New Residents Night.



Program attendees enjoyed a gourmet Italian dinner catered by Durso's.



Raffle prize winners show off their take.



Drs. Maranga and Anvar told new residents about the importance of organized dentistry.



A lucky spin at the roulette wheel.



Attendees enjoyed dinner before they hit the gambling tables.



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## CE COURSES

Pre-registration is required for CE Courses except General Membership Meetings. Call 718-454-8344 to register.

Tuesday, June 6

7:00 p.m.

### General Membership Meeting

2 C.E. Credits

#### 7:00 P.M. "Dental Service Organizations: What Are They? How Are They Structured? Beat'em or Join'em?"

##### Course Description:

Learn how most DSOs are structured and how they operate. Learn what it looks like if you were to sell your practice to a DSO and the compensation models that may be available. Also get insight into what it takes to compete as a private practitioner in a market with DSO infiltration.

**Speaker:** Jennifer Kirschenbaum, Esq.

#### 8:00 P.M. "Digital Dentures"

##### Course Description:

Many dentists dislike doing dentures because they are unpredictable and unprofitable. This course will cover how to take impressions, centric relation, and vertical dimension at the first visit and will show you how much easier and more profitable digital dentures are. Computer generated occlusal schemes and space age plastics make it possible to produce dentures with thinner palates, better fit and far fewer post insertion visits. Learning how easy digital dentures can be will change your mind about offering this service and not only will your patients appreciate it but so will your bottom line.

##### Objectives:

- What are digital dentures and why are they not just easier but better than conventional dentures.
- How to take excellent impressions.
- How to take Centric, Vertical Dimension, and all the necessary records in the first visit.
- How digital dentures can make your practice more profitable and a lot more fun.

**Speaker:** Dr. Jean Furuyama

Free admission to all members.

Non-QCDS members by invitation only.

Dinner included.

Thursday, June 8

6:00 p.m.

### CPR Certification

4 C.E. Credits

#### Topic: Basic Cardiac Life Support

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.

**Instructor:** Eric Zalewski, BLS Instructor

**Tuition:** ADA member: \$105

ADA member staff: \$105

Non-ADA member: \$260

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

Friday, June 9

9:00 a.m.

### Infection Control

4 C.E. Credits

In the past this course has had an overwhelming positive response from those clinicians and their staff who earnestly want to stay informed of the latest infection control recommendations. 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.

A \$15 late fee will be assigned to all who pay and/or register on the day of the event. A light breakfast will be included. Pre-registration is required. Call 718-454-8344 to register. Class begins promptly at 6:00 p.m.

**Instructor:** Safety Compliance Services

**Tuition:** ADA member: \$90

ADA member staff: \$90

Non-ADA member: \$260

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## STUDY CLUBS

### Dr. Fialkoff Study Club

**CONTACT DR. FIALKOFF: 718-229-3838**

**June 14** 7:00- 10:00 p.m.

**Topic:** "Dentures & Overdentures"

**Speaker:** Steven Pigliacelli and Justin T. Hayes

**Location:** 47-20 Bell Blvd., Bayside

**July 12** 7:00-10:00 p.m.

**Topic:** "What the 2017 Dentist Needs to Know About Insurance and Marketing"

**Speaker:** Dr. Robert Trager

**Location:** 47-20 Bell Blvd., Bayside

**August 16** 7:00-10:00 p.m.

**Topic:** "How to Create First-Class Customer Service In a Dental Office"

**Speaker:** MGE Management Consultants

**Location:** 47-20 Bell Blvd., Bayside

**September 13** 7:00-10:00 p.m.

**Topic:** "Dental Implants and Augmentation"

**Speaker:** Dr. Amos Yahav

**Location:** 47-20 Bell Blvd., Bayside

### Kalman Study Club

**CONTACT DORIS: 718-897- 6400**

**June 14** 6:30-9:00 p.m.

**Topic:** "Borderline of Pink and White Aesthetics"

**Speaker:** Benjamin Brovornik

**Location:** 6070 Woodhaven Blvd., Unit C-2, Elmhurst



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*Amy T. Kulb  
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## TAX TIPS FOR DENTISTS

The due date for form 1065 U.S. Partnership Income Tax will be the 15th day of the third month following the close of the partnership's tax year. Previously, partnerships were due by the 15th day of the fourth month. The due date for form 1120 U.S. Corporation Income Tax Return is changed to the 15th day of the fourth month following the close of the tax year. The deadline was the 15th day of the third month.

Both of the above changes are applicable to returns for years beginning after 12/31/2015

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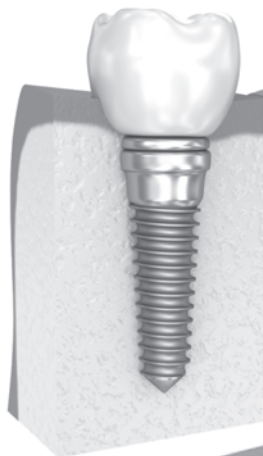
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## CE COURSES – Continued from page 14

Wednesday, June 14, 6:00 pm

### Topic: Sleep Medicine for Dentists

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Oral appliance therapy is becoming a popular therapy for sleep apnea patients. There are many courses on dental sleep medicine and how to make an oral appliance. The best way to treat this condition is with a collaborative multidisciplinary approach. This lecture, will show how to screen for sleep apnea, work with physicians, and understand sleep studies.

**Instructor:** Drs. Arthur Feigenbaum and Jonathan Lown

**Tuition:** ADA member: \$85

ADA member staff: \$85

Non-ADA member: \$185

A \$15 late fee will be assigned to those who pay and/or register on the day of the event. Pre-registration is required. Call 718-454-8344 to register. Dinner will be included.

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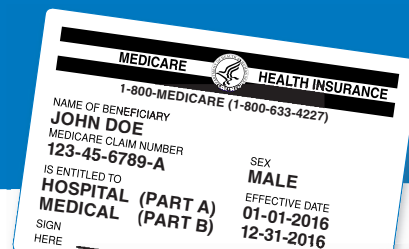
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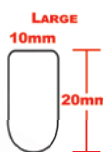
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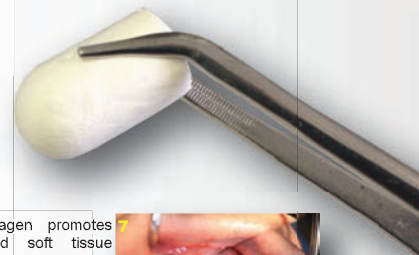
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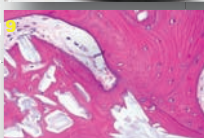
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