

QCDS Scores Against Oral Cancer at Annual Citifield Screening



For the seventh straight year, Queens County Dental Society members went out to the ball game to make a strike against oral cancer. QCDS members screened fans and Mets staffers in the Jackie Robinson Rotunda at Citifield last August.

"I do this because I want to make people aware of oral cancer and possibly save a life," said Dr. Stuart Kesner, who has organized the event for the dental society since its inception in 2008. A life-long Mets fan, Dr. Kesner said he wanted "to encourage more people in our profession to give back to the community".

Over the years, many hundreds of people have been screened, and a number of suspicious lesions found. Last year, one young Mets staffer told a QCDS member about a recurring "cyst" that was again causing her discomfort, and had the area examined by a QCDS oral surgeon. She was referred for follow-up.

Voluntary screening programs, especially to under-served children, are incredibly valuable to help spot problems early. Partnering with local

—Continued on page 12

QCDS Members Join NY's Dentists' Mission of Mercy

By Gina Cucchiara, D.D.S.

Dentists, hygienists, assistants and non-clinical volunteers came from all over New York State to treat more than 1,200 dental patients at The New York State Mission of Mercy (MOM) Free Dental Clinic in Troy, New York. The event, which was held at Hudson Valley Community College, provided services to patients of all ages and in all specialties. The services available included cleanings, fillings, extractions, oral surgery, root canals, partial prostheses and even crowns. Among the QCDS members participating were Drs. Gina Cucchiara, Sudhakar Shetty, and Robert Shpuntoff.

The event was a remarkable accomplishment that took over 3 years of planning, fundraising and organization. More than \$300,000 was raised from both corporate and private sponsors. The college donated the space required for the event. The athletic center was divided into different sections, in-

cluding the registration desks, triage, radiology and treatment areas. The 108-chair facility was set up in just one day! And, no detail was overlooked. Each dental unit was equipped with compressed air, vacuum suction, a portable dental chair, an overhead light, infection control materials, and a variety of dental instruments and supplies. Volunteers worked continuously to provide sterile instruments for the 300 dentists working in shifts. Volunteers also escorted patients to and from the different areas, and gave patients post-operative instructions.

Even the rain could not deter patients from lining up at 6 A.M. and coming from near and far to be treated. Not a single patient was turned away. There were no complaints, only smiles, as patients received an estimated \$1 million in dental services. The first priority was to relieve pain and treat infections. Beyond extractions and root canals, den-

—Continued on page 8



An oral surgery area staffed by volunteer dentists was a feature of the Troy, New York Mission of Mercy.

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From the President

drbanvar@gmail.com



Protecting Our Profession

By Dr. Bijan Anvar

I hope everyone had a great summer. While summer usually provides our practices with some extra down time, we have been quite busy at QCDS. I have been working with our executive director preparing for our World's Fair of Dentistry, which is looking like we will have record numbers once again. With vendors donating great raffle prizes including an iPad mini, a Mercedes Benz children's ride on car, and many others (30 prizes and counting), this looks to be our best event yet!

We are looking forward to more great membership meetings and would like to remind you to bring a colleague. Let them see all that organized dentistry has to offer! For example, did you know that the ADA has negotiated a great discount for its members with Mercedes Benz? The discount is any-

where from \$500 to \$4,000 off! This savings alone can more than pay for your dues. This is just a small part of what our organization offers.

Our council chairs are always looking for volunteers to serve on their council, and this is a great way to stay involved, as well as staying informed and helping to guide our profession in the best possible direction. Please feel free to contact council chairs or our executive director for more information.

Your support and participation is constantly helping to advance our society and our profession. More than ever, that support is critical in maintaining the course. We need to protect our profession so that we may protect our patients. I thank each and every one of our members for their support!

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”



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From The Executive Director

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The Busy Season at QCDS

By Oleg Rabinovich

As I write this, I have just come back from the Oral Cancer Screening at CitiField. It was a true pleasure to see our members giving back to their community. The fans that were screened were truly appreciative of our efforts.

I also wanted to tell you how proud I am of the way our members step up. QCDS Headquarters received a phone call from a homebound elderly man who desperately needed to see a dentist, but could not find one who could come to him. I sent out an e-blast asking if anyone made home visits. Within an hour of the e-blast going out, we already had ten responses from our members willing to help. That truly shows the quality of our membership.

Our next major event we have is the "World's Fair of Dentistry" in September. It will be our largest event ever with nearly 40 sponsors, dozens of raffle items and over 300 people in attendance each day.

The ADA Annual Conference will be coming up in October in San Antonio, Texas. I am very excited to attend for the first time. I hope to see many of you there.

We are going to have a very busy fall after that, with lots

of events going on. Please take a look at our calendar at qcds.org to see everything we have planned.

Protecting the Profession

On a more serious topic, I was recently notified about a lab that was performing the unlicensed practice of dentistry. The information on that lab was given to me and I submitted that information to the Office of Professional Discipline and I will follow up with OPD to see about submitting that information to the Queens District Attorney's Office. If you know of any entities or individuals performing the unlicensed practice of dentistry, please contact me at 718-454-8344 ext. 306 or e-mail me at execdirqcds@aol.com to let me know. It is imperative that we protect the integrity of the dental profession by shutting down these illegal and dangerous operators. The health and safety of the general public is at risk if we do nothing.

Visit QCDS at www.qcds.org

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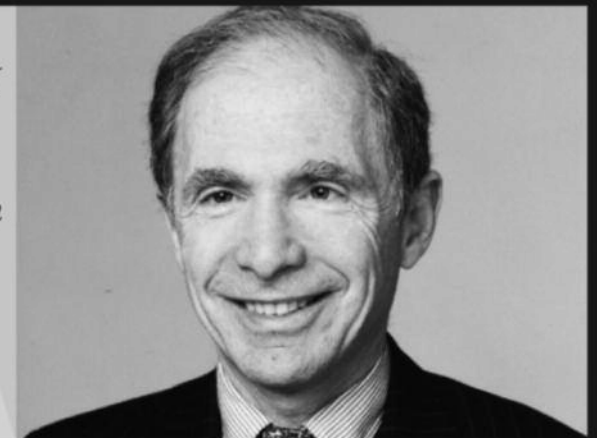
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Financial Focus: Is an IPO in Your Future?

By Lewis J. Altfest, Ph.D., CFP®, CFA

An IPO is an initial public offering. It means that a private company is now going to trade publicly with prices posted on an exchange. Companies go public because they need additional capital, because current values are advantageous for sale of part of their business, because they want to establish a public price for an enhanced sale price for their business, or just to bail out of a deteriorating situation. The question is which circumstance is true for the IPO you are interested in. Here is some advice that should help.

■ IPO's are cyclical. Many of them appear at certain points in the investment cycle. Specifically, many IPOs appear when markets have moved up and there is a lot of speculative fever. Alternatively, they are part of a prevailing fashionable concept of the time such as buy emerging technology or buy favored international markets. That is often exactly the wrong time to purchase these shares.

■ IPOs are subject to "cooking the books." Their historical results have not been made public before. Both the company and their investment bankers know what you are looking for—a consistent record of earnings growth. They may plan early to have that happen. For example, personal expenses and personal relatives may gradually be lifted to give the appearance of earnings growth over time.

■ Brokerage firms are subject to conflicts of interest. In theory, IPO prices are supposed to be based on the fair value of the company—one that represents a balance of the corporate client seller and investor buyer's interests. In reality, in the past it has sometimes appeared as if the public was given the shorter end of the stick.

■ Many IPOs, particularly those in hot markets, decline sharply in price whether 60 days, six months, or one to two years from the offering date.

In short, too often IPOs are like a bride and groom at their

wedding. They personally, and perhaps their relationship, will never look as good again. If you are going to participate you can cut the odds down by using the following procedures:

■ Stay away from participating in a hot market.

■ If you are offered a hot stock, defined as one the broker knows because of demand will open at a higher than IPO price, you can consider taking it. However, if you do, it often makes sense to sell it within the first day or so. Often the IPO price better reflects its true value. Needless to say, these deals have most frequently been provided to important clients of the firm.

■ Try to limit purchases to those companies you are familiar with. An example, as a dentist, you have a certain expertise and knowledge of pharmaceutical and dental technology areas.

■ Recognize that IPOs that are operating at a deficit are speculative. Speculative means you could lose your entire investment.

■ Have patience. Often you are given the opportunity to purchase a stock at a much cheaper price once the honeymoon is over.

“
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Mission of Mercy Treats More Than 1,200 Patients



Dr. Cucchiara in the Oral Surgery section, ready to treat some patients

—Continued from page 1

tists performed fillings and crowns, while hygienists brightened smiles with prophys. Crowns were made in-house using milling machines donated by Patterson and Henry Schein.

The purpose of the event was to raise awareness of the importance of dental health and hygiene. The results showed that when the dental profession gives back to the community, the public responds with gratitude. The next MOM event in our area will be held in Connecticut and QCDS members are invited to partake in a truly gratifying experience!

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 2015:

QUEENS COUNTY DENTAL SOCIETY 2015 BALLOT		
OFFICE	CANDIDATE	MARK 'X' To Vote
President	Sudhakar Shetty	Per Bylaws Automatically Ascends
President-elect	Ronald Garrett	_____
Vice- President	Eric Huang	_____
Secretary	Richard Yang	_____
Treasurer	Craig Tischler	_____
Historian	Prabhakar Koppikar	_____ write in
Delegates to the ADA 2015 (vote for 2)		
Rekha Gehani		_____
Prabha Krishnan		_____ write in
Alternate Delegate to the ADA 2015 (vote for 1)		
Stephen Quarcoo		_____ write in
NYSDA TRUSTEE (4 year term) (vote for 1)		
Prabha Krishnan		_____ write in
NYSDA DELEGATES (vote for 8)		
B. Anvar	J. Ledner	_____
R. Gehani	R. Shpuntoff	_____
M. Greenberg	B. Vallejo	_____
V. Jhaveri	B. Wasserman	_____
	write in	_____ write in
NYSDA Alternate Delegates (vote for 3)		
S. Kesner		_____
S. Quarcoo		_____
A. Queen		_____ write in
Board of Trustees- One year Term (vote for 25)		
H. Ajmera	M. Gandhi	S. Quarcoo
S. Akhtar	C. Gehani	A. Queen
C. Berkman	H. Gomez	R. Samuels
D. Bhagat	S. Kesner	A. Santana
M. Bhuyan	J. Kouzoukian	K. Schirmer
H. Biller	L. Lehman	I. Schwartz
G. Cucchiara	A. Lighter	V. Shah
A. Feigenbaum	R. Olan	R. Sherman
write ins		L. Takhalova

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OFFICE	CANDIDATE	MARK 'X'
President	Kathryn Schirmer	_____
Vice- President	Prabha Krishnan	_____
Secretary / Treas	Ronald Garrett	_____ write in
Members of the Dental Board of Directors (vote for 13)		
B. Anvar	D. Kalman	R. Shpuntoff
C. Berkman	J. Kouzoukian	write ins
D. Bhagat	J. Ledner	_____
C. Gehani	A. Queen	_____
M. Greenberg	O. Rabinovich	_____
E. Huang	S. 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 7th 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 4th General Membership meeting.

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Providers May Sue Insurers For Violations of New York Prompt Payment Law Claims

By Joshua S. Levine, Esq.

Section 3224-a of the New York State Insurance Law provides that insurers must pay "clean" claims submitted by providers within 45 days of the receipt thereof. The New York State Department of Financial Services ("DFS") has the ability under the law to impose interest charges and financial penalties of up to \$5,000 per violation upon insurers who do not comply with the law's requirements.

In March of this year, a New York State appellate court affirmed that health care providers, including dentists, have a private right of action under the prompt payment law and may sue insurers directly for violations thereof. As DFS has limited resources with which to enforce the prompt payment law, it is hoped that this ruling will force insurers to pay greater attention to compliance with its provisions.

Joshua S. Levine, Esq., is a partner at the White Plains, New York law firm of Danziger & Markhoff LLP. This firm is a business and tax-oriented law firm that has been representing dental practice owners in the New York metropolitan area for 50 years. Mr. Levine may be reached at 914-948-1556 or at jlevine@dm-lawyers.com

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QCDS Scores Home Run Against Oral Cancer at Annual Citifield Mets Dental Screening

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groups like the Mets allows the dentists of QCDS to reach more people over a short period of time. We can educate people about the importance of oral cancer screenings and regular checkups.

Each year in the United States 35,000 people are diagnosed with oral cancer and 8,000 people die from the disease. Suspicious lesions are often discovered during these voluntary screening programs. "If you catch it early, like a routine dental visit, there's an 80-90 percent survival rate and that's just from a painless 2 minute screening at the dentist" said Dr. Kesner about oral cancer.

Along with the screenings, toothbrushes, toothpaste, and Mets key chains were distributed to the attendees.

With the death this year of baseball legend and Hall of Famer Tony Gwynn at the age of 54 from oral cancer, this screening had extra meaning to the many baseball fans that were seen this year.

Dr. Kesner's team included dental residents from Jamaica Hospital and Brookdale Hospital, as well as practicing QCDS dentists and his own office staff. Over 30 dentists and dental residents participated this year, including Dr. Stuart Kesner; President-elect Dr. Sudhaker Shetty; Immediate Past President Dr. Doron Kalman; Past Presidents Dr. Viren Jhaveri, Dr. Charlene Berkman, Dr. Alan Queen, and Dr. Mercedes Mota-Martinez; QCDS Bulletin Editor Dr. Boris Arbitman; and Executive Director Oleg Rabinovich.

Unfortunately, the Mets lost 3-2, but there's always next year.



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Friday, October 24 10:00 a.m.

Socket Presentation and Bone Grafting 2 C.E. Credits

A tooth extraction without socket grafting produces up to 60 percent shrinkage of bone as the hard and soft tissues heal. In the "smile zone," this defect causes a significant esthetic challenge. You and your patients will appreciate the esthetic and functional advantages of socket grafting. There are many materials available for simple, fast, predictable grafting. When patients are educated about the desirability of socket grafting, most accept the procedure. Whether you are planning an implant when the socket heals or placing a Pontic in the location of the healed socket, grafting is a proven and desirable procedure. Included in this presentation are grafting materials, membranes, and step-by-step easy procedures. Patients will appreciate having this procedure done, if you only tell them about it. Make socket grafting a routine part of your practice!

Continental Breakfast Included

Instructor: Dr. Al A. Gulum

Tuition: ADA member/staff: Free

Friday, October 31 9:00 a.m.

Topic: Risk Management 4 C.E. Credits

Do you know how long you are obligated to store patient records? What information needs to be included in a medical history? How do you legally terminate a professional relationship with a patient? Answers to these and many other legal questions are provided in this course. Course qualifies for malpractice policy discount.

Instructor: Dr. Kenneth Treitel

Tuition: ADA member/staff: \$135 Non-ADA member: \$260

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

Tuesday, November 7 7:00 p.m.

GENERAL MEMBERSHIP MEETING 2.5 C.E. Credits
Buffet Dinner 6:15 p.m.

7:00 p.m. "What You Need to Know About
Surgical Guides for Implants"

This course will inform clinicians how to incorporate efficient and effective use of surgical guides into their implant therapies for greater accuracy and efficiency. Implants are an important part of contemporary dentistry and placing and/or restoring implants can be clinically and financially rewarding. However, implants placed in a non-ideal fashion can make prosthetic restoration difficult and expensive, leading to inconvenience and frustration. Using surgical guides during implant placement facilitates ideal implant placement and enhances the final results.

Course Goals:

Participants who complete the course should be able to:

1. Understand the proper location for implants, both in relation to each other and natural teeth
2. Appreciate the average dimensions of natural teeth as they relate to restorative dentistry
3. Understand the importance of a pre-surgical evaluation
4. Understand different methods of fabricating a surgical guide for implants
5. Recognize the advantages and disadvantages provided by the different types of materials that can be used in the construction of surgical guides
6. Appreciate how surgical guides can also be used as radiographic guides
7. Appreciate the benefit to treatment planning that surgical guides can provide
8. Appreciate the surgical benefits that surgical guides can provide
9. Appreciate the restorative benefits that surgical guides can provide

Instructor: Dale Rosenbach, D.M.D., M.S.

Friday, November 14 10:00 a.m.

**Placing Mini Implants –
Simple, Safe, and Effective** 2 C.E. Credits

About 20 percent of your adult general practice patients are edentulous, and they would love to have mini implants to retain and support their dentures if they only knew they are available and where to get them. This video contains the latest and best types of mini implants and the most adequate methods to place them for several clinical situations. Gordon offers the most current information on this topic, including the necessary equipment, supplies and techniques and a simple, live, step-by-step procedure placing the mini implants in a patient. We have seen placement of these implants change patient's lives for the better, as well as offering practitioners an exciting new aspect of dentistry to incorporate into practice. Continental Breakfast Included

Instructor: Dr. Al A. Gulum

Tuition: ADA member: Free

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Study Clubs October/November

Dr. Fialkoff Study Club

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Oct 14 7:00 -10:00 p.m.

Topic: "World Renown Cardiologist"

Speaker: Dr. Richard A. Schlofmitz, M.D.

Location: 47-10 Bell Blvd., Bayside

Nov 12 7:00 -10:00 p.m.

Topic: "Nutritional Support for Oral and Systemic Health"

Speaker: Steven H. Langsam, D.M.D., P.C.

Location: 47-10 Bell Blvd., Bayside

Dietary Concerns:

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

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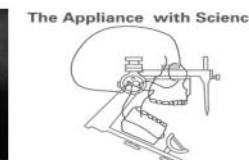
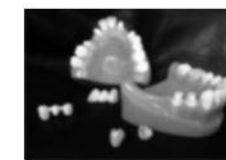
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