

## QCDS Takes Oral Health to the Ballgame For Its Annual Citifield Dental Screening



The QCDS dental screening team



Mets fans received a variety of dental care information from QCDS members.

For the ninth year, Queens County Dental Society members went out to the ballgame in a strike for oral health. QCDS members screened both fans and Mets staffers at Citi-field in May.

"This is what the Dental Society should be doing, community outreach," said Dr. Stuart Kesner, who has organized the event for QCDS since its inception in 2008. A life-long Mets fan, Dr. Kesner said he wanted "to encourage more people in our profession to give back to the community."

Over the years, many hundreds of people have been screened, and a number of suspicious lesions found. A couple of years ago, one young Mets staffer told a QCDS member about a recurring "cyst" that was again causing her discomfort. She had the area examined by a QCDS oral surgeon and was referred for follow-up. Fortunately, none of those screened this year evidenced suspicious lesions that required further referral.

"Voluntary screening programs, especially to underserved children, are incredibly valuable to help spot problems

early. Partnering with local groups like the Mets allows the dentists of QCDS to reach more people over a short period of time," Dr. Kesner said. "We can educate people about the importance of oral cancer screenings and regular checkups."

Each year in the United States 35,000 people are diagnosed with oral cancer and 8,000 people die from the disease. Suspicious lesions are often discovered during voluntary screening programs. "If you catch it early, like during a routine dental visit, there's an 80-90 percent survival rate and that's just from a painless

two-minute screening at the dentist," said Dr. Kesner.

Along with the screenings, toothbrushes and informational pamphlets were distributed to the attendees. Dozens of fans were screened and hundreds of fans were given dental information.

Dr. Kesner's team included dental residents from Jamaica Hospital and Brookdale Hospital, as well as practicing QCDS dentists as well as his own office staff.

Unfortunately, the Mets lost to the San Diego Padres 5-6. But there's always next year.



Dr. Stuart Kesner sees a patient during the QCDS screening.



Dr. Charlene Berkman examines a patient, obviously a Mets fan.

90%

of people don't look  
past the first page  
of search results.



Endorsed by  
**QCDS**



## Will they find your website?

Don't be invisible. Get a website engineered for search engine performance. With a team of experts on your side, more new patients will be just a click away.

**Call or click by April 30<sup>th</sup> and receive a free one-on-one Search Engine Optimization consultation.**

Officite

(888) 689-0453 • [Officite.com/SEO/QCDS](http://Officite.com/SEO/QCDS)

## From the President

[ronaldgarrettds@verizon.net](mailto:ronaldgarrettds@verizon.net)



## Getting Students Interested In Dentistry

By Ronald Garrett, D.D.S.

Growing up, Chibueze (Chi-bu-zee) Egeruoh (Eger-roh) knew he wanted to follow in the footsteps of his uncle in Nigeria and become a doctor. His parents wanted that, too. However, while in his junior year at a South Dakota boarding school, the Laurelton, Queens resident's career aspiration was solidified. It was during a school trip to the Pine Ridge Reservation, where high school volunteers dropped off dental hygiene products to indigenous Native Americans, that Egeruoh saw first-hand how more dentists are needed to serve rural communities.

The reservation, Egeruoh remembered, was the size of Connecticut, but only had three dental offices in the vicinity. Most residents, he said, could not afford to see a dentist, much less get an appointment.

"They were very receptive to receiving the dental supplies," Egeruoh recalled. "That made me want to become a dentist."

After boarding school, Egeruoh attended the University of Massachusetts at Amherst as a biochemistry major. Two years later, he transferred to Stony Brook University on Long Island to complete his undergraduate degree. While at Stony Brook, Egeruoh worked hard to improve his G.P.A. and learn more about his chosen profession.

In early 2015, Egeruoh contacted me to ask if he could shadow at my Springfield Gardens office. Three times a week, Egeruoh showed up and stayed most of the day, while he asked a multitude of questions about running a private prac-



Dr. Ronald Garrett, left, and the student he mentored, Chibueze Egeruoh, now a mentor himself.

tice and applying to dental school. Egeruoh's inquiries and determination paid off. He took his DATs last fall and was accepted to the University of Buffalo last year—months before his May 2017 Stony Brook graduation. I credit Egeruoh's determination and willingness to be mentored with his success. However, Egeruoh thanks me for mentoring him as he discovered his true calling to become a pediatric dentist.

"(You) gave me moral support. You were realistic and did not sugar-coat dentistry and how a practice is run," Egeruoh told me during a recent visit to my office. "You were approachable."

Those sentiments I hope are echoed by the students who  
—Continued on page 16

## QCDS Continuing Education Awards

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

1,000 HOURS				
Prabha Krishnan	Robert Rubin	Raj Singla	Michael Katzap	
500 HOURS				
Bijan Anvar	Teodora Constantinescu	Jodi Halper	Elzbieta Kopacz	Mohammad Shafique
Christine Choe	Leyla Escudero	Robert Hollander	Madeline Lo Duca	Lawrence Sommer
300 HOURS				
Paul Addeo	Stephen Festa	Win Le	Daisuke Osanai	Ahmed Taha El Kady
Lucy Capobianco	Tyler Grosso	Richard Lestz	Marc Paternina	Lary Verasco
Wanda Chih-Hui Chen	Prabhakar Koppikar	Christopher Mihalios	Darshini Shah	
100 HOURS				
Hemali Ajmera	Hon Chan	Kevin Huynh	Anjela Mehrian	Sejal Shah
Lynda Albandoz Fuentes	Daniel Gross	Evelyn Kagabines	Kihong Min	Naama Weinstock
	Maria Herrera	John Keriazes	Natia Mosheshvili	



# SAVE THE DATE!



## Queens County Dental Society

Invites You To Join Us For

# The 2017 World's Fair of Dentistry

September 23 & 24, 2017 8 a.m. to 5 p.m.

## Terrace on the Park

Flushing Meadows

52-11 111th St., Corona, NY

PLEASE REGISTER AT 718-454-8344  
or at [www.worldsfairofdentistry.com](http://www.worldsfairofdentistry.com)  
BY SEPTEMBER 1ST

Earn up to 18 CE Credits for as little as \$125 for one day or  
\$185 for both days, with breakfast and lunch included

## QCDS Bulletin

**Editor**  
Boris Arbitman

**Co-Editor**  
Gina Cucchiara

**Executive Director**  
Oleg Rabinovich

**Administrative Assistant**  
Guadalupe Rodriguez

### 2017 Officers

Ronald Garrett, *President*  
Richard Yang, *President-Elect*  
Craig Tischler, *Vice President*  
Prabhakar Koppikar, *Secretary*  
Arellys Santana, *Treasurer*  
Milan Gandhi, *Historian*

### Board of Trustees

H. Ajmera	A. Dogra	L. Lehman
S. Akhtar	A. Feigenbaum	A. Lighter
C. Berkman	C. Gehani	R. Olan
D. Bhagat	R. Gehani	A. Queen
M. Bhuyan	H. Gomez	R. Samuels
H. Biller	S. Kesner	I. Schwartz
J. Caruso	J. Kouzoukian	V. Shah
G. Cucchiara	N. Lalani	D. Sidhu

**ADA Trustee**  
Chad Gehani

**NYSDA Trustee**  
Prabha Krishnan

**NYSDA Delegates**

V. Jhaveri	M. Mota-Martinez	B. Vallejo
P. Koppikar	S. Shetty	R. Yang
J. Ledner	R. Shpuntoff	

### Past Presidents

Eric Huang	Doron Kalman
Sudhakar Shetty	Beatriz Vallejo
Bijan Anvar	

### ADA Delegates

Viren Jhaveri Jay Ledner  
Alternate Delegate: Rekha Gehani

### Institute for Continuing Dental Education

Ronald Garrett, *President*  
Robert Shpuntoff, *Vice President*  
Adam Lighter, *Secretary/Treasurer*

The *Bulletin* is published six times a year, bimonthly. It is the official publication of the Queens County Dental Society. Neither the Society nor the *Bulletin* assumes responsibility for the points of view or opinions of its contributors.

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](mailto:QCDSBulletin@gmail.com).

For more information about advertising, contact the Business 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 endorsement is specifically stated.

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.



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.qcde.org](http://www.qcde.org) | e-mail: [info@qcde.org](mailto:info@qcde.org)

## ADA Trustee Report

[cgehani@gmail.com](mailto:cgehani@gmail.com)



# A Roundup of News from the ADA

By Chad Gehani, D.D.S.

### Membership Trends

A primary responsibility of the ADA Board of Trustees is to monitor progress on growing our membership. Last year, the ADA gained 1,276 net members. Market share held steady. The gain is certainly traceable to the new provisional membership category, which, was added to enhance membership while eliminating barriers. We will closely monitor conversion of these members into full membership. Likewise encouraging, our non-renew rate dropped to four percent for full dues paying members. This progress is difficult to tie to one specific program or activity, but, rather, is a combination of all efforts, which are now gaining traction. Over the last ten years, ADA member market share has decreased from 71.2 percent to 63.6 percent, while the size of the market has grown considerably. In other words, ADA is not hemorrhaging members. Market share, in contrast, is decreasing across all age groups, not just new dentists.

The ADA often discusses the average dues rate per member, which reflects the various discounts being offered. If we only consider active licensed members, the average dues rate is \$429. Thirty percent of these members receive some sort of discount. Forty-six percent of those who receive a discount are new dentists. This issue, of course, relates to cost, which is the number-one reason given for not renewing a membership. However, our price elasticity is low—small changes in pricing have a modest impact on our membership numbers. Historically, based on analysis of the data, for every dollar increase in price, we lose between six and 22 members, a very small number, which is more than offset by corresponding increased revenues. Of course, this raises a fundamental question of whether revenue or membership is our goal. While we want both—we need solid membership and financial stability—which of the two takes precedent when there is a conflict? Clearly, there are other factors involved in our declining market share.

ADA market share declines as the size of a dentist's practice (number of dentists) increases. In other words, a dentist working in a large group is less likely to be a member than a dentist working in a smaller practice. As more

“

ARE WE DOING  
THE WRONG THINGS?  
ARE WE DOING THE RIGHT  
THINGS POORLY?  
DO WE NEED TO DO MORE  
OF WHAT WE ARE DOING?

”

dentists are employed in DSOs, this trend has a greater impact on market share. Similarly, market share among women and racially diverse dentists, both growing segments, is below our overall average.

The ADA renewal rate is over 93 percent; the median average among a benchmark group of individual membership organizations is 82 percent. Market share is also significantly higher than the benchmark (63 percent to 43 percent). Despite our challenges, we need to remember that the ADA is a remarkably successful, widely respected organization. Such success may make it harder to change course, as we are concerned about risking what we have accomplished. But we need to remember that our environment continues to evolve. The Board reviewed a long list of ADA membership-related initiatives and activities, including dues waivers, dental school activities, non-renew calling programs, etc. Counting foregone revenue from dues discounts (\$55 million), and not including Aptify, CPS and other non-Membership Division programs, the cost of all of these activities over ten years is approximately \$70 million. Based on this information we ask

ourselves, are we doing the wrong things? Are we doing the right things poorly? Do we need to do more of what we are doing? Or, are we doing the right things and doing them well and doing enough of them, but is there something else? These are fundamental questions. To answer some of these questions, we must study our business model.

### ADA Business Model

We have a contract with Frog Design of Brooklyn, to conduct a study of how we serve our members and the products that we provide to our customers. Frog Design is a highly respected firm, with a track record of successfully advising companies, such as Disney, on developing long-term loyalty through customer (member) experiences. This project, which will take a few months, will involve outreach to many communities of interest. Once Frog Design has completed its work, the ADA will consider its recommendations and implement a new or altered business model.

### New Dentists

The New Dentist Conference will remain a part of America's Dental Meeting. Conversations with our New Dentist Committee (NDC) have provided us with a valuable opportunity to share thoughts and views with our new dentist members. Ideas generated in those discussions have resulted in our understanding that new dentists like to be more involved in governance (House of Delegates and councils) and are invested in issues like licensure portability and providing meaningful potential membership value to large-group practice dentists. We appreciate the ongoing work and collaboration between NDC and ASDA, which has included a presence at ASDA annual meetings and presentations to the ASDA Board. NDC had proposed that the ADA develop short (technique) videos for dentists, e.g., on-line CE courses. ADA staff will develop

—Continued on page 12





Policies as low as

# \$3,477

In Territory 1  
(Brooklyn, Manhattan, Staten Island, and Bronx).  
\*for mature Claims Made - Full Time with \$1,000,000/\$3,000,000 Limits  
Part Time is eligible for a 50% discount

PRI also offers policies starting at

## \$50

For dentists who are new to practice when meeting PRI's requirements

Policies as low as

# \$2,533

In Territory 2  
(Queens, Nassau, Suffolk, Westchester, and Rockland).  
\*for mature Claims Made - Full Time with \$1,000,000/\$3,000,000 Limits  
Part Time is eligible for a 50% discount

PRI also offers policies starting at

## \$50

For dentists who are new to practice when meeting PRI's requirements

- ✓ **No Deductible On Any Of Our Policies**
- ✓ **Coverage For Additional Insureds At No Extra Charge**
- ✓ **No Finance Charge Or Installment Fee On Any Of Our Policies**
- ✓ **Free Home Study Risk Management Course**

- ✓ Free "Tail" Coverage when meeting PRI's requirements in which the limits renew 100% on an annual basis indefinitely
- ✓ Coverage for botox at no extra charge
- ✓ "Nose" Coverage when switching to PRI, so you do not have to purchase "Tail" coverage from your current carrier
- ✓ Live customer support during business hours to assist you
- ✓ Claims-Made & Occurrence policies
- ✓ Exceptional customer service

*For over 34 years, PRI has insured the finest healthcare professionals in New York State. 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.*

**Contact us to see how much you can start saving:**  
**888-526-4006**      **[www.PRI.com](http://www.PRI.com)**

## NYSDA Trustee Report



# Busy House of Delegates Annual Meeting

*By Prabha Krishnan, D.D.S.*

The 2017 NYSDA House of Delegates meeting convened on Friday, June 2, at the Turning Stone Resort in Verona, New York. The meeting marked the end of Dr. Richard Andolina's term as NYSDA president. Upon the conclusion of the meeting on June 3, Dr. Lawrence Busino assumed the presidency of the Association.

On Friday Dr. John Comisi, as chair of the Standing Committee on Credentials, Rules and Order, opened the first meeting. The three candidates for the elective position of ADA president-elect, as well as the two candidates for the ADA trustee-elect (Second Trustee District) made their presentations to start off the session. Michael Graham, senior vice president, Division of Government and Public Affairs, American Dental Association, based in Washington, and Roy Lasky, NYSDA lobbyist, also addressed the House. Afterwards, various reports and resolutions were discussed and refined at Reference Committee that heard testimony for or against proposed actions with the chair of the Reference Committee presenting their recommendations to the delegates at the Saturday session. Dr. Mitchell Greenberg was a member of the Reference Committee.

Prior to the beginning of the Saturday session of the House, each of the 13 components met in caucus meetings beginning at 8 a.m. to discuss items before the House so that each delegate had an understanding of the issues and its consequences. Our

QCDS group met and discussed all the resolutions and finished almost 4 hours later.

The second session of the House began promptly at 1 p.m. and was called to order by the speaker, Dr. Steven Gounardes.

Dr. Paul Leary was elected to the position of ADA trustee-elect, representing the Second Trustee District. Our own Dr. Chad Gehani, ADA trustee, gave a very informative speech regarding key issues affecting our profession. Resolutions were presented, amended, discussed and ultimately voted upon by the 102 delegates, resulting in dispositions of the resolutions.

An evening dinner dance in honor of outgoing president Dr. Andolina concluded quite a full day of activity.

The major outcomes of the two days of voting were:

- A vote to lower the discount for dues of Active Life Members.
- A vote to increase NYSDA dues by \$10 a year. There was testimony and discussion by several, including the NYSDA treasurer and executive director, that we need the increase to maintain our budget and not to run at a deficit.
- A vote to approve the new NYSDA Peer Review Manual.
- A vote to continue Special Committee on Dental Medicaid.
- A vote to continue the NYSDA PGY1 Task Force.
- A vote to amend the NYSDA bylaws to conform to the ADA

*—Continued on page 10*



The Queens County Dental Society delegation at the NYSDA meeting.



## Elementary School Students Visit QCDS Member Dr. Heidi Nelson's Dental Office



Above: Pre-K students from P.S. 343 saw Dr. Heidi Nelson give her assistant, a puppet named Joe, a dental exam.

Left: Students from Sunnyside, Queens discussed good oral health with QCDS member Dr. Heidi Nelson and her Puppet, Joe.

The Pre-Kindergarten classes of P.S. 343 in Sunnyside, Queens, together with their teachers, Christina Joseph and Ann Marie Vargas, paid a visit to the office of QCDS member Dr. Heidi Nelson in April.

Everyone had a fun and informative afternoon discussing oral health and nutrition. In addition, the students received a tour of the office, met Dr. Nelson's staff, Tina and Lilian, and had a chance to see some of the tools dentists use up-close and to observe a dental check-up with Dr. Nelson's puppet, Joe, who helped her answer the children's questions.

The visit was enhanced by also items that QCDS graciously provided to the visiting students. This is the second year that Dr. Nelson has opened her office to students from P.S. 343, and she looks forward to doing this again next year. Dr. Nelson has visited a number of schools in Queens, from pre-K to high school, speaking on a variety of oral health related topics as well as representing dentistry for Career Days.

The QCDS efforts were organized by member Dr. Heidi Nelson, a dentist with an office in Sunnyside. The QCDS donation inspired a fundraiser, allowing the Pope Foundation to add \$4,000 for their capital campaign.

## QCDS Aids Cancer Families

Queens County Dental Society members have donated a large supply of adult toothbrushes, which were incorporated into 50 "care packages" donated to assist families of children hospitalized with cancer.

The packages are part of the efforts of the 35-year old Frances Pope Memorial Foundation of Manhattan, which assists families staying with their ill children, allowing the family members to concentrate on the greater medical issues at hand.

The QCDS efforts were organized by member Dr. Heidi Nelson, a dentist with an office in Sunnyside. The QCDS donation inspired a fundraiser, allowing the Pope Foundation to add \$4,000 for their capital campaign.

The Foundation is looking for additional donations of toothbrushes, toothpaste, and floss to include in future packages. For further information, contact the Frances Pope Memorial Foundation at 917-456-2463 or email Mary O'Dowd at maryodowd@francispopfoundation.org.

## Telling Mayor About QCDS



EDPAC Treasurer Dr. Joseph R. Caruso and ADA Trustee Dr. Chad Gehani spoke with New York City Mayor Bill DeBlasio recently at an event honoring Queens Borough President Melinda Katz.

## Queens County Dental Society

Invites You To Join Us For

## The 2017 World's Fair of Dentistry

Saturday, September 23 & Sunday, September 24  
8 A.M. to 5 P.M.

### Terrace on the Park

52-11 111th St., Corona, NY

Please RSVP to QCDS at 718-454-8344

or at [www.worldsfairofdentistry.com](http://www.worldsfairofdentistry.com) by September 1st

**Earn up to 18 CE Credits for as little as \$125 for one day  
or \$185 for both days, with breakfast and lunch included.**

### Saturday, September 23

8:00 A.M. - 8:30 A.M.  
8:30 A.M. - 8:45 A.M.  
8:45 A.M. - 11:15 A.M.  
  
11:15 A.M. - 1:00 P.M.  
1:00 P.M. - 2:00 P.M.  
  
2:00 P.M. - 5:00 P.M.

Registration and Continental Breakfast  
Welcome from QCDS President  
Lecture: Dr. Ted Korin "Optimal Solutions for Achieving the Esthetic Restoration in the Atrophic Anterior Maxilla"  
Lecture: Dr. Bijan Anvar "Data Protection for Dentists"  
Buffet Luncheon & Lecture: Dr. Amir Ahmadi "Screw Retained Implant Restorations- Success and Failures"  
Lecture: Dr. Daniel Pompa "The Role of the Dental Professional in the Treatment of the Diabetic Patient"

### Sunday, September 24

8:00 A.M. - 8:30 A.M.  
8:30 A.M. - 8:45 A.M.  
8:45 A.M. - 11:15 A.M.  
11:15 A.M. - 1:00 P.M.  
1:00 P.M. - 2:00 P.M.  
  
2:00 P.M. - 5:00 P.M.

Registration and Continental Breakfast  
Welcome from World's Fair of Dentistry Chairman  
Lecture: Dr. James Kouzoukian "Update in Oral Hygiene Standard of Care"  
Lecture: Dr. Leora Walter "Restorative Componentry in Implant Dentistry"  
Buffet Luncheon & Lecture: Dr. Dale Rosenbach "Surgical Implant Failure Lessons to be Learned"  
Lecture: Rick Garofolo "OSHA Compliance for the Dental Practice"

SEATING IS LIMITED

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](http://www.worldsfairofdentistry.com)



# QCDS is Well Represented at Busy NYSDA House Of Delegates Meeting

—Continued from page 7  
requirement for membership.

• A vote to encourage the expanding scope of procedures for which hygienists can administer nitrous oxide analgesia and/ or local infiltration anesthesia.

The following QCDS members were appointed to NYSDA Councils:

• Council on Dental Education and Licensure: Dr. Rekha Gehani

• Council on Membership and Communications: Dr. Mercedes Mota-Martinez

• Council on Nominations: Dr. Robert Shpuntoff

The NYSDA officers installed and assuming their positions immediately are: President Dr. Lawrence Busino, President-Elect Dr. Brendan Dowd, Vice President Dr. Payam Goudarzi, Treasurer Dr. Mark Weinberger, and Speaker Dr. Steven Gounardes.

Dr. Chad Gehani, ADA trustee of the Second District, was present at all of the events. The elected delegates representing QCDS at the annual meeting were Drs. Prabha Krishnan (NYSDA trustee), Jay Ledner, Viren Jhaveri, Mercedes Mota Martinez, Robert Shpuntoff, Beatriz Vallejo, Prabhakar Koppikar, Rekha Gehani, Mitchell Greenberg, Arelys Santana, and Richard Yang. They were joined by QCDS Executive Director Oleg Rabinovich.

QCDS' Dr. Robert Shpuntoff took his tie off after a long day of meetings.



QCDS was represented by Drs. Jay Ledner and Chad Gehani at a cocktail reception.



Dr. Prabhakar Koppikar, with Dr. Arelys Santana in the background, attended the House of Delegates meeting.



QCDS delegates—front and center—cheered the new NYSDA officers.



ADA Trustee Dr. Chad Gehani, presented outgoing NYSDA President Dr. Richard Andolina with an award of recognition.



New NYSDA officers, left to right: President Lawrence Busino, President-Elect Brendan Dowd, Vice-President Payam Goudarzi, Speaker of the House Steven Gounardes, and Treasurer Mark J. Weinberger.



## ADA Trustee Report

—Continued from page 1

a pilot project to test the concept of virtual study clubs.

### Busyness

Dr. Chris Salierno and I are members of the workgroup addressing how the complex issue of busyness has affected membership. The workgroup is developing both short- and long-term solutions. Stay tuned.

### Campaign to Promote Dentistry

Closely related to the busyness issue is how to promote dentistry to the public. As many of us know, the 2016 House passed a resolution authorizing a campaign to promote utilization of dental services. This was originally a resolution proposed by NYSDA in the 2015 ADA House. The ADA has been improving Find-A-Dentist (findadentist.ada.org), promoting participation by our members, and seeking ways to drive the public to this tool. Better search capabilities and more robust dentist profiles are part of this work. Now, we are in the midst of a push to

get all members to update their profiles and participate in this program. Our stretch goal is 50,000 profiles—hopefully, every ADA member—by the end of the year. As the number of dentist profiles increases, we will roll out paid advertising, probably in August. The ADA will offer matching funds for state and locally targeted advertising by constituent societies. I encourage all to participate and to spread the news of this excellent member benefit to your colleagues. I will be happy to provide a copy of the video.

### ADA and ADEA Licensure Task Force

The ADA has reviewed licensure laws in the 53 licensing jurisdictions and found myriad pathways to licensure, from acceptance of one or all five clinical examinations, to PGY1 (as in NYS) and portfolio examination. Recognizing that licensure is the purview of a state's legislature and/or state board, the ADA is interested in assisting every dental association to advocate for change, so that eventually all state boards accept the results of any of the clinical examinations conducted in the United States. Data shows that mid-career and younger den-

tists and their families are mobile. Although dentists understand that state dental boards establish all licensure requirements, they also believe the ADA can be a leader in influencing change and increasing licensure portability, given that licensure affects both members and the public.

The ADA will develop a Dental Licensure Objective Structure Clinical Examination (OSCE) as an option to the licensing agencies to evaluate their candidates. The CIF exam, aka Buffalo or NYSDA model, currently administered by the Commission on Dental Competency Assessment is being conducted in 11 dental schools.

The ADA/ADEA Licensure Task Force has made three recommendations:

- Achieve universal acceptance of a psychometrically sound, non-patient-based licensing examination that protects the public.

- Urge acceptance of the portfolio style licensure examination, using competencies cited in the Accreditation Standards for Dental Education Programs to document students' / graduates' clinical experience.
- Establish the ADA/ADEA/ASDA Coalition for Reform in Dental Licensure.

## 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](http://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 is a trademark of Bank of America Corporation. Bank of America Practice Solutions is a division of Bank of America, N.A. ©2015 Bank of America Corporation ARNJSSVH | PS-FLY-012015-DEN | Rev. 01/2015



Practice Solutions

Bank of America

**Committed To Teaching and Learning The Latest Guidelines Developed From Evidence-Based Research . . .**



**. . . Whatever It Takes**

**We Are The Medical Emergency Experts Serving Dentists For Over 25 Years**

Have Dummy Will Travel, Inc.  
595 Route 25A, Suite 13  
Miller Place, NY 11764  
(631)-849-4978  
[www.havedummy.com](http://www.havedummy.com)



**HAVE DUMMY**  
Will Travel

## Dental Fill-Ins™

PERMANENT AND TEMPORARY EMPLOYMENT AGENCY

**We've Moved To A Larger Office To Accommodate Our Growing Agency**

- **Dentists**
- **Hygienists**
- **Assistants**
- **Receptionists**

**We place temporary and permanent staff**

**NYS LICENSED**  
Serving our community since 1999

**212-421-9009**  
**631-421-9006**  
**WWW.DENTALFILL-INS.COM**

*We screen your dental temps, so you don't have to.*

*Let us take care of your staffing needs.*

## Let An Experienced Healthcare Lawyer Take Care of Your Practice's Legal Needs

- Practice Sales & Acquisitions
- Partnership & Employment Contracts
- Medicaid & Other Health Plan Audits
- Office of Professional Discipline Investigations
- National Practitioner Data Bank Challenges
- Employee Matters & Litigation

**RAYMOND IRYAMI LAW FIRM P.C.**

[www.raymondiryami.com](http://www.raymondiryami.com)

**Manhattan**  
305 Madison Avenue - 46th Floor  
New York  
212.599.1081

**Long Island**  
1010 Northern Boulevard - Suite 208  
Great Neck  
516.336.2586



## CE COURSES

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

Sunday, Aug 11 9:00 a.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.

**Instructor:** Eric Zalewski, BLS Instructor

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

Pre-registration is required. Call 718-454-8344 to register. Class begins promptly at 9:00 a.m. A \$15 late fee will be assigned to those who pay and/or register on the day of the event. A light breakfast will be included.

Friday, Sept 15 9:30 a.m.

**Video Study Club:** 2 C.E. Credits  
**Uncomplicated Occlusal Equilibration**

You learned it, but have you made it practical and profitable? In a typical practice, numerous situations arise daily requiring some level of occlusal equilibration. What are the indications? How can you integrate this important procedure into practice? What is a simple, logical, easy technique? Are there precautions? See practical, close-up, step-by-step occlusal equilibration on a patient. Make this useful concept a routine and predictable procedure in your practice.

**Speaker:** Dr. Al A. Gulum

**Tuition:** QCDS Members: Free Non-QCDS members (one time): \$100 Non-QCDS members (VSC annual pass): \$350

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

Thursday, Sept 28 6:00 p.m.

**Infection Control** 4 C.E. 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

**Tuition:** ADA member/staff: \$90 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. Pre-registration is required. Call 718-454-8344 to register. Class begins promptly at 6:00 p.m.

## STUDY CLUBS

**Dr. Fialkoff Study Club**

CONTACT DR. FIALKOFF 718-229-3838

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:** 47-10 Bell Blvd., Bayside

AUG 16 7:00 -10:00 p.m.

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

**Speaker:** MGE Management Consultants  
**Location:** 47-10 Bell Blvd., Bayside

SEPT 13 7:00 -10:00 p.m.

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

**Speaker:** Dr. Amos Yahav  
**Location:** 47-10 Bell Blvd., Bayside

### Dietary Concerns

QCDS wishes to accommodate the dietary needs of attendees at meetings and programs. Anyone requiring kosher or other specialized foods should notify the QCDS office at the time of registration.

**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  
212-685-4320

**Brooklyn**  
322 Stockholm Street  
Brooklyn, NY 11237  
347-221-1084

[www.DentalPracticeLawyers.com](http://www.DentalPracticeLawyers.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

Amy T. Kulb  
Daniel M. Goldberg  
Jeffrey A. Granat



**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**

*Celebrating 40 years of refining  
for the dental industry*



- We refine crowns, bridges, inlays, facings and gold cylinders

- We provide free collection containers and insured shipping via FedEx®

- Our payments to clients are among the highest in the industry

**CORA REFINING**

For a Free Refining Kit

Call: 800-844-2040

or visit us online: [www.corarefining.com](http://www.corarefining.com)





## QCDS 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. Email: Queensdentist@aol.com

### From the President

—Continued from page 3

will participate in the QCDS Summer Shadowing Program that starts this month and ends before Labor Day. I am grateful for the doctors who signed up for the pilot project that will introduce mostly high school students to dentistry. Next year, I hope we have more undergraduates involved. However, the mission remains the same: to introduce dentistry to young people.

Now, Egeruoh is poised to mentor. The 21-year old already shared his knowledge with Stony Brook underclassmen. He tells them, the same advice I gave him: "keep their GPA high and doubts low." At Buffalo, Egeruoh wants to work with a professor who conducts HIV/AIDS research.

Egeruoh joins his siblings in STEM careers. His younger twin sister attends the University of Maryland and is pursuing a nursing degree. The pair has an older sister who is a nurse and two older brothers. One attends SUNY/Fredonia for computer science and the other graduated from Penn State and is applying to medical school. I am grateful to be the conduit that Egeruoh passed through to achieve his dreams. I hope the QCDS Summer Shadowing Program ignites students' desires to pursue careers in dentistry.

## DANZIGER & MARKHOFF LLP

Attorneys at Law



Representing dental practices  
in the areas of:

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

Westchester: 123 Main Street, White Plains, NY 10601

Long Island: 135 Pinelawn Rd, Suite 245 South, Melville, NY 11747

Contact: Gregory R. Tapfar, Esq. 914.948.1556

dmlawyers.com

## 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**

### Stuart A. Sinclair CPA

1120 Old Country Road • Plainview, NY 11803

Phone (516) 935-2086 Fax (516) 935-1787

website: DenTaxSolutions.com

e-mail: StuSinclair@yahoo.com

## Insurance Planning for the Healthcare Professional

"Taking You from Residency to Retirement"™



- Individual Disability
- Business Disability
- Life Insurance
- Group Insurance
- Office Insurance
- Malpractice Insurance
- Health Insurance
- Retirement Protection
- Financial Planning
- Employee Benefits



**Eric S. Studley & Associates, Inc.**  
234 West Jericho Turnpike, 2nd Fl.  
Huntington Station, NY 11746

**P: 631-673-9496 | F: 631-673-9497**  
**E: Insurance@DrEricStudley.com**

[www.DrEricStudley.com](http://www.DrEricStudley.com)

Complete access. Complete control. Complete Banking.



Open a new **Complete Business Checking** account, and enjoy the benefits of our **Business Value Program**.

### Cash Bonus

- All new business checking accounts can get a **Cash Bonus** up to **\$200**.<sup>1,2</sup>

Plus your choice of value:

### Complete Business Checking<sup>1,3</sup>

- Receive a **Gift** for a new Complete Business Checking account (*minimums and restrictions apply*)

### Complete Business Checking Plus<sup>1,4</sup>

- Earn a **great rate** guaranteed for 90 days (*minimums and restrictions apply*)

Visit your local Flushing Bank branch, call 718.512.2729 or go to [www.FlushingBank.com](http://www.FlushingBank.com).

**Small enough to know you.  
Large enough to help you.**

**FLUSHING**  
Commercial ■ Business ■ Consumer Bank

1. New business checking account with new money only. Existing business checking account customers are not eligible. A new business checking account is defined as any new business checking account that does not have any authorized signatures in common with any other existing Flushing Bank business checking account(s). An existing checking customer is defined as anyone who currently has or has had a Flushing Bank checking account within the last 24 months. New money is defined as money not currently on deposit with Flushing Bank. 2. You must deposit a minimum of \$100 to open a business checking account. No minimum balance required to be eligible for the Bonus. You will receive \$100 for the completion of 5 debit card purchases. And \$100 for the completion of 5 online banking bill-payments via Flushing Bank's Online Banking portal. Each debit card purchase and each online bill-payment must be \$25 or more and must be completed prior to 60 days after the account is opened. THE MAXIMUM AMOUNT A BUSINESS CHECKING CUSTOMER CAN RECEIVE IS \$200. The compensation will be credited to the checking account on or about the end of the month following the completion of the qualifying transactions. A 1099 will be issued in the amount credited to your account. Other fees and restrictions may apply. 3. A minimum opening deposit of \$15,000 is required in the Complete Business Checking account to qualify for the Value Program gift. The gift tier is based on the 90-day average balance of the new Complete Business Checking account. The minimum 90-day average is \$15,000 to qualify for the minimum gift tier. Notwithstanding the Value Program, a minimum deposit of \$100 is required to open the Complete Business Checking account. 4. You must maintain a daily balance of \$15,000 for the statement cycle to receive the 90-day rate in the Complete Business Checking Plus. The 90-day rate will remain in effect for 90 days after account opening. At the end of this 90 day period the annual percentage yield will revert to the rate tier corresponding to the account balance. A minimum deposit of \$100 is required to open the account, but a minimum daily balance of \$15,000 is required to earn interest. Rates may change at any time without notice. All offers are subject to change and termination without prior notice at any time. Speak with a Flushing Bank representative for more details.

Flushing Bank is a registered trademark.





# MLMIC AGREES TO JOIN BERKSHIRE HATHAWAY FAMILY OF COMPANIES

"MLMIC is a gem of a company that has protected New York's physicians, mid-level providers, hospitals and dentists like no other for over 40 years. We welcome the chance to add them to the Berkshire Hathaway family and enhance their capacity to serve these and other policyholders for many years to come."

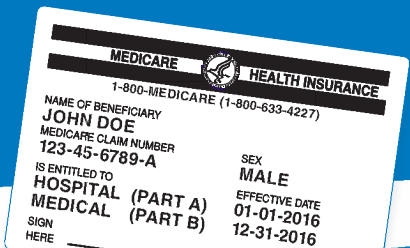
Warren Buffett, CEO, Berkshire Hathaway

For more information, visit [MLMIC.com/faq](http://MLMIC.com/faq).



# \$2,500

a year in dental  
benefits!



With our Empire MediBlue Dual Advantage (HMO SNP) plan, you'll receive **\$2,500** a year in Comprehensive Dental Benefits for services like:

- Dentures
- Crowns
- Fillings
- Extractions
- Oral Surgery
- And More!

Plus, you'll also get the following Preventive Dental Benefits:

- **\$0.00** copay for 2 oral exams, 2 cleanings and 1 dental X-ray every year

Let's talk and find out if this is  
the right plan for you.

**1-866-287-3526 TTY: 711**

8 a.m. to 8 p.m., Monday to Friday



An Anthem Company

Any unused amount at the end of a three month benefit period will carry over to the next three months; however, any unused amount at the end of the calendar year will expire. This plan is available to anyone who has both Medical Assistance from the State and Medicare. Premiums, co-pays, co-insurance and deductibles may vary based on the level of Extra Help you receive. Please contact the plan for further details. This information is not a complete description of benefits. Contact the plan for more information. Limitations, copayments, and restrictions may apply. Benefits, premiums and/or co-payments/co-insurance may change on January 1 of each year. Empire BlueCross BlueShield is a D-SNP plan with a Medicare contract and a coordination of benefits agreement with the New York State Department of Health. Enrollment in Empire BlueCross BlueShield depends on contract renewal. Services provided by Empire HealthChoice HMO, Inc. licensee of the Blue Cross and Blue Shield Association, an association of independent Blue Cross and Blue Shield plans. ATTENTION: If you speak a language other than English, language assistance services, free of charge, are available to you. Call 1-866-287-3526 (TTY 711). ATENCIÓN: si habla español, tiene a su disposición servicios gratuitos de asistencia lingüística. Llame al 1-866-287-3526 (TTY 711).

Y0114\_17\_28415\_U\_017 CMS Accepted 10/01/2016

61723MUNENMUB\_017



**IMPLADENT LTD**  
REGENERATIVE SOLUTIONS

Contact 800-526-9343  
or Shop Online at  
[www.impladentltd.com](http://www.impladentltd.com)

# OSTEOGEN® PLUG

**ONE STEP BONE GRAFTING SOLUTION  
FOR SOCKET PRESERVATION WITHOUT  
THE NEED FOR A MEMBRANE**



- **OSTEOGEN®  
NON-CERAMIC  
BONE GRAFT**
- **TYPE I BOVINE  
ACHILLES TENDON  
COLLAGEN**

**At only \$50 per piece, the Impladent Ltd OsteoGen® Bone Grafting Plug combines bone graft with a collagen plug to yield the easiest and most affordable way to deliver bone graft for socket preservation. As the graft is completely contained by the collagen, there is no need to use a membrane!**



## Clinical Case Example Below

Clinical images courtesy of German Murias DDS, ABO/ID

Tooth #15 is set to be extracted



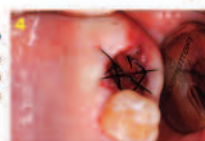
The surgical site was initially debrided to induce bleeding and establish the Regional Acceleratory Phenomenon



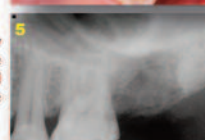
Insert Large or Slim sized OsteoGen® Bone Grafting Plugs and allow blood to absorb



Two Slim OsteoGen® Plugs are in place. Suture over top of socket to contain. No membrane is required



OsteoGen® is a low density bone graft and the OsteoGen® Plugs will show radiolucent on the day of placement



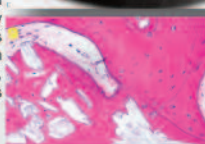
As the OsteoGen® crystals are resorbed and replaced by host bone, the site will become radiopaque.



The collagen promotes keratinized soft tissue coverage while the graft resorbs to form solid bone. In this image, a core sample was retrieved



Implant is placed. Note the histology showing mature osteocytes in lamellar bone formation. Some of the larger OsteoGen® crystals and clusters are slowly resorbing. Bioactivity is demonstrated by the high bone to crystal contact, absent of any fibrous tissue encapsulation



Contact 800-526-9343 or Shop Online at [www.impladentltd.com](http://www.impladentltd.com)