

## QCDS Residents' Night and New Dentists Expo Continues to Grow, Largest Turnout Ever



The recent QCDS New Residents' Night proved extremely popular, drawing record crowds

QCDS expanded its annual Residents' Night to a full Resident/New Dentist Expo last April, to the delight of all in attendance. More than 90 people, including residents, program directors from neighboring hospital programs, new doctors, and QCDS members crowded the QCDS headquarters for the event, which ran on a Sunday from 12-8 p.m.

The day began with a gourmet buffet lunch, which was followed by a full day of practice management lectures. Attorney Jennifer Kirschenbaum began the program with a lecture titled "Employee or Boss? Your First Employment Contract vs. Starting Your Own Practice." Gary Kadi lectured on "Zero Debt Dentistry." Dr. Leon Klempner spoke about "Modern Digital Marketing Tools". Boyan Doytchinov, MBA, CFA, CFP and Kelly Metzler, CFP discussed "Prioritize and Organize Your Finances." The lecture series concluded with Dr. Bijan Anvar presenting on "Networking for Success."

After the lecture series ended, the party began! The QCDS lecture hall was transformed into a Las Vegas Casino, including roulette, blackjack and a craps table. Attendees of the event mingled, dined on the gourmet dinner and gambled the night away for the raffle prizes, which included a wide variety of gift cards.

Dr. Hemali Ajmera, QCDS member and New Dentist Committee Chair, coordinated the event. She worked hard to organize the lectures, the attendees and the creation of a successful casino themed evening. Throughout the day, Dr. Ajmera stressed the importance of organized dentistry. The residents were given a copy of NYSDA's "Starting Out" booklet, a guide for new dentists and were invited to attend our general mem-

bership meetings. They were informed of the benefits of joining their local dental society. The importance of our representation at the state and federal level was reinforced and the residents learned just how much PACs do for the dental profession.

QCDS Past President Dr. Bijan Anvar, said: "What a wonderful day! This was by far the largest resident event to take place at QCDS Headquarters."

Indeed, it was a wonderful day of learning, mingling, networking, and catching up with old friends. In an email after the event, Dr. Alan Queen said, "My residents couldn't stop talking about it for the next week. What a great way to get new dentists interested in organized dentistry!"

—Continued on page 11



New residents paid close attention to a variety of speakers in a packed lecture hall

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## From the President

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



## For a Healthier Community

By Eric Huang, D.D.S.

Let me once again emphasize the importance of participating in various dental screening programs and providing adequate educational information to our patients. QCDS sponsors and provides many different dental Screenings at senior centers, churches and schools. The most under-prioritized populations in the community are elders and children. Therefore, the focus of the oral screenings should be on these two populations, which is also the goal and mission of our members and QCDS.

February was National Children's Dental Health Month. QCDS sponsored dental screening at PS 201, as part of the Give Kids a Smile Program. We have provided free oral screenings for more than 300 children, all receiving free screenings and a very informative oral hygiene instruction. The instruction is the key to dental prevention and health, which is often neglected by the practitioners and patients. Our colleagues and members have received feedbacks about the needs of our children in the community. Volunteering at oral screening is also the best tool to approach under-prioritized populations to provide them with dental examinations and oral hygiene instructions.

QCDS also sponsors oral screening for elders at Catholic Charities and Woodhaven Senior Center. Seniors are also under-prioritized for dental health and informative oral hygiene instructions. These free screening programs are essential to our community. We are making our community stronger by sponsoring more outreach programs.

**“  
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”**

As I stated in the previous issue, as an organization of dental professionals, we should unite to provide the best services to our community. QCDS will always provide benefits to our fellow members. In turn, we also want our members to offer the best services to our community. Participation in various dental screening programs is the key to accomplish this healthy community goal.

I would like to thank our members for participating and contributing their valuable time to our previous volunteer programs. I urge more member participations in these programs to make our community better and healthier.

Finally, please do not hesitate to reach out to me with any questions and ideas to make our society stronger and our community healthier.

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## ADA Trustee Report

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## Licensure Task Force

By Chad Gehani, D.D.S.

The American Dental Association has reviewed the licensure laws in the 53 licensing jurisdictions, noting that some states accept results of one clinical examination for initial dental licensure, while some states accept results of all five examinations and some, such as New York, have PGY1 pathway for initial licensure.

Recognizing that this requirement is the purview of the state legislature and/or a state board, the ADA is interested in assisting every dental association in advocating for change so that all state boards accept results of any of the clinical examinations conducted in the United States.

Data shows that mid-career and younger dentists and their families are mobile. Although new dentists understand that state dental boards establish all licensure requirements, new dentists also believe the ADA is in a position to take a leadership role to influence change and increase licensure portability, given that licensure affects both members and the public. In a 2014 survey of dental students, 70 percent of those responding, indicated that licensure reform is a critical matter for the profession. Our demonstrated commitment to influencing this change could positively impact a dental student's perception of the ADA and ultimately play a role in his or her decision to join the Association.

The CIF exam, aka the Buffalo model, aka the NYSDA model, administered by Commission on Dental Competency Assessment (CDCA) is being conducted in 11 dental schools. The ADA licensure task force, consisting of two representatives each from the American Student Dental Association, American Association of Dental Boards, American Dental Education Association and one representative each from the Council on Dental Education and Licensure and the New Dentist Committee, are busy working hard on Portability issues.

### Persona Research

Dental personas are research-based archetypal (modeled) representations of whom different groups of dentists are, what they are trying to accomplish, what goals drive their behavior, how they think, how they buy (or Associate) and why they make buying decisions. The persona research goes well beyond demographics and explores behavior, perceptions and feelings. It involved a review of the extensive research ADA has undertaken, as well as in-depth personal interviews of members and a major survey. All this information was then synthesized by an outside firm, as well as ADA staff, in order to define the personas and identify our key insights, which will guide our messaging. This in depth understanding of our members and potential members, and how to speak with them, will affect almost everything we do. This work is essential to guide our messaging to members and potential members. This research is for internal

use, and use by the state and component societies. It must not be shared outside the ADA family. The ADA has developed personas for six groups of dentists: dental students, graduate students, new dentists, mid-career dentists, faculty members, and non-member dentists. This will be used to develop personalized messaging and marketing strategies for each group. The research will shape our messaging, but it is not the message itself. We need to focus the message, target students and new dentists for membership, and simplify and standardize our interactions with every member.

“  
...the ADA is  
interested in  
assisting  
...in advocating  
for change...  
”

### Membership Update

Total membership is up for the year, although the number of full dues-paying members continues to decline. This has caused our dues revenue to decrease. We see some improvements among students and new dentists, areas of emphasis for us, though a significant portion of that improvement can be attributed to provisional membership. At the same time, the number of retired members is also increasing. Our 2015 market share is now 63.6 percent, a decrease of about one percent. This is due primarily to the increasing size of the market because our number of active licensed members has been relatively steady. We gained members among women, full-time faculty, specialists, new dentists and foreign-trained dentists. The ADA continues to experience losses in net members among general practitioners. We have also experienced a slight increase in our non-renew rate. Eleven states last year increased market share, a positive sign. We also reduced the number of states, which are below the ADA market share, from 15 to 12. We all recognize our work must continue.

### Student Loan Consolidation Program

A new member benefit is the loan consolidation program we launched with Darien Rowayton Bank (DRB). This has been a well-received initiative. As of November, DRB has received over 100 million dollars in loan applications. It is too early to make any judgments, but approval rates so far have been quite good. And, so far, the average savings to an ADA member is approximately \$30,000.

### Advanced Dental Admissions Test

This test was created as a result of many post-graduate program directors being frustrated by not being able to evaluate applicants for their programs, given to understanding that many schools give pass/fail grades only and national board exams also report pass/fail grades. It is up to the Dental Director to decide how they will select their best candidates.

### Government and Public Affairs

A number of dental programs received a significant increase in funding for fiscal year 2016 vs. fiscal year 2015.

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## From The Executive Director

ed@qcds.org



## Get Involved!

By Oleg Rabinovich

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

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

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

The following information summarizes the process.

QCDS Nominating Committee Composition:

- The last two immediate past presidents;
- Two members elected by the Board of Trustees at its April 5, 2016 meeting;
- Three members elected by the membership at the May 3, 2016 membership meeting;
- Three alternates elected by the membership at the May 3, 2016 membership meeting;

• The president acts as chairman without the right to vote. The Nominating Committee will report its selections at the October 4, 2016 membership meeting. Additional nominees will be added for any elective position by the receipt of a petition signed by 20 members and received by the executive director within ten days of the report of the Nominating Committee, which will be given at the October 4, 2016 membership meeting. No additional nominations, including nominations from the floor, will be accepted. Voting for all elective offices is scheduled for the November 1, 2016 membership meeting.

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

### ICDE

The Nominating Committee, comprised of five ICDE members appointed by the Board of Directors, will meet and submit their report for all elective offices to the membership at the October 4, 2016 membership meeting, with voting at the November 1, 2016 meeting.

If you are not yet ready to seek elected office yourself, please remember to vote on May 3, 2016 and November 1, 2016. Every vote counts. Make your voice heard by voting for the candidates that you support and who will fight for what you believe in.

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## Getting to Know Your 2016 QCDS Officers



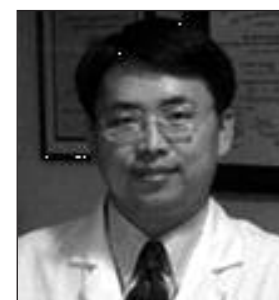
**Eric Huang**  
*President*

Dr. Eric Huang is the new president of the QCDS. Dr. Huang obtained his D.D.S. degree from the NYU College of Dentistry in 1993. He has been a QCDS Board member since 2005 and has served on the Peer Review Committee for the past few years. Dr. Huang is a member of the Board of Directors of the Chinese Dental Association, a member of the Academy of General Dentistry and the International Association of Orthodontics. Currently, Dr. Huang is also an attending doctor at the New York Hospital, Queens.



**Ronald Garrett**  
*President-Elect*

Dr. Ronald Garrett is the new president-elect of the QCDS and the new vice-president of the Institute of Continuing Dental Education. He graduated from Howard University College of Dentistry in 1988. Prior to studying at dental school, he attended Queens College and has been practicing for over 20 years. Dr. Garrett completed a residency at Harlem Hospital and remained on staff for six years. He is currently on staff at Jacobi Medical Center in the Bronx. His private practice has been located in Springfield Gardens, Queens, since 2001. Dr. Garrett is a faculty member at Albert Einstein Medical College, where he is involved with HIV/AIDS research in children.



**Richard Yang**  
*Vice President*

Dr. Richard Yang is the new vice-president of the QCDS. Dr. Yang graduated from Columbia University, School of Dental and Oral Surgery and was later trained as an oral surgery fellow in Bronx Veterans Hospital and Mt. Sinai Hospital, New York. Dr. Yang started his private practice in 1997 and has managed two private dental clinics ever since. He served as the president of Chinese American Dental Society, New York Chapter, from 2006 to 2008 and has been an active member of QCDS since 2004.



**Craig Tischler**  
*Secretary*

Dr. Craig Tischler is the new secretary of the QCDS. Dr. Tischler graduated from the SUNY Buffalo School of Dental Medicine in 1985. He completed an advanced training fellowship in oral pathology and oncology. Dr. Tischler is also a Fellow of the Pierre Fauchard Academy and is a fellow of the International College of Dentists. He has maintained his private practice in Rego Park for the past 29 years. In addition to his private practice, Dr. Tischler enjoys teaching and has been involved in training new dentists at Maimonides Medical Center and at Flushing Hospital, where he currently holds an attending position.



**Prabhakar Koppikar**  
*Treasurer*

Dr. Prabhakar Koppikar is the new treasurer of the QCDS. He is a 1979 graduate of Bombay University Dental. He is also a 1996 graduate of the New York University College of Dentistry. Dr. Koppikar has been involved with residency teaching programs since 1998. He is currently in private practice in Flushing.



**Arelys Santana**  
*Historian*

Dr. Arelys Santana is the new historian of QCDS. She completed her undergraduate education and received her degree from the Universidad Central del Este in San Pedro de Macoris, Dominican Republic. Dr. Santana received her Doctor of Dental Surgery certification from the New York University College of Dentistry and continued her post-graduate training by completing a GPR residency at Brooklyn's Woodhull Hospital. During her residency she received an Outstanding Knowledge Award for her service and contributions to the hospital's HIV clinic. After completing her training, Dr. Santana established a private practice more than 20 years in Jackson Heights. She has served as a member and trustee of QCDS, a member of the New York State Dental Society, The American Dental Association, the Dominican Dental Association, and the Puerto Rican Dental Association. She has also served as president of the Spanish-American Medical Dental Society of New York and the Hispanic Dental Society of New York.





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**QCDS Special Event**

**Residents' Night and New Dentists Expo**

—Continued from page 1

The sponsors for the night included Eric S. Studley and Associates, TD Bank, Dexcel Pharma, Apex Reimbursement, and PRI.

The program was made possible with the support of an ADA grant.



New Dentist Committee Chair Dr. Hemali Ajmera, third from left, congratulated the raffle winners



TD bank representative Greg Hoffman, left, was greeted by, left to right, QCDS Past President Dr. Bijan Anvar, New Dentist Committee Chair Dr. Hemali Ajmera, QCDS President Dr. Eric Huang, QCDS Board member Dr. James Kouzoukian, and Executive Director Oleg Rabinovich



A presentation on "Organizing Your Finances" was presented by Boyan Doytchinov and Kelly Metzler of Alifstest Personal Wealth Management



"Networking for Success" was the title of a presentation by QCDS Past President Dr. Bijan Anvar



Dr. Mercedes Mota-Martinez, right, took over as a dealer



The craps table drew a large crowd of participants



Lots of residents enjoyed the roulette table



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**ADA Trustee Report**

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Highlights include:

- CDC Division of Oral Health - \$15.8 million in 2015, \$18 million in 2016.
- HRSA Title VII General and Pediatric Dental Residencies - \$9 million for GPR in 2015, not less than \$10 million in 2016. \$10 million for pediatric dental residencies in 2015, not less than \$10 million in 2016.
- HRSA Maternal and Child Health Block Grants – an increase from \$3.8 million in 2015 for pre and post-natal oral health education to \$5 million in 2016.
- IHS Division of Oral Health increased from \$174 million in 2015 to \$178.28 million in 2016.
- CDC Opioid Prescription Drug Overdoes Prevention Activity – an increase from \$20 million to \$70 million in 2016.

**Mid-Level Providers**

We are all very familiar with the ongoing battles over dental therapists, especially in certain states. It is an active political problem throughout New England. The issue is now appearing in the southeast, Texas, the upper Midwest, and in a number of places in the west. In short, the therapist issue is cropping up throughout the nation, although we have been very successful in fighting this in the states. As an overlay, therapists also remain a very hot topic in Native American lands. Because the issue is so common and will be for the foreseeable future, we need to have timely discussions and stay current on this important topic, which affects our patients and our profession.

On non-appropriation items, the ADA was also very successful. The prohibition on federal funding for mid-level providers was maintained. Additionally, the ADA led a coalition to prevent language to protective language from sheltering new tobacco products (e-cigarettes) from the FDA rule-making process. Further, the Section 179 extension was approved providing dentists with the ability to deduct capital investments up to \$500,000 and then at a decreasing rate through \$2 million. Finally, the implementation of the ACA Medical Device and Cadillac taxes was delayed for another two years.

**Medicare Opt Out**

We were able to postpone this for one more year. A CPS resource is available to our members, below is the link: <https://success.ada.org/en/practice/medicare/medicare>. In addition, please feel free to refer members with questions to Frank Kyle in our Washington, D.C. office, [kylef@ada.org](mailto:kylef@ada.org) or Dave Preble, [prebled@ada.org](mailto:prebled@ada.org)

**My Assignments**

- Delegate to the FDI World Dental Federation Delegation
- Diversity and Inclusion Committee
- Council on Ethics, Bylaws and Judicial Affairs Liaison
- Western Regional Examining Board
- Chairman of the Joint Advisory Committee on International Accreditation
- Vice Chairman of Dental Content Committee
- Workgroup on ADA/CODA Relationship

**State of the Dental Market**

Marko Vujicic presented to us on the "State of the Dental Market." He identified trends in the dental market. Dental spending continues to be flat, as does the division of the sources for the spending. Dental care utilization—visits to dental of-

fices—is more varied. Utilization by children continues to grow, now at the highest level we have seen. Primarily lower income segments and public funding drives this. Utilization by seniors is flat. Also, for the first time in a long time, there was no decrease in utilization by adult's aged 19-64. We hope this is the beginning of a turn around, but we will need to closely monitor this to see if it becomes a trend.

In recent years, we have identified high numbers of individuals citing a perceived cost barrier to receiving dental care. Marko pointed out that we now have five years of data showing that this trend in receding. This is a broad trend. In particular, children and seniors are far less likely to cite cost as a barrier to receiving care. All of this gives us hope that utilization will continue to improve, although we need more data.

Dental earnings declined from 2013-14, albeit only slightly. This may reflect similar data relating to average U.S. household income. The percentage of dentists who say they are "not busy enough" may be stabilizing. As with other issues, we need a few more years of data points to draw definitive conclusions, but we are hopeful. Finally, Marko showed us data relating to inflation-adjusted private dental plan charges. It is no surprise to our members or to us that, in general, there is no significant increase.

**Credentialing Service**

We are in the process of developing a credentialing service for dentists. This will allow dentists to conveniently enter, store and update their professional credentials within a secure electronic portal. This information will then be available directly to third-party payers and provide a one-stop service for all applicable credential information. This service will be launched soon.

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## CE COURSES

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

Friday, May 20 9:00 a.m.

### Risk Management 4 C.E. Credits

#### Course Description:

This course reviews the basic legal requirements for office activity, introducing changes as well as new aspects of the standard of care, and discusses the ever-increasing restrictions and requirements placed on dental practice by governmental and regulatory agencies. This course, given by Dr. Treitel whose vast experience in the world of malpractice litigation will provide the dentist with a recipe for office operation and patient treatment that will minimize the opportunity to find themselves the object of litigation. The topics covered include:

- the current status of the malpractice insurance marketplace
- a review of the basics (i.e. recordkeeping, medical histories, legal responsibilities of practice, prophylactic medications, etc.)
- an analysis of the types of cases currently being brought against dentists
- a review of techniques that can be used to assure good relationships with patients and address problems that might arise.
- a discussion of governmental and regulatory guidelines that have been placed on dental practices
- what is new or anticipated in new challenges facing the dental practitioner that will require changes in office procedures

#### Course Objectives:

This course provides licensee with knowledge of laws and regulations as well as methods to avoid or resolve patient conflicts. Participants who successfully complete this seminar will receive a certificate of completion and four CE credits with the NYSDA Continuing Education Registry. If you have not completed an approved Risk Management Program within the past three years, it is necessary to take this course in order to continue to receive a discount from insurance policy carriers.

**Instructor:** Dr. Kenneth Treitel

**Tuition:** ADA member/staff: \$135 Non-ADA member: \$260  
Pre-registration is required. Call (718) 454-8344 to register. A \$15 late fee will be assigned to all those who pay and/or register on the day of the event. A light breakfast will be included.

Tuesday, June 7 7:00 p.m.

### General Membership Meeting 2 C.E. Credits

#### 7:00 p.m. – Financial Considerations for Dentists

#### Course Description:

In these trying economic times, many dentists and other professionals are frustrated with their lenders. Many large organizations use out-of-state call centers and credit departments which can be challenging for dentists to navigate. Seven areas to consider that should help dentists manage their financial concerns include:

- Dentists should maintain an open dialogue with their lenders. Discuss how your practice is performing, meet with the banker/lender at least quarterly to review updated services and needs. You should consider your practice a “brand” in its uniqueness to your patients and community.
- On an annual basis, dentists should review their banking services and current pricing to improve their financials and look for services which will make your practice more efficient such as ACH processing for vendors, payroll services for employees including automatic deposits and merchant credit card processing for patients to improve collections and your monthly cash flow.

- Consider bank lines of credit to improve monthly cash flow and receivable collections.
- Consider term loans to purchase another dental practice and expand your current practice.
- Consider leasing, which offers 100 percent financing for new and used dental equipment. The financing may provide better negotiations with dental equipment firms such as Henry Schein. Updating equipment such as lasers, loupes, delivery systems, chairs, cabinetry, lighting, microscopes, monitor mounts, nitrous oxide systems, and stools are important considerations for the practice.
- The dentist should be an active member in the business community. Request that your lender make introductions to chambers of commerce, community groups and their own business organizations. That would help in expanding your “brand.”
- Dentists should introduce themselves to their lenders’ senior management and support staff, which will also help expand your “brand.”

**Speaker:** Peter Bonet

### 8:00 p.m. – Ceramics 2016: The What and The Why

#### Course Description:

Ceramic restorations have become more popular in recent years, given the growing esthetic demands of patients and a more holistic view of a “metal-free” mouth. This presentation will focus on ceramics in private practice to give the clinician a better understanding of the selection, fabrication techniques and anticipated performance of these materials.

#### Course Objectives:

- Recognize the various types of commercially available dental ceramics
- Compare and contrast the physical properties as they relate to indications for use
- Appreciate how these differences translate into important consequences that can impact treatment planning and clinical practice

**Speaker:** Dr. Leora R Walter

Free admission to all members. Dinner is included.

Friday, June 10 9:30 a.m.

### Video Study Club: Common Frustrating Oral Diseases- Diagnosis and Treatment 4 C.E. Credits

#### Course Description:

How many times do you look into a patient’s oral cavity and wonder what condition or lesion you are observing and more importantly, what are you going to do with it? Because most of dental practice is concerned with restorative dentistry and surgical procedures, the less commonly occurring areas of oral diagnosis and treatment are often overlooked. Much has changed in the last several years that will influence your diagnosis and treatment of these frustrating and often painful oral conditions. This presentation includes:

- a logical approach to the diagnosis and treatment of aphthous stomatitis
  - a logical approach to the diagnosis and treatment of oral lichen planus
  - a logical approach to the diagnosis and treatment of chronic ulcerative stomatitis
  - a logical approach to the diagnosis and treatment of benign mucous membrane pemphigoid
  - applications of practical clinical information for everyday practice
- This presentation will assist greatly in identifying and treating these conditions and will allow you to better treat your patients.

**Instructor:** Dr. Al A. Gulum

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

**Tuition:** Free for QCDS members. Non-QCDS members (one time): \$100. Non-QCDS members (VSC annual pass): \$350: \$90 Non-ADA member: \$260

Thursday, June 16 6:00 p.m.

### CPR Certification 4 C.E. Credits

**Topic:** Basic Cardiac Life Support

This course 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. Be prepared to help save a life!

**Pre-registration is required.** Call (718) 454-8344 to register. Class begins promptly at 9:00 p.m.

**Instructor:** Eric Zalewski, BLS Instructor

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

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

Friday, June 17 9:00 p.m.

### Infection Control 4 C.E. Credits

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

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

**Instructor:** Safety Compliance Services

**Tuition:** ADA member/staff: \$90 Non-ADA member: \$260

Be sure to check the QCDS website for the latest Society events and news:  
[www.qcdis.org](http://www.qcdis.org)

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## STUDY CLUBS

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**JUNE 8** 7:00 -10:00 p.m.

**Topic:** "Dentistry and Marketing"

**Speaker:** Dr. David Wank

**Location:** 47-10 Bell Blvd., Bayside

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

**Topic:** "Will Digital Dentistry Help My Practice?"

**Speaker:** Isaac Hakimi

**Location:** 47-10 Bell Blvd., Bayside

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

**Topic:** "A New Non-Invasive and Predictable Treatment Protocol for Chronic Headache and TMJ Pain"

**Speaker:** Dr. Gary Ganz

**Location:** 47-10 Bell Blvd., Bayside

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# Letter to the Editor: Income and the Dental Profession

I read with great interest the article in the January 18, 2016 issue of the ADA News stating that dental incomes remain stagnant for the foreseeable future. How astounding! Let us dissect and analyze the uncomfortable reasons for this.

I thank Dr. Marko Vujicic for his honesty. If the schools keep producing and flooding the market with new dentists, incomes will not rise. Supply and demand, remember? In addition to this, we have done our job so well that there is not a great demand for our services. This author has been in practice for over 40 years. I have seen 30-40 decayed services every year. I now see perhaps one each year, largely helped by sealants. I realize after speaking to several dentists at the Greater New York Dental Meeting last December, that there are dentists from Wyoming and South Dakota who have huge incomes from den-

tistry. However, there are so few dentists in these areas that this is an extreme anomaly.

To address the Bureau of Labor Statistics analysis that dentists topped the list of best jobs in 2016, we wonder who led this faulty analysis by this agency? Yes, low unemployment and a healthy work-life balance is a priority for some. As far as orthodontics, which tops the list, is concerned, it seems that this is the one field where incomes will rise, since orthodontics deals with facial development, although the use of clear braces (Invisalign) has altered the orthodontic landscape.

So, where are we going with this profession, which gives justified awards to people whose pictures are in our journals. I believe that we have to cut half the number of graduating students. Their debt is enormous, and it will be years until they can make up their

debt and pay for the new machines that are foisted upon them by aggressive salespeople

While dentistry remains a noble, respected profession that should be pursued by those who "love to do what they do best and also are good in what they love to do," it is a cautionary tale, albeit a somewhat pessimistic tale, to those who may choose dentistry without the knowledge that dental incomes may remain stagnant for the foreseeable future.

Marvin Grossman, D.D.S.

*EDITOR'S NOTE: Dr. Grossman is former chairman of The Oral Health Council of Greater New York and is presently a member of the Peer Review Committee of the Second District Dental Society. The opinions expressed in this letter do not reflect the views of the Queens County Dental Society.*

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