

## Children's Dental Health Month Celebration- a Huge Success!

By Karen H. Lewkowitz, D.D.S., chairperson of CDHM

We hosted a great party in honor of the Queens County winners for the Children's Dental Health Month Contest. It was May 1, an incredible evening! The proud winners, their proud families and teachers came that evening in record numbers to our society headquarters! When they first

***Citibank, Colgate, NYSDA  
join QCDS as sponsors***

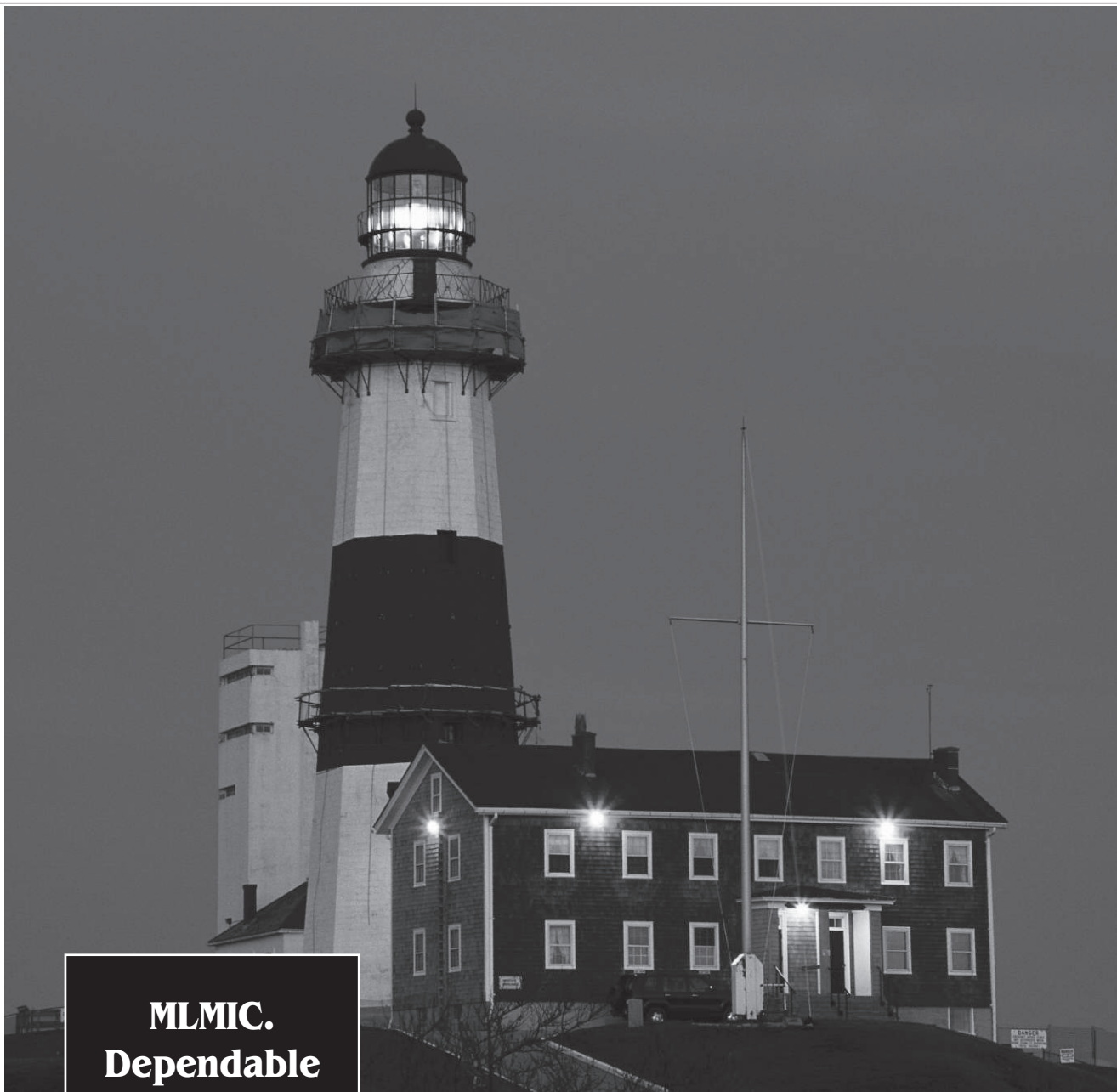
arrived they were ushered into our dining area for a great Italian feast! It was wonderful to see all their eyes light up when they saw all of their favorite dishes in front of them! After their tummies were full, it was time to present their awards! They each received a check and a certificate. The evening was co-sponsored by Citibank and Colgate. In addition, we received money from NYSDA along with the generous money set aside for the children from QCDS. How proud they were to come up to the front and show what they drew. Some of them got a special surprise when they got squirted by smiling puppets! After the awards, they were off to the dining room once again for a show they will always remember! We had a terrific magician who came stocked with rabbits and birds. The children and parents were mesmerized by his magical ways! In fact we feel that the magician was mesmerized by the magical evening and the children's smiles for he didn't want to stop performing even though the scientific lecture was scheduled to begin! Finally, when the magician did stop performing, our guests were treated to a lovely dessert buffet! On their way out, they each received a goody bag from Colgate! Special thanks to my committee for a job well done! They are: Drs. Shpuntoff, Raman, Goldenberg, Weibman and Anvar. Also special thanks to Dr. Berkman as well as to all of our officers who came out to help on this very, very special evening!



Dr. Karen Lewkowitz bestowing awards to the winners of the Children's Dental Health Month competition. Some of them got a special surprise when they got squirted by smiling puppets! A magician performed and it was a magical evening for children, parents and committee members who attended.

### In this issue:

Jules Korn: A Gem.....	4
Important Records .....	13
CE Courses .....	14
Selecting a Laboratory .....	17



Montauk Lighthouse

**MLMIC.  
Dependable  
protection.  
A company  
you trust.**

From Niagara Falls to Montauk Light, no insurer in New York State provides the protection and dependability of MLMIC. ■ This is not the time to be second-guessing your choice of professional liability companies. As a mutual company owned and operated by its policyholders, MLMIC has committed to being here, working for you, now and in the future. ■ MLMIC's dedicated underwriters, claims personnel, risk management consultants, and defense attorneys are always available and responsive to your needs. ■ For information about MLMIC coverage, call (800) 683-7769 (NYC), (888) 744-6729 (Syracuse), (888) 263-2729 (Long Island), or (800) 635-0666 (Albany area). ■



**Endorsed by  
NYSDA & QCDS**

**MLMISC**  
Medical Liability Mutual  
Insurance Company

New York  
Latham  
Syracuse  
East Meadow

**Our defense never rests.**

©2006 Medical Liability  
Mutual Insurance Company

# Procera

All Ceramic Restorations



Nu-Life Long Island  
is a unique,  
high quality, full service  
dental laboratory  
not affiliated in any way  
with other labs using  
similar names

*Precision Fit • Great Strength  
Beautiful Aesthetics*



**NU-LIFE LONG ISLAND**

Licensed Procera Laboratory

221 Hempstead Turnpike • West Hempstead, NY 11552

(516) 489-5200 • (718) 343-6565

*"Eagles Soar With Eagles"*



## Editor

Michael S. Burstein

## Associate Editor

Alan N. Queen

## Membership Secretary

Barbara McCormick

## Assistant Editor

Mitchell S. Greenberg

## Web Master

Viren Jhaveri

## Business Manager

Jay A. Ledner

## Executive Director

William Bayer

## 2007 Officers

Michael Burstein, *President*

Viren Jhaveri, *President-elect*

Prabha Krishnan, *Vice President*

Ashok Dogra, *Secretary*

M. Mota-Martinez, *Treasurer*

Juan Carlos DeFex., *Historian*

## Board of Trustees

C. Achury	M. Hernandez	R. Olan
H. Alamzad	E. Huang	S. Quarcoo
B. Anvar	P. Iacovetti	A. Queen
C. Berkman	D. Kalman	A. Samuels
D. Bhagat	S. Kesner	I. Schwartz
M. Bhuyan	P. Koppikar	R. Sherman
J. Bindiger	G. Lasoff	S. Shetty
J. Caruso	H. Lee	G. Shin
L. Filion	L. Lehman	D. Sidhu
M. Gandhi	K. Lewkowitz	B. Vallejo
R. Garrett	A. Lighter	S. Varnai
A. Greenberg	F. Milord	R. Yang

## Past Presidents

Mitchell Greenberg  
Jay A. Ledner  
Alan M. Winik

Chad P. Gehani  
Risa C. Samuels

## NYSDA Board of Governors

Chad P. Gehani  
Robert Shpuntoff

## ADA Delegates

Chad Gehani  
Risa Samuels  
Jay Ledner

## Institute for Continuing Dental Education

Robert Olan, *President*  
Ashok Dogra, *Vice President*  
Charlene Berkman, *Secretary/Treasurer*

## Queens County Dental Society

86-90 188 Street  
Jamaica, NY 11423

718-454-8344  
fax: 718-454-8818

www.qcdis.org  
e-mail: qcdis1@aol.com

# This Jule is a Gem. Profile: Jules Korn, DDS

By Stanley Greenberg

Three dates stand out in my 72 year old head.

- 1) April 12, 1945. Franklin Delano Roosevelt died. He is the only president to be elected four times.
- 2) November 22, 1963. J.F.K. assassinated.
- 3) September 11, 2001. Attack on the World Trade Center.

On April 12, 1945, I was 11 years old and playing down at the polluted Bronx River with Shimmy Aronson. We were both mud-caked and filthy by the time we got home. There was much heaviness and sorrow in our Bronx neighborhood. The beloved Franklin Delano Roosevelt had died. He was, at that time, the only president in my lifetime. That was 62 years ago.

My colleague, Jules Korn, DDS, was a soldier fighting in Europe on that date. He is an outstanding dentist and is still teaching residents, along with myself, at Jamaica Hospital. Julie joined the U.S. Army at 18 in 1943, won many medals and became a sergeant in his early 20s. He is a true military hero. When I visited

***War hero, dentist, husband, father, grandfather; he wears all these labels.***

him in his Roslyn Heights home, Julie showed me a book called *F Company – 347 Infantry Regiment 1942-1945*, written by the men of F Company. Quotes from Jules Korn in this book:

"I was exceptionally fortunate to be one of about 15 from the original company of 200 to survive intact through the ordeal. I rose from private to sergeant by attrition."

"The American troops were too busy fighting to be informed of Stateside news. This episode quoted from the book was truly both touching and informative.

"Near the end of the war, we learned from the captured Germans that Roosevelt had died. It was about this time we approached a small town between Saafeld and Bucha. We started receiving small arm fire from a barn 600 to 800 yards away. When the fire came in I hit the ground, which was a manure pile. I was a little unhappy about the situation. I set up the 60mm mortar to fire at the farm building. The first shell got stuck in the barrel. I removed it. A second shell also did not fire out of the tube. Within minutes, a white flag was shown and they came marching out. They were kids, 13-, 14-, and 15-year olds. If the shells had gone off, we would have blown them away. It would have been a difficult thing to see that you actually killed children and to live with that knowledge." It was ironic to learn of Roosevelt's death from the enemy. Jules came home from the war and went to New York University College of Dentistry. He married Clare (a bright and wonderful woman) and they have four children, five grand children and a pool on Glen Cove Road. Jules practiced dentistry in Whitestone, Queens, for 39 years. He retired, but still teaches at Jamaica Hospital. He also keeps in touch with his Army buddies. War hero, dentist, husband, father, grandfather; he wears all these labels. Jules Korn, above all, is a mensch, whom I am proud to know.

*Dr. Greenberg is a member of QCDS and an attending at Jamaica Hospital. This article originally appeared in the Jericho Tribune, April 2007. We welcome submissions of profiles of other distinguished members. Please e-mail stories to qcdis1@aol.com.*



## From the President's Desk

### Our Future is as Bright as Their Smile

By Michael S. Burstein

There is no greater joy than a child's smile. When we held our celebration of Children's Dental Health Month in May, I was able to look out at a sea of joyful grins. They looked back with care and admiration, so proud to be chosen to present their winning submissions.

Each poster, demonstrating the importance of oral hygiene and dental health, showed careful thought, inspiration and dedication. Each one was made with devotion to detail and with the goal of conveying its own very special message.

Every student stood with pride, being acknowledged for their efforts, to be admired by their friends, their teachers, and most of all us dentists.

They were there because they look upon us as the leaders and role models that we should be. Several of

them acclaimed that they too want to be dentists when they grow up. The students admired our work, our caring, and our devotion to their health. Their appreciation accompanied every congratulatory hand shake and smile.

Children's Dental Health Month, Give Kids a Smile, and our Belmont Oral Cancer Screenings are all ways that QCDS reaches out to the community. We show our willingness to serve and to educate the public. It gives us the opportunity to shine, to demonstrate to the public our devotion to their care and health. We need everyone's participation to show our Society in the best light. We need to embrace these kids with love if they are going to continue to admire and respect us. We can't let them down.

So much has been said recently about access to care. The tragic death

of a child in Maryland stems from his inability to get proper dental attention. We can't let this happen again. Give Kids a Smile is a program designed to highlight the need for care in underprivileged areas. We must speak out loud to be heard. Recent studies showed an increase in dental caries in primary teeth in children. This originates from the increased sugar consumption in our youth which is also leading to an outbreak in childhood obesity. We need to insist on better dietary regulations in schools and encourage the media to promote healthy diets. Our legislators need to know the importance of fluoridated water in areas that refuse to do so.

Our children hold the reigns for the future. If the children who came to QCDS are an indication, our futures should be bright. We cannot let them down.

## Impression materials, high-speed

Working time for elastomeric impression materials can drop 50 percent or more once they are syringed around the teeth and reach mouth temperature, according to the summer issue of the *ADA Professional Product Review* (PPR).

"We knew that the reaction time was shorter at higher temperatures, but we were surprised some materials retained only 25 percent of their working time at 35 degrees Celsius compared with working time at 23 degrees," says Dr. David Sarrett, editor of the PPR. "For some materials, the working time at 35 degrees Celsius was less than 10 seconds."

In addition to working time, the PPR reports on elastic recovery, stiffness, tear strength and other common properties. Ten brands of impression materials were tested for this review: Affinis, Aquasil Ultra Smart Wetting, Correct Plus, Examix NDS, Flexitime, Genie Ultra Hydrophilic, Impregum Penta Soft Quick Step, Imprint 3, Take 1 and VP Mix.

The summer issue of the PPR, which will be packaged with the July issue of *The Journal of the American Dental Association*, also looks at high-speed handpieces—both air turbine and electric.

This edition features performance evaluation of eight

air turbine handpieces and also compares traits of those handpieces with their electric counterparts. Handpiece manufacturers whose products are reviewed include: Bien-Air, Brasseler, DentalEZ Group, Dentsply, KaVo, and Sirona Dental Systems.

The PPR is a quarterly publication sent to ADA dentists along with their issue of *The Journal of the American Dental Association*. The newsletter is free to ADA members and available by subscription to non-members. For subscription information, call 312-440-7735 or visit [www.ada.org](http://www.ada.org)



Drs. Jhaveri and Burstein with Dr. Roderick MacRae at the May 1 General Membership Meeting. Dr. MacRae spoke of "Providing Dental Care to Patients with Developmental Disabilities".

# Dentists Gather at the Greater Long Island Dental Meeting

By Michael Burstein



ADA President-elect Mark Feldman pulling the winning raffle ticket at the Tuesday night festivities.

The 2007 Greater Long Island Dental Meeting was held on April 24-25 at the Huntington Hilton in Melville, NY. By all reports from organizers, exhibitors and participants, it was a huge success and loads of fun. Suffolk GLIDM Director Jeff Sherman claimed that it was the best meeting in 15 years. According to organizer Fran McHugh, "If you can put a smile on a face it is worth a pot of gold."

Sponsored by the three Long Island components, Queens, Nassau, and Suffolk, it brought together the best in education programs and manufacturers' exhibits. Featured speakers included Dr. Raymond Bertolotti on Techniques in Cosmetic Bonding. Risk Management and Infection Control courses were also offered as well as a special Women's Health Forum.

The more than 2800 attendees enjoyed the festivities on the exhibit floor. A photo exhibit by members was held in addition to a "Texas Holdum" tournament. Our own members Beatrice Vallejo and Robert Schmitz won the prizes. Participants enjoyed butler service hors d'ouerves and cocktails as they viewed the newest products and technology. A jazz quartet played music in the background. Everyone in attendance had an enjoyable time, with much enthusiasm to what is in store for next year's meeting when our own Director, Ron Sherman, will be General Chairman.



Let the party begin



GLIDM Directors Jeff Siever (S), Burstein (Q), Ron Sherman (Q), Frank Palmaccio (N), Chairman Peter Blauzvern (N), Jeff Sherman (S), and Meena Jaiswal (N) surround the family of Dr. David Kanner, winner of the Long Island Ducks tickets, care of Citibank.



QCDS President Michael Burstein with NYSDA President Steven Gourardes at GLIDM.



Queens members Michael Burstein, Beatrice Vallejo, Robert Schmitz, Charlene Berkman, Alan Greenberg, Citibank VP, and Suffolk Director Jeff Sherman.



Executive Directors of the three GLIDM components; Gabriele Libbey (Nassau), Jane Meslin (Suffolk), and William Bayer (Queens)







### This/That

By William Bayer

With the summer months approaching, the day-to-day activities at Society headquarters slow down a bit enabling us to take care of items that need to be addressed and we again will be asking for your help.

Our initiative to identify the email addresses of all members is off to a slow start with a disappointing response to our request noted in the last issue of the Bulletin. We will be implementing email notifications of CE courses, events, items of interest/importance to the membership, announcements etc. in the latter part of this year but in order to make this project effective, WE NEED YOUR EMAIL INFORMATION. As you know, postage was recently increased and the logistics of doing mailings puts a strain on office staff therefore email notifications will not only be cost effective but will allow us to provide useful information to you much more efficiently and more timely. We are committed to this project and if you do not notify us of your email ad-

dress, we will spend time that could be better used elsewhere to contact you to get this information. Please take the few seconds needed to have a staff member provide your email to us by calling, faxing or emailing (qcds1@aol.com).

We are also looking to arrange a DEFENSIVE DRIVING COURSE program at QCDS headquarters in the coming months and would like to gauge member's interests in this program. Most of you are probably aware that the completion of this course reduces your auto insurance premium for the next THREE YEARS, providing a significant savings on your out of pocket insurance premium. This program is open to you and your family as the savings will be available to every insured driver on your policy. Completion of this course is a "no-brainer" for those interested in keeping a few of your auto insurance premium dollars in YOUR pocket. Please notify the office if you are interested, as we must guarantee a minimum number of participants.

If you are looking for a dental assistant, The Dental Auxiliary Training Center that conducts their program at QCDS has staff that is eager and ready to begin employment. Lisa Lyle, who runs this program, will be more than happy to speak with you to assist you in placing an assistant in your practice at no cost to you. Lisa can be reached at 888-595-3282.

We try our best to provide you with interesting C.E. speakers and topics and in our effort to address your needs, we welcome suggestions as to either a speaker or topic of interest that you would like to see at a future meeting. As with any other matter involving QCDS, your suggestions are always welcome.

As of the writing of this column, 103 QCDS members of record in 2006 had not yet paid their dues for 2007. NYSDA as well as QCDS is reaching out to these members in an effort to remedy this situation which hopefully is attributable to the member simply having forgotten or having been too busy to take care of this business. If you are one of these 103, please take care of this matter immediately as failure to renew by March 31<sup>st</sup> has technically terminated your membership and more importantly, the benefits associated with your membership including access to Peer Review, MLMIC insurance, free CE courses and other member benefits. If you have any issues with membership, please feel free to call me directly and I will be happy to discuss the matter with you.

For those of you who did not attend our May membership meeting, Dr. Lewkowitz and her committee of volunteers hosted the Children's Dental Health month awards ceremony prior to our meeting and this was quite an event. The attendees were treated to a fine dinner arranged by Dr. Shpuntoff and the children as well as their parents and teachers thoroughly enjoyed the festive atmosphere and talking with our members. CITIBANK sponsored this event and I thank Citibank's Mike Laurie for his help that evening in keeping the early arrivals amused. Many parents spoke with me expressing their appreciation of our program and

see *This/That* page 15

**Why Worry  
About Your  
Disability  
Insurance?**



**You've Got Better Things To Think About.**

***Group Disability Insurance Plan  
for the members of  
Queens County Dental Society***

**Call Toll Free: 1-800-556-1700  
or E-mail: [ea1jjj@aol.com](mailto:ea1jjj@aol.com)**



**Endorsed Administrators, Inc.**  
P.O. Box 5671, Bay Shore, N.Y. 11706

Now, Countrywide is endorsed by QCDS. Go to [www.ddsbrokers.com](http://www.ddsbrokers.com)

## Got a problem?

**Who doesn't?** When it comes to buying or selling a successful dental practice, there are many things to consider. That's when Countrywide can help.

## Get solutions.

**With more than 25 years of experience in appraising and selling practices**, we've helped hundreds of dentists make wise business decisions about practice transitions.

## Get our consulting.

We provide expert **consulting services** for a variety of professional and personal areas including:

- **Preparing your practice for sale**
- **Structuring dental partnerships & mergers**
- **Valuing practices**
- **Providing expert witness services**

**Call or email us today  
for a free telephone consultation!**



countrywide  
practice  
brokerage

*The trusted name in practice sales.®*

Martin Mattler, President  
319 E. 24th St., Suite 23-G  
New York, NY 10010

**800-222-7848**

**[info@ddsbrokers.com](mailto:info@ddsbrokers.com)**

**[www.ddsbrokers.com](http://www.ddsbrokers.com)**



# What Makes Your Practice Valuable?

By Risë and Martin Mattler  
Countrywide Practice Brokerage

You've spent many years practicing dentistry and have built a practice and reputation to be proud of. When the time comes to phase out of your practice, you are entitled to achieve the maximum value possible.

As a rule of thumb, most general dentistry practices have a value of between 50 and 75 percent of their last year's gross income. However, this is only part of the story. A number of other factors must be considered before a fair market value can be assigned to your practice.

The following six practice characteristics make it valuable to a prospective new owner:

## 1. Peak production and profits:

Ideally, your general dentistry practice should show steadily increasing gross income over the most recent three-year period, netting 40 percent or more on an annual basis. Net earnings are derived by restructuring practice expenses to reflect the true profit and cash flow of the practice. In calculating true profit, noncash deductions (for example, depreciation and amortization) and personal expenses not necessary to run the practice (for example, the owner's medical insurance or car lease payments) are added back to profits.

## 2. Solid patient base:

The size of the patient base has a direct impact on its value. The number of active patients (that is, individual patients treated within the last two years) and new patients are important barometers of practice vitality and growth. Maintaining a busy schedule is also important to keeping your practice vital. Practices that show the dentist and hygienist booked solid at least a week in advance are most attractive.

Those practices with a large active patient base are usually considered more opportunistic than those with a smaller number of active patients. That's because they provide greater potential to build your dental production and income.

The production mix of your practice is also key, as it gives a prospective purchaser an idea of the type of services you are providing as well as documenting those procedures currently being referred to area specialists.

## 3. Fee schedule:

While many dentists are comfortable working with and accepting reduced fee insurance plans, practices that are 100 percent fee for service (i.e., expect to receive their full fee without dental plan reduction) tend to command a premium.

Also, the fee schedule of the practice can affect practice value. Practices that participate in capitation plans and other plans which require the owner to charge very low fees for procedures tend to attract dentists who are looking for bar-

gain-priced practices. Some of these dentists are businessmen who plan to have associates perform all the dentistry, which has the effect of increasing practice overhead and reducing the profits and subsequent value of the practice for a future owner.

## 4. Area demographics:



Risë and Martin Mattler

Practice location is a key variable. We have found that practices located in desirable urban and suburban locations are in greater demand than those in rural areas. Many of our buying clients prefer to practice within 50 miles of a major metropolitan area, making practices in these areas more valuable. Regardless of whether your location is urban, suburban or rural, the vitality of the area and population growth trends will have an impact on the value of your practice.

## 5. Functional facility:

The general appearance of your practice will either add to or detract from its value. We are often asked whether to invest in a practice in preparation for selling it. Generally, we don't recommend making any substantial leasehold improvements or buying new equipment or fixtures, strictly to increase practice value. That's because these assets are likely to be highly depreciated by the purchasing dentist. However, maintaining your physical plant and equipment in good order is expected.

## 6. Staff continuation:

Employees who know your patients and perform daily duties competently are valuable to your practice. These staff people will also be an important asset when it's time to transfer your practice to another dentist, because they can make it easier for the new owner and existing patients to get to know each other. Cross training employees to handle more than one office function is a good way to help assure the continuity of the practice.

In the end, the best way to realize the true value of your practice is to be able to clearly document its positive features and then find a prospective purchaser who appreciates these attributes and is willing to pay a fair price for them. By demonstrating exactly what you are offering, why it is valuable and how your practice can be transferred to a new dentist, you are well positioned to achieve the optimal result.

*Countrywide Practice Brokerage is endorsed by Queens County Dental Society. Martin and Risë Mattler can be reached at 800-222-7848 or visit their website: [www.ddsbrokers.com](http://www.ddsbrokers.com).*

# DENTISTS FOR A BETTER HUNTINGTON

## \*\*ANNUAL CHARITY FUND RAISER\*\*



**Friday October 19, 2007 8:30am- 5:00 pm**  
**The Fox Hollow Inn Woodbury NY**



### **THIS YEAR WE HAVE DUAL SEMINARS FOR YOUR ENTIRE TEAM!**

*Lisa Philip- RDH, CMC & Jean-Francois Bedard, DMD*

## **"Taking The Fear Out of Implant Dentistry For The Entire Practice"**

**Lisa Philip- RDH, CMC**

**Program Description-** Dedicated to your staff members, this seminar is designed to help your team bridge the communications gap between the GD and the specialist office. Case presentation to the patients on the importance of implants and how to alleviate the feeling of financial burden that quality care may impose on the patient. Your team will acquire the skills that will help them gain a higher rate of case acceptance and a fee for service program that is beneficial for all.

**Lisa Philip** is the President of Transitions Group North America. She graduated from East Tennessee State University as a Registered Dental Hygienist nineteen years ago. The combination of her business savvy and clinical expertise has produced very successful results when she coaches dental practices in North America. As a leader and coach, she has been instrumental in the creation and development of numerous customized client programs that have been designated approved under the PACE Program by the Academy of General Dentistry and has coached hundreds of dental practices through their successful transition.

**Jean-Francois Bedard, DMD**

#### **Program Description**

Unlike other courses, this will have strong emphasis on empowering the General Dentist with the skills to pilot and take control of the implant process from start to finish. Using case studies we will showcase how to effectively present your recommendations and comprehensive implant plan to the patient, communicate to and with the specialist and develop the keys to building a plan from start to finish that financially benefits all. At the conclusion of this course attendees will be able to: Communicate Create, Control and Manage the entire implant process from start to finish.

**Dr. Jean-Francois Bedard** obtained his dental degree from the University de Montreal in 1993, then completed a GPR residency at Peninsula Hospital Center in New York, a residency in Prosthodontics at the Kansas City V. A. Medical Center, and a fellowship in Maxillofacial Prosthetics at the University of Chicago, after which he joined the faculty and taught for four years. Dr. Bedard has a full-time practice in Englewood, Colorado, that is limited to implant-retained & aesthetic, reconstructive dental and maxillofacial restorations. He is the founder of The Center for Dental Implant Excellence®, an advanced learning institute.

### **REGISTRATION**

**Tuition:** Before August 30, 2007: **Dentist \$200.00** (Includes 1 Team Member)  
After September 1, 2007: **Dentist \$225.00** (Includes 1 Team Member)

**Additional Team Members: \$100.00**  
**Additional Team Members: \$125.00**

**Fees includes all program materials, continental breakfast and lunch. Please complete form below and mail, email or fax:**

**Dentists For A Better Huntington Seminar 2007 c/o Pat Mayer, 23 Southdown Rd. Huntington, NY 11743**

**Tel- 631-427-8900**

**Fax-631-427-8901**

**email- [pmayer@rmarcus.net](mailto:pmayer@rmarcus.net)**

**Please submit names of additional attendees on separate sheet- Thank You!**

Name- \_\_\_\_\_ DDS \_\_\_\_\_ DMD \_\_\_\_\_ RDH \_\_\_\_\_ TEAM \_\_\_\_\_ Specialty \_\_\_\_\_

Address: \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip: \_\_\_\_\_

Tel \_\_\_\_\_ Fax \_\_\_\_\_ Amount \_\_\_\_\_

Credit Card: (circle) AX/ MC/VISA /DIS Card # \_\_\_\_\_ Exp / \_\_\_\_\_

Specify Seminar \_\_\_\_\_ ADA # \_\_\_\_\_ NYSDS: SUFF \_\_\_\_\_ NAS \_\_\_\_\_ Queens \_\_\_\_\_



This program is sponsored by the Suffolk County Dental Society, an ADA-CERP recognized provider of continuing education approved by the New York State Dental Association and a designated PACE Program Provider for the Academy of General Dentistry. **This course qualifies for 7 m.c.e credits.** ADA members' m.c.e credits will automatically be processed by the Suffolk County Dental Society. Non-ADA members are responsible for recording their own credits. Non-ADA members requiring verification of course attendance for license renewal purposes may request a certificate of attendance for a fee of \$25.00 from the Suffolk County Dental Society, 1727 Veterans Memorial Highway - Suite 200, Islandia, NY 11749-1520. DFBH is a unique group of dentists practicing in the Huntington area who are dedicated to reaching out and helping the townships that have so graciously supported their practices. DFBH, a not-for-profit organization, hopes to make an impact on the betterment of our communities.

## Infective Endocarditis

New guidelines for prevention of infective endocarditis were released by the American Heart Association April 19. The AHA and ADA now recommend that fewer dental patients with heart disease receive antibiotic prophylaxis before dental procedures to prevent the heart infection called infective endocarditis (IE). The guidelines were developed by a group appointed by the AHA that included experts in infectious disease and cardiology and members representing the ADA. The guidelines were endorsed by the Infectious Diseases Society of America and the Pediatric Infectious Diseases Society.

After reviewing relevant scientific literature from 1950–2006, the group concluded that bacteremia resulting from daily activities is much more likely to cause IE than bacteremia associated with a dental procedure. In addition, only an extremely small number of IE cases might be prevented by antibiotic prophylaxis, even if prophylaxis is 100% effective. Based on these conclusions, antibiotic prophylaxis is now recommended before dental procedures only for patients with underlying cardiac conditions associated with the highest risk of adverse outcome from IE, such as patients with artificial heart valves, a history of endocarditis, certain serious congenital heart conditions and heart transplant patients who develop a problem with a heart valve.

For more details see ADA.org.

## Don't flush the floss

On the one hand, it's good news that people are flossing their teeth, but on the other hand, too many of them have the bad habit of flushing their used floss down the toilet. And this, according to a brief item that appeared in the March issue of the *Journal of the Canadian Dental Association*, plays havoc on wastewater treatment facilities.

The Toronto Water authority recently conducted a campaign to alert the public to problems associated with flushing shred-resistant floss, which often jams machinery at water treatment plants with softball size clumps. Despite extensive advertising and public awareness efforts, people still absentmindedly drop used floss into the toilet.

So, while it's important to educate your patients about the importance of flossing, it's also important to ask them to throw used floss away rather than flush it down the toilet.

### New Members

We welcome the following new members:

Martin D. Aronauer  
(transfer from NCDS)  
Aleksandr Dayanayev  
(reinstated)  
Spyridon A. Katehis  
Albert Malakov  
(reinstated)

Pourang Jahan' Shahi  
Junghwan Soh  
Sachin Sood  
Stanley Sun  
Amber Tsun-Dih Chu  
Jing Yao Ye  
Adrian Kai To Yeung



**CUSTOM UPHOLSTERY Inc.**

30 Jericho Tpke  
New Hyde Park, NY 11040

**SPECIALIZING IN  
DENTAL FURNITURE ALL  
WORK COMPLETED AROUND  
OFFICE HOURS**

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



**(516) 354-5650**

**FREE ESTIMATES**

## Dentemp, Inc.

**Permanent & Temporary Placement**

*Since 1987*

*Proudly Serving  
the Dental Community of  
Manhattan • Queens • Nassau • Suffolk*



**We are professionals, and our clients think so  
because they keep coming back.**

Long Island: 5225-19 Nesconset Hwy.,  
Port Jefferson Station, NY 11776 • 631.331.5657

Manhattan: 420 Lexington Ave., Suite 2501  
New York, NY 10170 • 212.224.7979



# QUEENS DISTRICT DATC DENTAL AUXILIARY TRAINING PROGRAM

The Queens County Dental Society in conjunction with the Dental Auxiliary Training Center, is pleased to announce the 22nd year of continuation of the comprehensive dental assisting training course offered for the auxiliary staff of the Queens County membership.

## FUNDAMENTALS of CHAIRSIDE DENTAL ASSISTING TRAINING COURSE

To meet the demand for trained dental assistants, the dental society cosponsors this course to assist interested students who have a desire to prepare and work in this exciting career field. Dentists interested in hiring DATC students register their dental assisting jobs and positions with DATC. The course is designed to train:

- \* already employed dental assistants who have limited or no formal training.
- \* those who are interested in preparing to take the DANB Exam.

This comprehensive course will augment the on-the-job learning experience by giving the theoretical background of the profession of dental assisting and also provide hands-on-training in a clinical classroom setting. The course has been structured in such a way that the total time required for completion is only 15 sessions totaling 45 hours plus a 15 hour independent study project. The course is a total of 60 hours.

### Topics covered include:

Dental Terminology	Charting	Disease Transmission
Infection Control	Sterilization	Operative Dentistry
Dental specialties	Anesthesia	Dental Instrumentation
4-Handed Dentistry	Dental Materials	Radiology
Dental Office Emergencies	Dental anatomy	Preventive Oral Hygiene

### ***COURSE CERTIFICATE OF ACHIEVEMENT WILL BE GRANTED UPON SUCCESSFUL COMPLETION OF REQUIRED COURSE WORK, ATTENDANCE, & FINAL EXAM***

COURSE NUMBER: QC101-1 (Friday Evenings) for 15 weeks  
TIME: 6:30 to 9:30 PM  
COURSE DATES: September 7, through December 21, 2007  
PLACE: Queens County Dental Society Headquarters Building  
86-90 188th Street, Jamaica, NY 11423  
TUITION: \$650.00 Please make checks payable to DATC/QC  
TEXT, INS, & \$345.00 Will be collected on the first night of class  
LAB FEES Please make checks payable to DATC (Enrollment is limited.)

FOR MORE INFORMATION OR COURSE & SEAT RESERVATION  
CALL DATC TOLL FREE: 1(888) 595-3282  
or DATC E-MAIL: datcinfo@earthlink.net

### MAIL COURSE \*SEAT RESERVATIONS TO:

DATC, 367 Windsor Hwy., Suite. 226, New Windsor, NY 12553

NAME \_\_\_\_\_ SS# \_\_\_\_\_ - \_\_\_\_\_  
HOME ADDRESS \_\_\_\_\_  
CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_  
COURSE NAME Fundamentals of Chairside Assisting, #QC101-5  
DENTIST EMPLOYER \_\_\_\_\_ WORK PH (\_\_\_\_\_) \_\_\_\_\_  
HOME/CELL PH (\_\_\_\_\_) \_\_\_\_\_ DEPOSIT AMT \$ \_\_\_\_\_ CHECK # \_\_\_\_\_

\* Student will receive written confirmation of seat reservation.

# The Importance of Record Keeping

By Amy Kulb

When recently asked to write this column, I pondered what has been the single most important issue that arises in the spectrum of legal matters in which our firm represents dentists. The answer came quickly and clearly that it is recordkeeping.

The rules and regulations which govern the practice of the dental profession state that unprofessional conduct shall include a failing to maintain a record which accurately reflects the evaluation and treatment of the patient. Unless otherwise provided by law, all patient records must be retained for at least six (6) years. Obstetrical records and records of minor patients must be maintained for at least six (6) years, and until one (1) year after the minor patient reaches the age of twenty (21) years@.

The practical implications of failing to adhere to this regulation are many. First and foremost is that in the event that the Office of Professional Discipline requests you to produce a copy of a patient's record and you are unable to do so, you will automatically be facing a professional misconduct charge. If you do produce the patient's record that record will be reviewed by the Office of Professional Discipline and the State Board for Dentistry. While it may be determined that the issue about which the patient is complaining has no merit, if your patient record does not clearly and completely reflect your evaluation and treatment of the patient, you may still face a professional misconduct charge of violating this regulation.

Common sense dictates as well that your patient records should be legible so that the individuals reviewing them can easily read and understand your records. A record should never be altered. Any corrections or additional information should be conveyed in a separate addendum or narrative.

The inadequacy in the record can be an issue as simple as a failure to record that local anesthesia was utilized or to specify the anesthetic and dosage that was administered. It can be an issue as complex as a failure to describe all of the treatment options given to a patient in need of extensive restorative dental treatment.

I urge all dentists who have uncertainty as to what contemporary standards of care

dictate for inclusion in a dental record to avail themselves of the wealth of information available through NYSDA, the ADA, the internet and continuing education courses. At a minimum, records should include a medical history and a dental history initially and updated at appropriate intervals, the diagnosis and treatment plan, evidence of discussion of treatment options and informed consent, the date and dental treatment performed for each visit and any complications, dated x-rays and any other radiological studies, dated pocket depth charting and, when pertinent, any medications administered or prescribed and any followup instructions or referrals.

The issue of recordkeeping arises in malpractice proceed-

ings as well. A failure to produce a patient record when legally required to do so can invoke the legal doctrine of spoliation, which is defined as the destruction of evidence by a party for whom the evidence may be damaging. The practical effect is that the jury will be instructed to construe the facts as if what the patient said is true.

The crucial importance of good record keeping arises in many other forums. Medicaid regulations put an affirmative obligation upon the dentist to maintain records which document that the treatment claimed was provided and to produce those records upon request. In the event that a dentist is audited by Medicaid, the lack of complete records could result in a request for repayment, termination of Medicaid participation or even a referral to the Medicaid Fraud Control Unit for criminal investigation.

The major insurance plans have as well been auditing dentists with increasing frequency in recent years. For example, reviews of claims for procedure codes 4340/4341, scaling and root planing, are commonplace. The auditors and dental peer reviewers who examine the dental records will make an assessment both as to whether the records established the need for treatment and the treatment that was claimed was performed. Once again, inadequate records can result in a demand for repayment and in very extreme cases, referrals to the Office of Professional Discipline or even to law enforcement authorities.

The ordering, administering and prescribing of controlled drugs is another area in which meticulous recordkeeping is crucial. Both the Federal Drug Enforcement Administration and the New York State Bureau of Narcotic Enforcement have recordkeeping rules and regulations and actively monitor compliance. Significant violations can result in restrictions of privileges, fines and potentially criminal charges.

All of the above illustrates the importance of good recordkeeping. Keep in mind that as a general rule when records are requested by a patient or by a regulatory or law enforcement or insurance entity that copies of records and duplicate x-rays should be furnished and the originals retained by the dentist. When in doubt about whether you have to furnish records, what records you have to furnish or whether your records are adequate, with so much at stake, a consultation with any attorney experienced in these matter is highly recommended.

*Amy Kulb, a former prosecutor with the Office of Professional Discipline, is a partner with the law firm of Jacobson Goldberg & Kulb, LLP, located in Garden City, New York. The firm concentrates in representing dentists in the Office of Professional Discipline matters and all legal and business matters affecting the profession.*



Amy Kulb

## CE Courses

Pre registration is required for all continuing education

**Friday, September 28, 2007** 9:00 am-4:00 pm

### CPR Certification & Re Certification

Instructor: Mr. Paul Jacobs & Staff

Tuition: ADA Member .....\$95.00  
ADA Member Staff .....\$95.00  
NON ADA Member .....\$250.00

Light Lunch Served

**Tuesday, October 2, 2007** 8:00 pm

### GENERAL MEMBERSHIP MEETING

**Scientific Session ..... 8:00 PM**

**Oral Care During Pregnancy  
NYS Department of Health Guidelines**

Speaker: Dr. Steven Kerpen

**Demonstration & Lecture by Ms. Kathy Holmes,  
Hayes Handpiece**

**Pre Meeting Workshop ..... 7:00 PM**  
**Career Stages & Practice Transitions....**  
**Case Studies in Success**

Speaker: Mr. Martin Mattler

Evening Sponsored by: Countrywide Practice Brokerage  
Hayes Handpiece

Dinner Served at 6:30 PM

**Friday, October 5, 2007** 9:00 am - 1:00 pm

### Risk Management

Instructor: Dr. Robert Peskin  
Ms. Amy Kulb, ESQ

Tuition: ADA Member .....\$125.00  
NON ADA Member .....\$250.00

Light Brunch Served

**Friday, October 12, 2007** 9:00 am - 1:00 pm

### Infection Control

Speaker: Dr. Harold Edelman

Tuition: ADA Member .....\$75.00  
ADA Member Staff .....\$75.00  
NON ADA Member .....\$250.00

Light Brunch Served

**Sunday, October 14, 2007** 10:00 am - 4:00 pm

**Current Advances in Endodontics, featuring rotary  
instrumentation, ultrasonics and resin obturation**

Speaker: William Hensen DDS

Sponsored by Densply / Tulsa

Tuition: ADA Member .....\$125  
Non ADA Member .....\$250.00

**Friday, October 19, 2007**

**Video Study Club ..... 9:00-11:00 AM**

TBA  
Moderator: Dr. A Al Gulum  
A MEMBER BENEFIT COURSE

## Study Clubs

**Wednesday  
July 11, 2007  
7:00-9:00 PM**

**Complete Dentures - Diagnostic and  
Treatment Issues**

Speaker Dr. Todd Lerner  
Registration 718 229 3838

**Tuesday  
July 17, 2007  
6:30-9:00 PM**

**TMJ and Auto Accidents**

Speaker Dr. Howard Jay Kirschner  
Registration 718 634 2123

**Tuesday  
July 24, 2007  
6:00-8:00 PM**

**New Antibiotic Prophylaxis Guidelines**

Speaker Dr. Howard Ochs  
Registration 718 263 7400  
Queensboro Study Club

**Wednesday  
August 8, 2007  
7:00-9:00 PM**

**The Ergonomic Effects of Dentistry  
on the Dentist's Health & Life**

Speaker Dr. James Kelly  
Registration 718 229 3838

**Friday August 3**  
**Defensive Driving 9:30AM**  
*Save 10% on auto insurance*  
*Fee: \$50*  
*Pre-registration required*



*Attention Dentists*

**Top Quality Staff  
For All Your  
Personnel Needs**

- HYGIENISTS
- ASSISTANTS
- RECEPTIONISTS

**Temporary and  
Permanent  
Positions  
Available**

*"Call Today You'll  
Work Tomorrow"*



**Dental Fill-Ins, Ltd.**

*Permanent and Temporary Employment Agency*

**631-421-9006**

**24-HR. EMERGENCY SERVICE 516-840-1299**



## Funny how that business you started in the garage needs more employee parking.

If you want to expand your small business, talk to someone at Citibank. We've got all kinds of financial tools to help you out. Whether it's an SBA guaranteed loan, a line of credit, a mortgage or even an educational seminar, we'll help you find what's right for you and for your business.

To find out more, call 1-877-528-0990 or visit your Citibank financial center.

**citibank**  
Live richly.

[citibank.com](http://citibank.com)

©2005 Citibank, Citibank, N.A., Citibank, F.S.B., Citibank (West), FSB, Member FDIC. Citibank with Arc Design and Live richly are registered service marks of Citicorp.

## This/That *from page 7*

it was readily apparent the children who attended and received their well-deserved awards couldn't have been happier. The evening was capped off with a magic show with disappearing rabbits, sleight of hand tricks and a screaming audience of appreciative kids. All this before our meeting actually started!

A reminder regarding the National Provider Identifier deadline—MAY 23<sup>rd</sup>. Seems this will become the standard for ALL practitioners as time progresses not just for electronic filers so why not be prepared and take care of this now.

The next general membership meeting is not scheduled until October but activities at Society HQ continue to go on. If you need any assistance, please call us as we are here to serve you.

For those of you who like to plan ahead, our next membership meeting is October 2<sup>nd</sup> and our good friends from Countrywide Practice Brokerage will be speaking at our pre-meeting workshop followed by the November 6<sup>th</sup> meeting with Nu-Life and Mark Marinbach. Scientific sessions are still being arranged for these dates. In addition, we will welcome NYSDA President-Elect Stephen Gold to our facility on November 6<sup>th</sup> and hope our members make an effort to attend that meeting.

QCDS also sponsors oral cancer screenings at Belmont racetrack on October 5<sup>th</sup> and anyone wishing to volunteer at this event can contact us. Volunteers are always welcome.

Hope you, your families and your staff enjoy the summer months. A sand shovel is better than a snow shovel anyway.

## Please Help Us in Our Efforts to Help You

We are working diligently on a major upgrade to our website as well as establishing an E-mail system of notifying membership of timely updates but in order to do so, WE REQUIRE YOUR CURRENT E-MAIL address. The Bulletin is published bi-monthly with printing deadlines, etc. which is not the best way to keep you up to date on a timely basis. Please cooperate in providing us with your e-mail so that we can serve you more efficiently. You can save us the time/effort of reaching out to you simply by providing us with your name and e-mail address and you can be kept up to date on QCDS developments, events, C.E. courses, etc.

PLEASE SEND AN EMAIL TO US AT [QCDS1@aol.com](mailto:QCDS1@aol.com) or fax the registration below providing us with your name and we can add you to our list.

Please enter the following information and fax it back to QCDS at (718)454-8818.

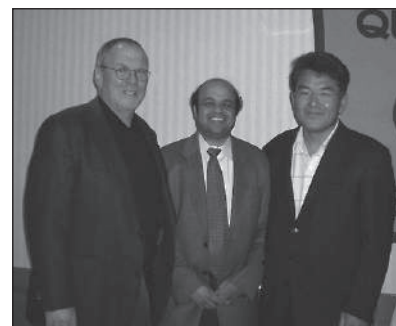
Name \_\_\_\_\_

Address \_\_\_\_\_

Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_

E-mail \_\_\_\_\_

## KADA Meeting



William Bayer, Viren Jhaveri and Korean American Dental Association President Sewhal Chang at their May dinner meeting at the Dae Dong Manor. We addressed approximately 50 KADA members re membership in ADA and extended invitation to any KADA member to attend a QCDS function as our guest as well as enjoyed traditional Korean foods.

Becoming a better dentist and growing your practice with...

# Professional Digital Photography and PowerPoint®

This is the course you need to learn all aspects of QUALITY digital photography. Learn how to DO and PRESENT your cosmetic work to enhance your practice!



**Queens County Dental Society**  
**November 2, 2007**



With...

**Jack D. Griffin, Jr. DMD, FAGD**

**Everything you need to know for professional digital photography!**

*What equipment you need... What images to take... How to take them... How to use them...*

Dr. Griffin is the head of the Missouri Master Track program with the AGD, the head of the St. Louis area CEREC study club, has had been privileged to teach many dental professionals and to have numerous articles published in top dental journals.

**This will be a fun, fast-paced and very clinically relevant hands-on learning experience!**

**WHY SHOULD YOU ATTEND?** You will learn to take each series with efficiency and confidence. Digital photography will become FUN for you while **improving your dental skills and building your practice!**

*Learn how to take quality digital images, use them to increase your skills, and take your practice to the next level by using these images. Regardless of your current technique or equipment, this will be a great learning experience for anyone wanting to capture quality images with increased office efficiency.*

## SCHEDULE

### Equipment Needed

- Understanding the basics of digital photography
- Cameras, lenses, and flash systems to provide the best, consistent images
- Settings needed to capture these images consistently
- Retraction, mirrors, backgrounds and other accessories
- Sample some of the best equipment

### Images Needed

- The AACD series of images and how to take them
- Orthodontic series of images
- Lab communication for extremely accurate restorations
- The images needed to market your practice and exactly how to take them
- Each participant will take an AACD series, an ortho series, and a portfolio with the guidance of Dr. Griffin
- Place those images quickly into PowerPoint to impress patients and increase case acceptance
- Having images to get published

### Becoming a Better Dentist

- Photographic evaluation of cases before prepping
- The basics of smile design and how to make your cosmetic cases look better
- Rationale for gingivale-contouring using the diode laser for improving esthetics
- Planning porcelain veneer cases with photos to prevent trouble
- Honest evaluation for mid-case correction for composite veneers
- Evaluating single teeth matching, embrasures, and edge positions
- What materials look best in marketing and case presentation

## Lab Communication

- Images to take for any esthetic case
- Shade and character communication
- Re-make and enhancement communication with the technician

## Marketing Your Practice

- Using the images to create the office portfolio
- Using the images to print your own office art and portfolio albums
- Using PowerPoint to increase case acceptance and educate the patient
- Web site development

## DO What You Have LEARNED

Everyone will complete several series of images using his or her own equipment or the photography systems Dr. Griffin will bring. It is helpful, but not necessary, if each participant brings a laptop computer, PowerPoint2003, digital camera, retractors, mirror, and a card reader. **This will allow you to EXPERIENCE everything you see and hear.**

## Professional Digital Photography and PowerPoint

**Friday, November 2, 2007**

**8:30 am – 4:00 pm**

**Queens County Dental Society**

**86-90 188 Street**

**Jamaica, NY 11423**

*Course tuition, lunch and manual: \$175*

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Credit Card # \_\_\_\_\_

Exp. Date \_\_\_\_\_

*Please make your reservation early as space is very limited. Call or send completed registration forms, payments, or questions to Barbara at:*

**Queens County Dental Society**

**86-90 188 Street**

**Jamaica, NY 11423**

**718-454-8344 x301**



# How to Select a Dental Laboratory

By Mark G. Marinbach C.D.T.  
President, Nu-Life Long Island

When selecting a dental laboratory, a dentist's first concern should be with the quality of its work, followed by the consistency of their service, the experience and talent of their technicians, the value of the materials they use, the effectiveness of the equipment that they use, the condition of their facility, and the guarantees they offer. The perceived value of their fee structure should be directly related to all of the above.

A good place to begin would be with a visit to the laboratory. We sincerely believe that when selecting a new laboratory, a dentist must be certain that the laboratory actually exists and is doing the work on the cases that they send. Outsourcing, both locally and internationally, has become a serious problem for the dental profession. There are no laws that a laboratory must disclose to the dentist if they actually do the work or if they farm out to some place else. The work that you send to a local laboratory might end up actually done in someone else's basement or in China, India, or some other foreign country, by poorly trained people that earn pennies an hour. If you do not know where the work is being done, how can you be assured of the quality of the materials used? Overnight delivery services such as Federal Express, DHL, and others, have made this outsourcing possible. We think that this practice is deceitful and unfair to you and your patients.

Take a close look at the whole facility. Do they have modern, up-to-date, state-of-the-art equipment? Today's laboratory should have laser welders, induction casting machines, computer controlled burn-out furnaces, suction systems, magnification at work stations, scanners, and other apparatus that is necessary to fabricate quality prosthetics. High-end tools are a big advantage in helping maintain consistency of quality by controlling variables.

While touring the laboratory you will be able to see the materials that they are using. Check the labels on the packages and take note of the manufacturers of these products.

Are these materials up to your



Nulife II owner Mark Marinbach at GLIDM

standards? Are they using off brand products that you have never heard of? Are the makers of the teeth they are using those that you would usually prescribe? Do the materials used meet A.D.A. specifications?

Talk to the technicians and assess their dental I.Q. Are they neat, clean, experienced, talented people that you would trust with your work? Ask them about their experience and training. Ask them what training they have updated within the last year. Look at the way the case is handled from the time of its arrival in the laboratory until it leaves. Is the health of your patients being protected by the infection control standards being observed?

Ask to see the quality control system that is in place. Is it consistent with the standards that would satisfy your needs? Ask to see how the work is scheduled and observe how diligent the laboratory is with on-time delivery.

Look at the shade taking area. Is it a clean and comfortable place where you would be proud to send your patients? Does it have northern lighting? Do they have a colorimeter or photo spectrometer?

If you are doing implant prosthet-

ics, you should be concerned with whether the laboratory staff and their technicians have proper experience and training in implant technology. Can they help you with case planning? Will they give you written estimates of costs and time? Are they familiar and experienced with fabricating CAT scan appliances, computer guided surgical guides, "Teeth in a Day" and "Teeth in an Hour" techniques. Do they maintain a complete inventory of genuine parts that they resell at the manufacturer's suggested list price without adding any surcharges? Do they use aftermarket parts? Do they have abutments made by an outside company other than the manufacturer of the implants used in that case? These last two practices will void most implant manufacturers' warranties and guarantees. Does the laboratory offer helpful hints during the progress of the case? Does the laboratory stand behind all of their work?

Is the laboratory you are considering authorized and properly trained in the use of the cosmetic materials that are an important part of your practice? This is very important to keep in mind. Technology is advancing at a rapid pace and you will profit by employing a laboratory that invests in equipment, materials and training that are necessary to produce these ceramic prostheses.

Does the laboratory that you are considering support organized dentistry? Do they contribute to your local dental society? Do they help subsidize educational programs? Do they help young dentists? Do they sponsor dinners and meetings that benefit the dental community? Do they give back to the dental profession?

After considering all of the above, you are in a good position to evaluate the perceived value of this laboratory properly. This value should be directly reflected in their fee structure. Very often, you will find that you get a lot more value for a few more dollars. In the end, this makes a lot more sense. Don't you and your patients deserve the best?



# Painless banking for *busy* dentists



*Like you, Astoria Federal wants to make things as painless as possible for our customers.* That's why we offer the same kind of personal attention you give your patients, plus a variety of BusinessOne® services specifically designed for busy dental professionals, including:

- Direct access to a dedicated relationship manager
- Priority service at our branches, with dedicated tellers and more
- BusinessOne® Checking featuring free online banking, including bill pay, QuickBooks® link, loan services, and more
- End-of-month statements to simplify reconciliation
- Fast, local credit approval and an SBA Preferred Lender
- Team of commercial mortgage and construction financing specialists

Our BusinessOne customers become enthusiastic advocates. In fact, **3 out of every 4 business customers we serve were referred by an existing customer.** And when it comes to meeting the needs of busy dentists like you, nothing speaks louder than word of mouth.

To learn more about BusinessOne, visit your neighborhood Astoria Federal branch or call:

Jay Rothfeld  
Eastern Queens  
516-358-9320

Marc Kloeckener  
Western Queens  
718-894-7945



member FDIC

**BusinessOne®**



## Classified Ads

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

**RETIRING....PRACTICE FOR SALE** -fully functional three room office in prime location adjacent to LaGuardia Airport -large established patient base -neighborhood practice -non-metered street parking Please Call (718) 728-8623 lv.msg.

**BE YOUR OWN LANDLORD!** FULLY EQUIPPED MODERN DENTAL OFFICE, FOUR TREATMENT ROOMS, 1200 SQUARE FEET, LOCATED IN THREE STORY CONDO BUILDING. OFFICE HAS SEPARATE PRIVATE ENTRANCE, MASPETH-MIDDLE VILLAGE AREA. FOR A VIRTUAL TOUR OF OFFICE, GO TO: GLEIFERDDS.COM/OFFICE/OFFICE.PPT OR CALL 917-748-0142

**Great Neck**, 1-4 operatories available. F/T or P/T. Modern office, with or without supplies and equipment. Newly renovated with private office and reception. Two unfurnished rooms available

for other health professionals. Near LIRR, and ample parking. Call 516-849-2215.

**Dental Office** Bayside Queens/Oakland Gardens on busy street, 2 dental operatories available Fri, Sat, Sun or 1 operatory available anyday if details could be worked out. Specialists only. Convenient parking. Call 516-359-5995

**For Sale** Long Established, Fully Equipped 2 Chair Office Centrally Located on Queens Blvd., Kew Gardens. Condo - Low Maintenance (600 per month including taxes.) Part Time Practice, At No Extra Cost ! Anxious to Sell! Call 516 466 8003 or Cell 516 318 7004 or E Mail NDRSMILE@VERIZON.NET

**Dental Office & Practice for Sale**, Nassau County, NY. This is a 1000 plus sq. ft. dental office in the Garden City, Franklin Sq, Mineola area. It is 5 miles north of the Queens border. There are 2 newly equipped operatories including a panorex x-ray. The building is on business property. For more information please call (516) 248-2221

## DEFENSIVE DRIVING COURSE

We have tentatively scheduled the New York State approved point and insurance reduction program at QCDS for FRIDAY, AUGUST 3<sup>rd</sup> beginning at 9:30 A.M.

This one-day course will reduce your auto insurance 10% for a full three years as well as reduce 4 points on your driving record. In order to confirm this date, IT IS ESSENTIAL THAT YOU NOTIFY OUR OFFICE AS SOON AS POSSIBLE. The fee will probably be \$50.00 per person and breakfast

will be served.

As the discount applies to each driver of their vehicle, you may wish to consider having all drivers in the family complete the course. The savings over the next three years make this course an absolute "no-brainer" and one of the few guaranteed investments you will find.

Please make your reservation now to insure sufficient attendance for this presentation by calling QCDS headquarters.

### TAX TIPS FOR DENTISTS

**Stuart A. Sinclair CPA**

1120 Old Country Road  
Plainview, N.Y. 11803  
USA

Phone 516 935-2086 Fax 516 935-1787

#### Old dentists never die.

They just keep serving their patients. This is a good thing because the social security system, in figuring their retirement benefits, takes the average of the best 35 years of work. If you do not have 35 years of work, zeros are added to the average. By working longer, you can replace the zeros with high earnings or replace low earnings years with high earnings years.

Also, if you delay retirement until age 70, after reaching 65, you boost your benefits by 6.5% a year, compounded annually, thanks to the delayed retirement credit. Thus you will be getting wiser, not older.

ADVERTISEMENT

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

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



# NU-LIFE LONG ISLAND

Specialists in IMPLANT PROSTHETICS

Fixed and Removable  
Large and Small

**ALL AT REASONABLE FAIR PRICES**

## Implant Services Include:

**Participation in Case Planning**

**Written Price Estimates**

**Time Estimates**

**CAT Scan Appliances**

**Surgical Guides**

**Guides for Computer Assisted Surgery**

**Step-by-Step Assistance**

**Full Stock of Implant Parts**

**Expert Parts Selection At No Charge**

**Only Genuine Parts Are Used**

**Parts Are Sold at Manufacturers List Price (no surcharges)**

**Helpful Hints to Make Cases Go Smoothly**

**Peace of Mind That Your Patients Are Getting The Finest Results**

*All of our work is done by our own talented staff of expert technicians in  
our modern well-equipped laboratory. We do not outsource.*

221 Hempstead Turnpike West Hempstead, New York 11552  
516-489-5200 Fax: 516-481-9791 Web Site: [www.nulifeli.com](http://www.nulifeli.com)

Nu-Life Long Island is privately owned and not affiliated with any other laboratories with similar names



**Queens County Dental Society**  
86-90 188 Street  
Jamaica, NY 11423

