EEDS Bulletin

PUBLISHED BY AND FOR THE DENTISTS OF QUEENS COUNTY

Volume 58 Number 5 September/October 2016

QCDS Dentists Team Up with Tzu Chi to Provide Dental Care to Needy Families

The Queens County Dental Society joined with the Tzu Chi New York Foundation to host a free medical/dental outreach event in Flushing in August.

In the past, the Tzu Chi Foundation has run this event on its own and this was the first year that QCDS participated with them. The clinic was the largest to date, offering 19 medical specializations, dental care, medical screening tests, and healthcare education all in one setting at the Sheraton Hotel in Flushing.

"In prior years without the Queens County Dental Society, we could only help about 70 to 80 people, and we only provided a dental cleaning service. However, this time it is different, more professional, with more equipment and more volunteers. We even had a dental X-ray machine to do examinations, so we could do even more" said Dr. Kenneth Lao, deputy director of the Tzu Chi International Medical Association.

"We shipped 13 dentist chairs from California, which made a total of 27 chairs available. Thanks to all the volunteers and doctors at the event! They are the true heroes, they made this happen," according to William Keh, CEO of the Tzu Chi Medical Foundation.

—Continued on page 10



Legal Update: A Translator May Be Required In Your Office

The Affordable Care Act, also known as "ACA" or "Obamacare," has changed the face of healthcare for many Americans, including many with primary languages other than English, known by the Federal government as Limited English Proficiency (LEP) patients.

Under ACA, you may be required to provide translation and interpreting services for LEP patients if they comprise 10 percent or more of the population in your county. In addition to translation services, under ACA all pa-

tient communication must be given in "plain language." This Plain Language Requirement means that LEP patients must be able to readily understand all forms, brochures, and patients' rights, in a clear and concise format in their native language.

Even if you do not accept any federal funds or participate in any insurance or government plans, you are still required to make reasonable accommodations for your LEP patients. ACA looked to the already existing Civil Rights Anti-Dis-

crimination laws as a blueprint; Civil Rights Laws require that all places of public accommodation provide language services as to not discriminate against national origin. Places of public accommodation are defined as facilities, operated by a private entity, whose operations affect commerce and fall within at least one of the categories outlined by the Department of Justice. Examples of public accommodation include pharmacies, professional offices of health care

-Continued on page 12

Complete Banking for Professionals



At Flushing Bank we make it our business to understand the nature of your practice and offer a suite of professional banking products and services that help you reach your business goals.

The Complete Banking for Professionals program is designed to serve your specific financial needs with hand-picked products and services including:

- Complete Business Checking We offer a choice of professional checking accounts.
- Loans & Lines of Credit* We can customize a financing package to support the growth of
- Cash Management We offer a full complement of cash management services designed to provide your practice with the right financial solutions.
- Merchant Services Flushing Bank also offers professional merchant services to support various payment options for your practice.
- Complete Premier Checking An exclusive level of service, products suited for your financial needs and the personalized attention of a Premier Banker.

For more information speak with your Flushing Bank representative, call 718.512.2729 or go to www.FlushingBank.com.



*All business loans, lines of credit and mortgages are subject to credit approval and Bank review, Additionally, Flushing Bank reserves the right to refuse loan applications based on business type or activity.







From the President

emhdds@gmail.com

Make Your Voice Heard

By Eric Huang, D.D.S.

Dear Colleagues;

I hope you all have enjoyed the beautiful beaches during this anomalously hot summer. First of all, I want to thank all

the doctors for contributing their valuable time and volunteering at the outreach programs. Second, I urge all our members, colleagues, and doctors to spread the words about our membership benefits and leadership opportunities to non-members.

Queens County Dental Society invites all doctors to join us and take advantage of our membership benefit programs. We also want your voice to be heard and presented to make a difference in today's dentistry. As you may have noticed, the QCDS website has been updated and our membership benefits have been enhanced in various ways.

Continuing Education is the most rewarding benefit for our more profound and stronger. members. We offer CE courses once a month with some mandatory courses for private practitioners, free of cost to our and have your voice be heard.

members. Our members also can enjoy discounts in purchasing tickets for movies, amusement parks, and Broadway shows.

The World's Fair of Dentistry is another beneficial event

for dentists from all counties. This event is held each year in September and offers 18 CE credits for two days on a weekend. Including our members, more than 300 people have already registered for this event. This is a great opportunity for earning CE credits as well as enhancing professional knowledge in dentistry.

Leadership opportunities are another way to make our voice heard in organized dentistry. Please join us at QCDS and participate with your friends and colleagues. Our organization is continuously looking for volunteers to serve the council. Your voice will make the profession of dentistry

Take advantage of membership benefits we are offering

2016 QCDS EDPAC Capital Club Members

Take advantage of

membership benefits

we are offering and have

your voice be heard...

Liberty Level Joseph Caruso

Honor Roll

Harold Biller Parul Dua Makkar **Chad Gehani**

Viren Jhaveri Rekha Gehani **Doron Kalman** Prabha Krishnan Naushir Lalani Jay Ledner

Mercedes Mota-Martinez Michael Tyner

- Capitol Club

Paul Addeo Hemali Ajmera Mukesh Aimera Charlene Berkman

Deepak Bhagat Sam Cosentino Sharmila Ihaveri Warren Kaggen

Stuart Kesner Kaushik Khakhar Santa Locascio **Mohammed Mukit**

George Ng Paul Penzi Beatriz Vallejo

(As of August 31, 2016)



QUEENS COUNTY DENTAL SOCIETY'S

ANNUAL OFFICERS INSTALLATION AND DINNER DANCE

Installation of Dr. Ronald Garrett as President WITH QCDS AND ICDE OFFICERS

CHATEAU BRIAND 440 OLD COUNTRY ROAD, CARLE PLACE, NY

* * *

*** * ***

SATURDAY, JANUARY 14, 2017 6 P.M. COCKTAILS - 7 P.M. DINNER

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

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

WE LOOK FORWARD TO SEEING YOU!

QCDS Bulletin

Co-Editor

Boris Arbitman

Gina Cucchiara

Executive Director

Administrative Assistant

2016 Officers

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

Board of Trustees

H. Aimera A. Feigenbaum A. Lighter S Akhtar M Gandhi R Olan C. Berkman C. Gehani S. Quarcoo D. Bhagat H. Gomez A. Oueen M. Bhuvan V. Ihaveri R Samuels H. Biller S. Kesner I. Schwartz I Caruso I Kouzoukian V Shah G. Cucchiara N. Lalani

L. Lehman

ADA Trustee NYSDA Trustee NYSDA Delegates Chad Gehani Prabha Krishnan

R. Garrett P. Koppikar M. Greenberg M. Mota-Martinez R. Yang E. Huang S. Shetty

Past Presidents

Beatriz Valleio Sudhakar Shetty Bijan Anvar Mercedes Mota-Martinez

Doron Kalman

ADA Delegates

Rekha Gehani Jay Ledner Alternate Delegate: Viren Ihaveri

Institute for Continuing Dental Education

Prabha Krishnan, President Ronald Garrett, Vice President Viren Jhaveri, Secretary/Treasurer

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

Deadlines for manuscripts is six weeks prior to the date of publication. For example, the deadline for March/April issue s January 10th. All Submissions must be typed as a word doc ment and emailed to QCDSBulletin@gmail.com.

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

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

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



Publication Member of the

Queens County Dental Society

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



From The Executive Director

ed@qcds.org

QCDS Volunteers at Schools

By Oleg Rabinovich

In a typical year, OCDS will do one or two volunteer events, however in 2016 we have already participated in four separate volunteer events. Three of them were school visits to PS 201, PS 19, and PS13Q. We gave nearly 800 children oral health screenings. On top of that we had an amazing opportunity to provide actual oral care this August to 127 patients.

Two factors have made this such a successful year. First, I need to thank our tireless volunteers who have given of themselves over and over again to help the members of our community. Their willingness to help has allowed us to run such successful events. Secondly, I need to thank our partners for these events. At two of these events we partnered with Colgate and their oral health van. Two of the other events we partnered with the Tzu Chi Foundation, whose members truly embody the words care and compassion. These two excellent partners have truly made a difference for our community and it is my hope that we continue working with them for the foreseeable future.

Citifield Oral Health Screening Cancelled

What happened to this year's Mets event? We got quite a few phone calls on this topic this year. Dr. Stuart Kesner and I were working hard on the planning for it earlier this year and we were in discussions with the Mets. First the Mets told us that we could not do oral screenings in the rotunda as they had rented out the space, but could provide us with space somewhere in the back of the stadium. This was pretty disappointing news, as we would not be able to see nearly the number of people but we wanted the event to continue. Finally, the Mets informed us of the non-profit group ticket prices for this year and we were pretty shocked. Last year, the upper deck seats were going for \$7.50. This year they were going to charge us \$18 for those same seats. Higher priced tickets had similar price increases. When we asked them why ticket prices had increased 240 percent, they told us it was because they went to the World Series. Dr. Kesner and I decided that with the ridiculous price increase and the lack of good location to provide oral screenings, it would be best to cancel the event this year. Hopefully, prices will come down a little more to reality next year and we can make the event happen in 2017.

World's Fair Of Dentistry

The next major event we have is the "World's Fair of Dentistry" on September 24 and 25. It is shaping up to be our largest event ever. We are going to have over 50 sponsors, dozens and dozens of raffle items and it looks like we will have over 500 people in attendance each day. If you have not yet registered for it, please do so by calling us at 718-454-8344 or by going to worldsfairofdentistry.com and registering there. In two days you can earn 18 credits for only \$180. Take advantage of this opportunity. We are going to be hitting our seating capacity fairly soon, so register as soon as you can or you could



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

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

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

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

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

Flushing

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

Forest Hills

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

Glendale

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

Jackson Heights

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

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

Middle Village

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

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

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

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

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

astoriabank.com



© 2015 Astoria Bank



A QCDS Scrapbook

QCDS Volunteer Dentists 'Give 187 Kids A Smile' With Oral Hygiene Screening at Elmhurst School

Volunteer dentists from the Queens County Dental Society provided free oral exams and education on oral hygiene to children at PS 13Q Clement C. Moore School, in Elmhurst.

Doctors Mercedes Mota-Martinez, Arelys Santana, Eric Huang, Rbeea Khan, Paul Mrtin, Amrita Persaud, Jeffrey Katz, and Richard Yang were on hand to examine the children.

The Queens County Dental Society partnered with Colgate for this event. Colgate provided the "Bright Smiles, Bright Futures Colgate Van," on which the children were screened.

Free oral screenings, oral hygiene instructions and oral hygiene kits were given to 187 children. Of those screened, 97 had no visible

dental problems. 57 had mild dental problems, 20 had severe dental problems, and 13 required emergency dental treatment. Those who were in need of further dental treatment were asked to see their dentists for a follow-up.

This event was part of the National Give Kids A Smile program, sponsored by the American Dental Association,



QCDS volunteer dentists assembled in front of the "Bright Smiles, Bright Futures" van provided by Colgate.

which allows dentists across the country to join with others in their community to provide dental services to underserved children. The ADA's Give Kids A Smile program enhances the oral health of large numbers of needy children.

Anyone interested in volunteering for future dental screening events should call QCDS at 718-454-8344.

New York State Dental Association Foundation Sponsoring Day of Dental Care for Veterans

All U.S. military veterans qualify Day, organized dentistry's commitcompletely volunteer-driven.

families in their offices.

General dentists can invite specialists to work with them in their offices. Dentists make diagnoses and determine what treatment they can provide on this designated day.

for the New York State Veteran's Smile unique is that participating dentists determine exactly what they would ment to giving back to the men and like to do. They can limit their volunwomen who served their country. It's teerism to one day, or extend it to patriotic designed to show and it's more. They can decide to treat veterans only, or include members of the Veterans Smile Day on or around veterans' immediate families. They Veteran's Day, November 11, is a pro- can choose to deliver basic cleaning gram that encourages dentists to and examinations, or they can embark screen and treat veterans and their upon more comprehensive treatments.

> The New York State Dental Association Foundation staff is working with agencies including The American Legion, American Red Cross, and Veterans of Foreign Wars to spread the word to veterans in need and to coor-

What makes Veterans Smile Day dinate visits by veterans to participating dental offices.

"Many people don't realize that, unless they are 100 percent disabled or have service-related injuries to their mouths, our veterans do not receive dental care benefits through the Department of Veterans Affairs," said NYSDAF Executive Director Laura Clark Leon. "We are incredibly honored to be able to help deliver oral health care to our men and women in uniform."

For more information on Veterans Smile Day, including how to get involved, go to www.nysdentalfoundation.org.



Policies as low as

\$3,477

\$2,533

In Territory 1

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

\$50

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

(Queens, Nassau, Suffolk, Westchester, and Rockland).

*for mature Claims Made - Full Time with \$1,000,000/\$3,000,000 Limits
Part Time is eligible for a 50% discount
PRI also offers policies starting at

\$50

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

- ✓ No Deductible On Any Of Our Policies
- ✓ Coverage For Additional Insureds At No Extra Charge
- ✓ No Finance Charge Or Installment Fee On Any Of Our Policies
 - ✓ Free Home Study Risk Management Course
 - ✓ Free "Tail" Coverage when meeting PRI's requirements in which the limits renew 100% on an annual basis indefinitely
 - ✓ Coverage for botox at no extra charge
 - "Nose" Coverage when switching to PRI, so you do not have to purchase "Tail" coverage from your current carrier
 - ✓ Live customer support during business hours to assist you
 - ✓ Claims-Made & Occurrence policies
 - ✓ Exceptional customer service

For over 34 years, PRI has insured the finest healthcare professionals in New York State. As a licensed and admitted carrier regulated by the New York State Department of Financial Services, PRI's policy holders enjoy all of the regulatory and statutory safeguards and protection afforded by the provisions of the New York State Insurance Law.

Contact us to see how much you can start saving: 888-526-4006 www.PRI.com

Report Of The Nominating Committee

In accordance with QCDS Bylaws, the Committee met and considered all nominations that were received. The following Committee recommendations are made for 2017:

President: Ronald Garrett (per QCDS Bylaws, automatically assumes the office)

President Elect: Richard Yang
Vice-President: Craig Tischler
Secretary: Prabhakar Koppikar
Treasurer: Arelys Santana
Historian:

ADA Delegates

Viren Jhaveri

Alternate Delegates

Rekha Gehani Jay Ledner

NYSDA Delegates

Viren Jhaveri Jay Ledner Sudhakar Shetty Beatriz Vallej Prabhakar Koppikar Mercedes Mota-Martinez Robert Shpuntoff Richard Yang

Alternate Delegates

Bijan Anvar Mitchell Greenberg Rekha Gehani Eric Huang

QCDS Board of Trustees

Hemali Ajmera	Harold Biller	Milan Gandhi	James Kouzoukian	Alan Queen
Shazia Akhtar	Joseph Caruso	Chad Gehani	Naushir Lalani	Risa Samuels
Charlene Berkman	Gina Cucchiara	Rekha Gehani	Lawrence Lehman	Ira Schwartz
Deepak Bhagat	Ashok Dogra	Hanette Gomez	Adam Lighter	Vinit Shah
Mohammad Bhuyan	Arthur Feigenbaum	Stuart Kesner	Robert Olan	Daljeet Sidhu

ICDE

President: Viren Jhaveri Vice President: Ronald Garrett Secy/Treasurer: Prabhakar Koppikar

Board

Bijan Anvar	Deepak Bhagat	Doron Kalman	Alan Queen	Robert Shpuntoff
Charlene Berkman	Mitchell Greenberg	James Kouzoukian	Oleg Rabinovich	Richard Yang
	Eric Huang	Jay Ledner	Sudhakar Shetty	

In accordance with our Bylaws, any additional nominees for an elective office may only be made by written petition signed by twenty members in good standing and received by the Executive Director not later than ten days after the October 5th general membership meeting at which the report of the Nominating Committee is presented. No additional nominations, including nominations from the floor, shall be accepted for elective offices to be filled by a vote of the General Membership unless otherwise specifically provided in these Bylaws. Voting shall take place at the November 1st General Membership meeting.

QCDS Dentists Team Up with Tzu Chi to Provide Dental Care to Needy Families







City Council Member Peter Koo speaks to the volunteers Dr. Robert Olan was interviewed by New York 1

Dr. Sara Park examines a patient

—Continued from page 1

New York City Council Member Peter Koo visited the free clinic to show his support, and was greatly impressed by the grand scale this year, noting that it was the biggest medical outreach event in the history of Flushing. "I'm amazed to see two entire floors (of the hotel) occupied by the event," said Councilman Koo.

Dr. Richard Yang, vice-president of the Queens County



Dr. Richard Yang organized the volunteers

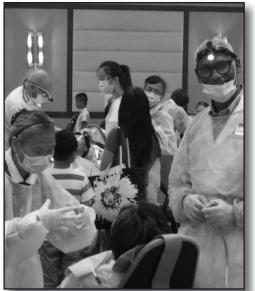
Dental Society, organized the dental volunteers and ensured a smooth process for everyone. "It was a wonderful opportunity to give back to the community," said Dr. Yang.

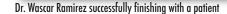
The American Cancer Society and New York Presbyterian Hospital were also present to provide assistance. In total, over 300 volunteers were on-hand and served the more than 220 New York residents who came to this year's clinic.

Volunteer dentists from QCDS included Drs. Richard



Volunteer doctors examining patients







Dr. Pocheng Tsai working with a patient

Yang, Robert Olan, Grace Lee, Xue Zhao, Pocheng Tsai, Wascar Ramirez, Najma Rafig, Wanda Ortiz, Chia-Hung Lin, Su Jin, Sarah Park, Wen Ting Lin, Shirley Hu, Julie Chang, Long Su, Cynthia Leung, Rbeea Khan, Bronislaw Lemaitre, Tony Chen, Amrita Persaud, Robert A. Lamont, Kenneth Liao, Spencer Feng, Jongshiaw Lim, Peter Chin, Edward Chu, and Christine Wong.

The 27 QCDS doctors saw 127 patients and performed 106 events should call QCDS at 718-454-8344.

cleanings, 40 fillings, and 14 extractions for people who could not afford this care.

The event obtained media coverage from New York 1 News. The story can be seen at:http://www.ny1.com/nyc/ queens/ news/2016/08/8/dentists-in-queens-provide-freedental-care-to-families-in-need.html

Dentists interested in volunteering for future dental



Dr. Anita Persaud working with a patient

Legal Update: A Translator May Be Required In Your Office

—Continued from page 1

providers, privately funded hospitals, places of education, and places of exercise or recreation. There are some differences between the language service requirement under the ACA and the Civil Rights Laws, but the bottom line is you must be prepared to provide language service to your LEP patients.

Reading the preceding may give rise to a few questions: who is going to pay for the translator or these new forms? The answer, under ACA, is, most likely, you. Professionals are required to provide the required services "at no cost to the individual," and most providers will not qualify for reimbursement.

There is limited reimbursement available for language access services. State Medicaid Programs and Children's Health Insurance Programs are authorized to access federal matching funds to reimburse for language access services at the standard 50 percent federal matching rate for translation and interpretation activities that are claimed as an administrative expense, so long as they are not included and paid for as part of the rate for direct services. The meaning: the government expects you, the provider, to shoulder the burden for these costs, and it leaves it up to each state to determine whether and how its Medicaid program will provide reimbursement. Some states reimburse the doctor \$12.16 per hour, while others provide reimbursements for the usual and customary fee.1

Under ACA there's an additional requirement to post notices that alert your LEP patients to the availability of language assistance services. In an effort to reduce the cost and burden on you

practice, the Office of Civil Rights (OCR) has translated the following sample notice and tagline into 64 languages:

Proficiency of Language Assistance Services

ATTENTION: If you speak [insert language], language assistance services, free of charge, are available to you. Call 1-xxx-xxxxxxx (TTY: 1-xxx-xxxxxxxx).

This article was prepared by Kirschenbaum & Kirschenbaum, P.C. Should you have questions regarding how to get your practice up to speed in providing language access service, navigating how to get reimbursed or ascertaining your state's Medicaid matching rate, or require legal assistance, Jennifer Kirschenbaum, Esq., welcomes your call. She can be reached at 516-747-6700 ext. 302 or Jennifer@Kirschenbaumesq.com. Also available to answer your questions is Issac Cwibeker, Esq. at 516-747-6700 ext. 329 or ICwibeker@Kirschenbaumesq.com. The firm is a proud member of the NYSDA legal panel, assisting dentists in practice sales/purchases, employment issues, payor/collection problems and regulatory compliance.

Support QCDS Bulletin advertisers.
They support QCDS!



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

Attorney at Law Master of Laws, Taxation

Legal Services for Dentists by a Dentist

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

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





Practice Exclusive to Disability Insurance Matters

- Pre-Claim Strategy and Guidance
- Litigation
- Claim Management and Advocacy
- Appeals for Denied or Terminated Claims
- Lump-Sum Settlements

Frankel & Newfield, PC

585 Stewart Avenue, Suite 312 Garden City, NY 11530

516.222.1600

www.frankelnewfield.com

Protecting Policyowners Rights

Great West • Unum
Paul Revere • Met Life
Berkshire • Mass Mutual
Northwestern Mutual



CE COURSES

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

Thursday, September 29

6:00 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

Wednesday, October 5

6:00 p.m.

General Membership Meeting

2 C.E. Credits

Website Design and Internet Marketing: 7:00 p.m. –8:00 p.m. Building Your Practice in a Digital World

Most health professionals will admit to being uninformed about best business practices and how to grow their practices. The business of medicine, dentistry, podiatry, optometry and other health fields is never discussed in professional schools and must be self-taught or learned through sometimes very uncomfortable experiences. Among the most underutilized tools by the health professional is the use of website and internet marketing techniques. These tools can be used by every doctor to greatly expand their communication with patients, increase their Internet presence, build their online reputation and vastly expand the scope of their practices. Among topics covered in this lecture are:

- Website design dos and dont's
- •Search engine optimization
- How to list your practice/business across the internet
- •Social media management
- Maps listings
- •Search engine submission
- •Generating reviews and monitoring your online reputation
- Pay-per-click advertising

Speaker: Dr. Joshua Gindea

HIPAA Developments and Requirements 8:00 p.m. – 9:00 p.m.

Healthcare providers and their business associates are required to comply with a navigate through the complex web of the Health Insurance Portability and Accountability Act (HIPAA) and state privacy laws which govern patient medical information. HIPAA is a complicated regulatory scheme with many requirements that must be met not only by the practitioner, but also by staff and business associates of the practitioner. HIPAA compliance requires regular training and the establishment of strict internal rules and regulations concerning patient information. Non-compliant covered entities may be subject to audits, massive fines and, in some cases, personal liability – even for inadvertent non-compliance. The speaker will provide practical information on state privacy laws and up-to-date HIPAA developments and requirements.

Speaker: Andrew P. Nitkewicz, Esq.

Tuition: QCDS Members: No Charge Non-QCDS Members: By invitation only

Friday, October 21

9:30 a.m.

Video Study Club – Fast, Accurate, Cost Effective

Digital Impressions

2 C.E. Credits

Clinical research has shown that scanning impressions is more accurate and has more desirable characteristics than conventional impressions, including potentially lower cost. Are you ready to make digital impressions work in your practice? Making digital impressions for crowns and fixed prostheses has been available for over 30 years—and recently it has rapidly increased in use, since more adequate and less-expensive scanners have become available. Relatively few practitioners use in-office milling, but in-office scanning combined with in-lab milling is growing rapidly and is predicted to dominate procedures in the future. This video demonstrates easy clinical use of scanners, how to get the scans to a nearby laboratory or to one in your facility, a comparison of in-office and in-lab milling, overcoming common challenges, and the financial and clinical advantages of scanning impressions. Scanning is rapidly becoming the preferred impression technique. Get familiar with this concept and see how your practice can benefit!

Instructor: Dr. Al A. Gulum

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

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

Friday, October 28

9:00 a.m.

Risk Management

4 C.E. Credits

Topic: Risk Management

Risk Management 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 the dental practice by governmental and regulatory agencies.

This course is 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, and, will minimize the opportunity to find themselves the object of litigation

Topics covered will include the current status of the malpractice insurance marketplace, a review of the basics (i.e. record-keeping, 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, and what is new or the anticipated new challenges facing the dental practitioner that will require changes in office procedures.

Pre-registration is required. Call 718-454-8344 to register.

Instructor: Dr. Kenneth Treitel

Tuition: ADA member/staff: \$135 Non-ADA member: \$260 A \$15 late fee will be assigned to those who pay and/or register on the day of the event. A light breakfast is included.

-Continued on page 16





Representing dental practices in the areas of:

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

Westchester: 123 Main Street, White Plains, NY 10601

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

Contact: Gregory R. Tapfar, Esq. 914.948.1556

dmlawyers.com

Insurance Planning for the Healthcare Professional

"Taking You from Residency to Retirement" TM

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



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

Eric S. Studley & Associates, Inc.

234 West Jericho Turnpike, 2nd Floor Huntington Station, NY 11746

P: 631-673-9496 F: 631-673-9497

C: 516-652-2265

drstudley@optonline.net www.DrEricStudley.com



Celebrating 40 years of refining for the dental industry



- We refine crowns, bridges, inlays, facings and gold cylinders
- We provide free collection containers and insured shipping via FedEx®
- Our payments to clients are among the highest in the industry

CORA REFINING

For a Free Refining Kit Call: 800-844-2040

15

or visit us online: www.corarefining.com



STUDY CLUBS

Dr. Fialkoff Study Club

CONTACT DR. FIALKOFF 718-229-3838

OCT 19 7:00 -10:00 p.m.

"Endo-Perio Infections: Topic:

Overview and Case Presentation"

Dr. Marcus Johnson Speaker: **Location:** 47-10 Bell Blvd., Bayside

NOV 9 7:00 -10:00 p.m.

Topic: "How To Keep Your Office OSHA and HÎPAA Compliant"

Speaker: Leslie Canham

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

Bay Study Club

CONTACT ALICJA McCRUDDEN 347-235-0660

OCT 13 7:00 -9:00 p.m.

Topic: "Treatments of Last Resort"

Speaker: Dr. Albert Yoo

44-37 Douglaston Pkwy., Douglaston **Location:**

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



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

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



CE COURSES (continued from page 14)

Sunday, October 30

9:00 a.m.

16

CPR- Certification: Basic Cardiac Life Support 4 C.E. Credits

Basic Cardiac Life Support Certification will cover one and two rescuer CPR, Heimlich maneuver, child CPR and AED. The ability to recognize the signals of a heart attack and provide stabilization of the victim at the scene of a cardiac arrest is a priceless commodity. Life over death may someday become a reality to someone you know or care for. Be prepared to help save a life.

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

Instructor: Eric Zalewski, BLS Instructor

Tuition: ADA member/staff: \$105 Non-ADA member: \$260 A \$15 late fee will be assigned to those who pay and/or register on the day of the event. A light breakfast is included.

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

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

Attorney at Law

Why not use a lawyer who is also a dentist?

Comprehensive Legal Services for Dental Professionals

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

Manhattan New York, NY 10010 212-685-4320

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

www.DentalPracticeLawvers.com

Practice Financing*

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



Viridiana Azarmehr Area Manager NY/NJ

646.787.6300 | viridiana.azarmehr@bankofamerica.com

To learn more, visit bankofamerica.com/practicesolutions

All programs subject to credit approval and loan amounts are subject to creditworthiness. Some restrictions may apply. Bank of America Practice Solutions may prohibit use of an account to pay off or pay down another Bank of America account.
Bank of America is a trademark of Bank of America Corporation.
Bank of America Practice Solutions is a division of Bank of America, N.A.

Practice Solutions

Bank of America

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

Protect yourself and those around you with essential insurance coverage.

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

Just Some of the Trusted Insurers We Work With:



CareConnect







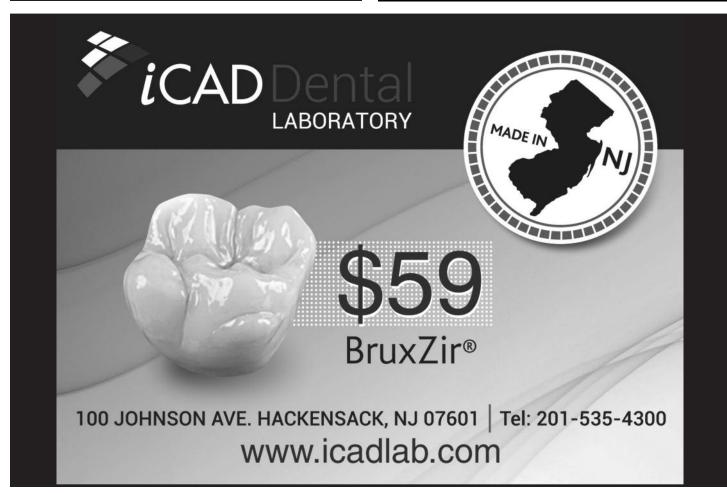
EmblemHealth TRAVELERS

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



1.516.747.5930

smason9414@aol.com



QCDS CLASSIFIEDS

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

Cambria Heights, Queens. Looking for specialist to rent 2 operatory dental office equipped with digital x-ray, close to transportation, reasonable rent. Available Wednesdays and Saturdays. Contact Dr. Jackson at doctortlc@ymail.com.

Practice for Sale: Dental Practice on Utopia Parkway, Flushing. Retiring Dentist wishes to sell practice. For information call 718-353-8967.

Mid Suffolk County home office on main road, one acre property, family practice inquiries to P.O Box 250, King Park, NY 11754.

Great Neck Office- Ideal location looking for a general dentist/prosthodontics/implantologist with a small nucleus of patients to join a busy Great Neck modern/ state of the art office. The office has digital x-rays, digital impressions, Biolase laser and more. For the right dentist this could lead to a partnership in 1-2 years. Will also consider a dentist looking to retire in my office. Email to: Dryes600@aol.com.

Dentists Wanted for High Quality Group Practice: Three locations in beautiful Finger Lakes. State-of-the art facilities. Highly skilled staff, tremendous support to realize your potential (previous associate earned 300k). Generous benefits and sign-on bonus. Live, work, play and raise your family in this wonderful vacation destination. Jessi: 315-536-3341 or j.eaves@eavesdental.com.

Dental Office/Condo - North Shore Long Island for Sale by Owner: Why lease when you can own? Upscale beautiful, fully equipped, great location minutes to NE Queens. Corner office ground floor high visibility, heart of town, 1 block to LIRR, 30 minutes to Manhattan. Cone beam (new), 2 equipped operatories, 3rd room plumbed. Great investment in luxury condo, 1,200 sq. ft. plus basement storage for compressor and central suction, will go fast. Perfect for a GP or specialist with patients in Little Neck/Douglaston/Great Neck/Roslyn areas. A.dental.location@gmail.com

Practice for Sale: 50 year old practice, brand new construction, four operatories, plumbed with oxygen and Nitrous, big lounge, full finished basement, on a main street in Jamaica, Queens. Ten year renewable lease, dentist working part-time wants to sell. Willing to finance. Excellent opportunity for relocating or want to start from a solid base. Email to mwbhuyan@gmail.com.

Visit QCDS online at www.qcds.org

JACOBSON GOLDBERG & KULB, LLP

Attorneys and Counsellors at Law

585 Stewart Avenue Garden City, New York 11530 (516) 222-2330

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

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

TAX TIPS FOR DENTISTS

The 2016 IRS standard auto mileage deduction rates:

BUSINESS 54 CENTS PER MILE

MEDICAL 19 CENTS PER MILE

CHARITY 14 CENTS PER MILE

MOVING EXP. 19 CENTS PER MILE

Stuart A. Sinclair CPA

1120 Old Country Road • Plainview, NY 11803 Phone (516) 935-2086 Fax (516) 935-1787 website: DenTaxSolutions.com

e-mail: StuSinclair@yahoo.com



Want **new patients?**We're here to help.



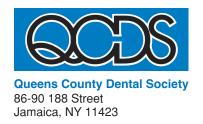
We go beyond the website to put new patients in your chair. Switch to Officite for better Google results, more Yelp reviews, and a bigger bottom line.

QCDS members – save up to \$514 your first month. Call 855.424.5088 for details.

Offer good through October 31, 2016.

855.424.5088
Officite.com/QCDSBulletin







MLMIC AGREES TO JOIN BERKSHIRE HATHAWAY FAMILY OF COMPANIES

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

Warren Buffett, CEO, Berkshire Hathaway

