

New Residents and Students Welcomed To Dentistry at Latest QCDS Dental Expo

Queens County Dental Society dealt a winning hand with its recent Annual Student and GPR Resident Practice Management Pearls Expo. More than 40 students, residents and program directors from neighboring hospital programs joined the exciting evening at the QCDS headquarters.

The program, which ran for five hours, began with a talk by cosmetic dentist Dr. Hemali Ajmera titled "Practice Management Pearls: Restoratives." She delivered a hands-on workshop style discussion that discussed cosmetic dentistry and minimally invasive techniques, touching on major brands VOCO, Shofu, Ivoclar Vivadent, Kerr Restoratives, Kulzer, Tokuyama, and Cosmedent. They will help prepare students and residents for success in private practice as they showcased their best-in-class products and presented generous gift bag items. Attorney Jennifer Kirschenbaum lectured on "DSO Employment vs. Practice Management vs. Going Solo: The Benefits and Pitfalls of Our Current Practice Models," in which she discussed restrictive covenants, contract negotiation, and lease arrangements.

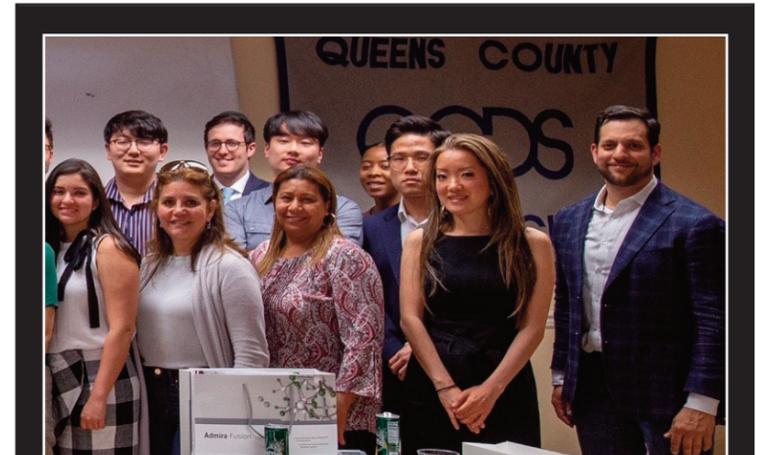
Robert Malandrucolo continued the program with a talk titled "Starting a Practice vs. Buying a Practice. What's Right for Me?" and extended an invite to the new residents to schedule a private sit-down to discuss financial concerns.

Guest speaker Dr. Brijesh Chandwani continued with a talk on "Botox: The Good, The Bad and the Ugly." The lecture was designed to introduce knowledge, safety, sites and protocol of administering injections in the jaw muscles. Dentists learned concepts of administering injections intramuscularly. Key concepts included assessment, planning, implementation and evaluation of the patient with respect to the administration of medication intramuscularly.

During the lectures and networking, a spread of hors d'oeuvres and a gourmet dinner was served.

QCDS Membership Chair and Immediate Past Chair of the New Dentist Committee Dr. Hemali Ajmera coordinated this event. Throughout the evening Dr. Ajmera stressed the importance of organized dentistry. The residents and students were invited to attend QCDS general membership meetings and were informed of the benefits of joining their local den-

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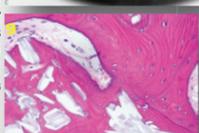
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From the President

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Dental Opportunities

By Dr. Craig L. Tischler, D.D.S.

Not to sound like a dental snob, but I really cannot believe what a wonderful profession dentistry truly is!

When I think about my professional life, my 35-years in dentistry, I feel like I could write a book. Certainly, I think I have seen it all! But, seriously, I do believe that as a career choice there is nothing that offers a person more than dentistry. Think of the art and science of it all. The options to specialize, the variety of sectors dentists can and do practice in, forensics, research or academic opportunities. The ability to practice 24/7. Holidays can be spent working on patients or off, half days, full days, evenings, weekends on or weekends off entirely, Fridays off, the half joke about Wednesday golf—I mean seriously anything and everything goes! You can own or rent, practice with or for someone, be independent. The options available for dentists are as individual and creative as a person can dare to be. We all know that creativity is the hallmark of dentistry.

When I think about what makes someone successful, it certainly is about quality of life. As a dentist, you can incorporate your lifestyle, your personal likes, your family's wants

and needs into your professional life for a quality and satisfying career.

What I find most interesting is that wherever I am in the world, anytime I am traveling, I always seem to find other dentists—or they find me. We are on the tours together, on the slope, next to each other on the lounge chair and on the same flights. We are everywhere, but what I find most fascinating is how it always seems to come out that they are dentists. I believe it's a pride in their profession that seems to resonate from dentists.

Whether these colleagues are male or female, urban or rural dentists, new or seasoned dentists, from the U.S. or other countries, they all seem to be passionate about dentistry. It is always fascinating to learn about the world that other dentists live and practice in.

I am so proud to be able to talk about life as a dentist in Queens. As we talk, I realize how connected we as dentists really are, how incredible and ever changing the profession is, and how much and on so many levels what dentistry has to offer the next generation of dental leaders.

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(As of June 2019)

Health Care Provider? What About Caring for You?

By Dr. Charlene Berkman

How can we call ourselves a “Health Care Provider” if we don’t take care of the most important person; ourselves. We make decisions every day: what course of actions we will take; how to live our lives to the fullest, happiest; and how to proceed forward with these goals.

What health and healthy choices have you made today? This month? This year, even? It does no good to think about these choices, to discuss, articulate and ponder them—without an action plan. You can plan, examine, review, and choose to be healthier. From there, set your goals and intentions on paper.

Focus your decisions on the goal you want to achieve: A ten-pound loss? A healthier you? Better diet? More reading? Less stress? You cannot make a true difference for the better unless and until you commit to a personal strategic action plan. Write it down! Set out your goals!

Your personal health will make you a better dentist. You have a choice to speak to your patients about health and wellness and to demonstrate it—or not. Your actions will speak volumes to your patients. A healthy you will encourage them to lead a healthier, happier life with a better smile and a healthy body.

If you want to be a happier, healthier you the decision is up to you. It determines how you proceed through life as a confident and capable professional. Are you up to the task of helping yourself and addressing your own personal needs?

Lead by example and show yourself, your staff and your patients that you have chosen a healthier lifestyle and a healthier self. This is the challenge we give our patients daily: brush better, eat better, live better. Take the rhetoric and change it into your goals to enhance your healthier choices in your life!

*If you have not yet renewed
your membership,
please do so as soon as possible.*

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



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NYSDA Report

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The ADA Collaboration with CVS

By Chad Gehani, D.D.S.

EDITOR’S NOTE: Following are excerpts from an address by American Dental Association President-Elect Dr. Chad Gehani, to the New York State Dental Association House of Delegates last June.

As a past president of the New York State Dental Association, it’s good to be home! Thank you for the lovely invitation to join you for your annual session.

As a tripartite organization, our greatest strength is achieved by working together, and it is vital for us to connect as leaders to move our profession forward. I am grateful for the opportunity to do that today.

I have been a proud ADA member for 40 years. And now, beyond membership, I have the privilege of serving as the ADA’s president-elect.

The ideas of dentists helping dentists and dentists helping patients are more than ideas to me—they are central to my professional values. They are also at the heart of the ADA’s mission. I’d like to spend our time together discussing an ADA initiative that fulfills the philosophy of dentists helping dentists and patients.

I’d also like to talk about how our commitment to dentists and patients has bolstered recent actions the ADA has taken on a challenge facing the profession. In 2018, the ADA announced a three-year oral care collaboration with CVS. With five million customers served at CVS Pharmacies each day, the ADA saw an opportunity to help patients take better care of their oral health from the dental chair to daily at-home care. The campaign provides consumer-friendly, evidence-based guidance about dental products sold over the counter—such as toothpaste, toothbrushes, interdental cleaners, and mouth rinses.

ADA messaging is featured on in-store signage, circular advertising and special displays in the oral care aisle. This collaboration also promotes products with the ADA Seal of Acceptance, which two-thirds of Americans recognize as the gold standard of dental products.

In the spirit of dentists helping patients, the ADA’s partnership with CVS does two things:

- We’re able to meet consumers where they are—at the neighborhood pharmacy as they make decisions for themselves and their families about how to maintain their oral health.
- The partnership also puts credible ADA information front-and-center, and the public is encouraged to select products that have been scientifically vetted and clinically validated by our organization.

In the spirit of dentists helping dentists, the partnership also connects local ADA dentists with CVS customers through the Find-A-Dentist tool on CVS.com’s ADA microsite.

Overall, we’ve enhanced consumer awareness of good oral hygiene and have found a new avenue for maintaining the ADA’s trusted position of authority and respect among the public.

Our relationship with CVS has been positive. However, we’ve learned that CVS is providing direct-to-consumer dental aligners through its stores. The ADA has long been vocal about its stance on do-it-yourself dentistry. ADA policies oppose DIY teeth straightening and direct-to-consumer dental laboratory services.

Our chief concerns are centered on patient safety, transparency in diagnosis and treatment planning and patient recourse, if the results are not positive.

As an evidence-based group, we are also concerned that there are no peer-reviewed studies published on the safety and efficacy of DIY orthodontics. ADA leaders will be meeting with CVS in the next couple of weeks to further address our position on the issue of

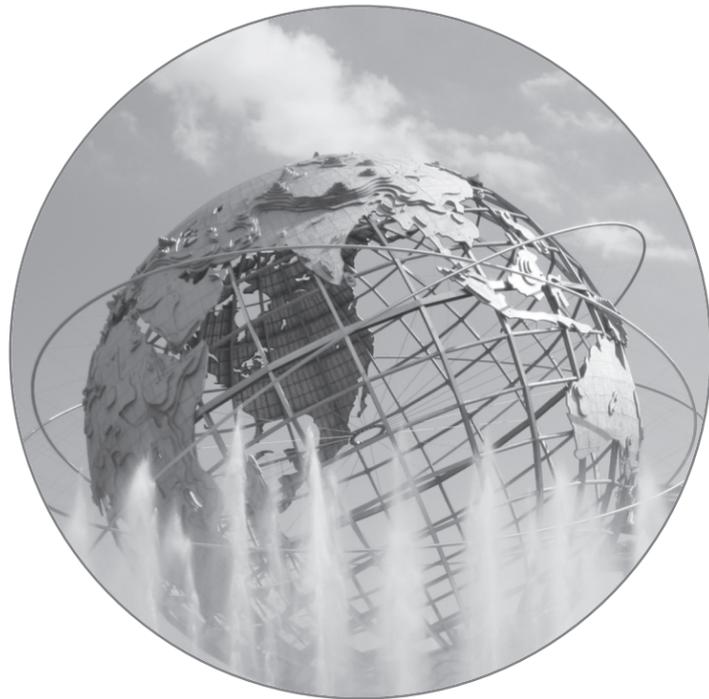
DIY dentistry and to foster our existing oral care collaboration.

The ADA’s relationship with CVS was born with the intention of putting millions of Americans on the path to oral wellness through education and engagement. Because of the recent events surrounding DIY dentistry, some ADA members have expressed concern about our collaboration with CVS. But the issue at hand is not really about CVS at all. The big picture is about a challenge facing our profession, and that is the removal of our ongoing clinical judgment, expertise and guidance from the equation of diagnosis and treatment. When it comes to a smile, dentists know that there is so much more than what we can see.

Only a dentist should be in charge of diagnosing or treating a patient. The relationship between the patient and the dentist should be sacrosanct. As a profession, our responsibility is to the patients we serve. Our allegiance is to the science that dictates our practice. As an organization, the ADA strives to protect the profession from any influences that challenge the delivery of evidence-based, optimal care for our patients. Severing our ties with CVS will not produce the desired result on the DIY issue. Direct-to-consumer products

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From the Executive Director

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Get Involved with Organized Dentistry

By Oleg Rabinovich

Voting in QCDS and ICDE Elections

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 to do so!

Any member interested in being considered for an elective position should submit a letter of interest and CV to the executive director 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. The QCDS Nominating Committee consists of:

- The last two immediate past presidents;
- Two members elected by the Board of Trustees at its April 16, 2019 meeting;
- Three members elected by the membership at the May 7, 2019 membership meeting;
- Three alternates elected by the membership at the May 7, 2019 membership meeting;

The president acts as chairman without the right to vote.

The Nominating Committee will report its selections at the October 1, 2019 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 1, 2019 membership meeting. No additional nominations, including nominations from the floor, will be accepted. Voting for all elective offices is scheduled for the November 5, 2019 membership meeting.

ICDE Elections

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 1, 2019 membership meeting, with voting at the November 5, 2019 meeting.

For the latest Society events and news
be sure to check the QCDS website:
www.qcqs.org

If you are not yet ready to seek elected office yourself, please remember to vote on November 5. Every vote counts. Make your voice heard by voting for the candidates that you support and who will fight for what you believe in.

Employee Voting in General Elections

Employers should be aware that the State of New York recently amended section 3-110 of the Election Law to expand the obligation to provide all employees (those registered to vote) paid time off to vote in all elections.

New York has had a law on this topic for more than 100 years. Since 1976, the law has required employers to provide employees time off to vote without a loss of pay (up to two hours) if the employees did not have "sufficient time to vote outside of working hours." If employees had four consecutive hours either between the opening of the polls and the beginning of a working shift, or between the end of a working shift and the closing of the polls, the employee was deemed to have sufficient time to vote. Since the polls in New York are generally open from 6 a.m. to 9 p.m. on election day, most employees had "sufficient time" to vote under the old law.

However, in April of 2019 the law was changed. Under the new law, employees no longer need to show any inability to vote outside of working hours. Instead, all employees may take time off to vote without a loss of pay (increased to three hours).

As was the case under the old law, the time off must be taken at the beginning or end of the employee's shift, at the discretion of management. (Management is free to agree to other hours, but is not required to do so.)

Additionally, as under the old law, every employer is required to post a notice of these rights at least ten days prior to every election. Employees who wish to request time off to vote must make such a request at least two days prior to election day. A copy of the new law, as well as the recommended notice to employees, can be found at <https://www.elections.ny.gov/NYSBOE/elections/AttentionEmployees.pdf>.

The law requires employees to be paid for time off (up to three hours), but does not address whether the employer may charge time off to an employee's available leave bank (i.e. vacation or personal time).

The law fails to address a number of issues. For example: the law is silent on whether an employer may require proof that an employee actually voted. Are part-time employees eligible for paid time off? What about employees who work primarily at night, but whose shift may partially overlap with the 15 hours that polls are open?

Finally, note that the law applies to all elections. That would include national, state, village, county, and school district elections, for example. Primary elections are also covered.

QCDS Members and Guests Spend An Evening with the New York Mets

By Dr. Charlene Berkman

Did you have your reserved tickets for QCDS's night at the CitiField? If not, you missed fun, fellowship and amazing snacks! Those who attended the game on April 30 saw the Mets beat the Reds. Fans were treated to a tenth inning spectacle ending in a victory for the Mets!

Many QCDS members came to the game with their friends, family and staff. It has become an annual event for QCDS and this Mets game did not disappoint.

The weather, while seasonably cool, was clear and dry. The food, with many new selections including kosher, was better than ballpark quality and QCDS members had many ticket seating options.

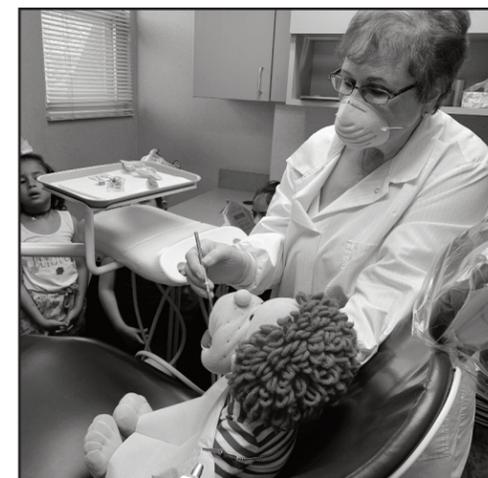
A night out with staff creates an opportunity for team building and lets staff and guests see you, the dentist, in a relaxed atmosphere.



PS 343 Pre-K Class Learns Dental Care, Eating Healthy with Dr. Heidi Nelson

Dr. Heidi L. Nelson, with an office in Sunnyside, hosted her annual visit by the pre-kindergarten class of PS 343. The children had a great time discussing how to keep their mouths healthy, eat well, and observing as Dr. Nelson examined her puppet friend, Joe. They got to help and check out some of Dr. Nelson's tools and view some x-rays. A few children said they thought they might like to be dentists someday.

Joe and Dr. Nelson have visited many schools over the years and have also sung, discussed nutrition and participated in various career days as well. Joe seems to be a great teacher!



Dr. Nelson examined her assistant, Joe, as pre-kindergarten children observed the procedure.



A smiling Dr. Heidi Nelson, center, with her helper Joe on her lap, is surrounded by the pre-school children from PS 343, who visited her Sunnyside office.

New Residents and Students Welcomed To Dentistry at Latest QCDS Dental Expo

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tal society. The importance of dental representation at the state and federal level was reinforced and the residents learned just how much PACs do for the dental profession.

The event was sponsored by Bank of America, Philips

Sonicare, CareCredit, Dr. Eric Studley Guardian Disability Insurance, and MLMIC.

Hundreds of dollars in raffle prizes were presented and residents also enjoyed having their professional headshots taken as a bonus gift to prep them for social media use.



Estate Taxes: Still A Problem for New York Even If You Live Elsewhere, This Still May Affect You!

By Andrew Altfest, MBA, CFP®, President and Keith Feinberg, JD, CFP®, Financial Advisor

The turning of a new year can be a good time to re-examine estate planning issues that may affect you, especially if you live in the State of New York. The federal Tax Cuts and Jobs Act of 2017 put in place at the start of 2018 was beneficial for most large estates, but state estate tax regimes operate independently, and can have a very different impact. How do the two systems work in your favor—or against you—if you're a New Yorker?

In November 2018, the Internal Revenue Service announced that the inflation-adjusted federal estate and gift tax exemption would rise for 2019 to \$11.4 million per individual, up from \$11.18 million in 2018. That means an individual can now leave \$11.4 million to heirs without paying federal estate or gift tax, while a married couple will be able to shield \$22.8 million.

New York's 'Estate Tax Cliff'

Over the past several years, states have enacted legislation to increase estate tax exemptions to match the former federal exemption. As a result, there's now a roughly \$5 million gap between the federal and state estate tax exemptions in New York. An estate plan that centers entirely on leveraging the new, larger federal exemption could end up wildly exceeding the state exemption.

For New York State residents, the estate tax exemption is much lower than the federal one, at \$5.74 million. If a New York resident dies with an estate valued at an amount falling between the New York and federal exemptions, the New York estate tax will be applied to the entire estate—a liability that can exceed \$1 million.

In most states, an estate is taxed on a percentage of the amount by which its value exceeds the state's exemption. However, New York implements a "cliff rule"; if an estate exceeds the exemption by more than five percent (a buffer zone of only about \$265,000), the exemption is effectively disregarded and the entire estate is subject to the estate tax. The estate "falls off the cliff." With a top rate of 16 percent, an enormous tax bill can arise, if planned incorrectly or carelessly.

If your taxable estate is currently equal to or over the exclusion amount, or you believe that over time it will be, then the cliff could be a peril for your family.

For estates below the New York exemption, the cliff may not directly matter, but it's still important to revisit your estate plan to make sure it reflects your wishes, your present circumstances and current law. Even if your estate is not currently taxable, or you live outside New York State, certain tax law changes may cause provisions of your estate plan to operate differently than originally intended. An investment planning and strategies firm can provide trust and estate guidance, and work with your legal advisor to find the right structure for your estate.

Preparing Your Family for Wealth

One of the most difficult, but important, parts of preparing your family for an inheritance is an open and frank discussion with your spouse, children, executors and trustees about the future.

In order to make this wealth transfer go smoothly, it's critical to have a thoughtful and deliberate estate plan in place. Estate plans often comprise a complicated and intricate series of maneuvers to shield the estate from excessive taxation and ensure beneficiaries receive and manage inherited wealth successfully. Remember that "failing to plan is planning to fail" when it comes to estate planning.

Review Your Plan Before It's Too Late

Perhaps you have an estate plan created years ago by the family attorney. Although the plan was sound and relevant at the time, your family situation, assets and tax laws have all undergone significant change. Maybe you have even been traumatized by having to administer a loved one's estate because proper planning wasn't completed. Is worrying about whether the same will happen to your heirs keeping you up at night?

When speaking with clients, we often receive the same questions: How will my estate plan work? Which document does which job? Will my family be forced to pay taxes? How can I make sure my family is equipped with the understanding, knowledge and support to administer my estate?

It's incredibly important to involve surviving family members in discussions surrounding an estate plan. Doing so allows for open and frank discussion regarding changes to family situations, tax laws and even a client's wishes for their assets.

Transitioning Your Dental Practice

An element of estate planning for some involves preparing to transition a dental practice as you age and look forward to retirement. Questions to ask as you move into this phase are: How much is my practice worth? How can I find out about valuation? How can I protect the value of my practice if I were to die prematurely? And how will selling or transferring my practice affect my estate plan?

Andrew Altfest, MBA, CFP®, President, is a leading voice on the firm's Portfolio Action Group. He drives financial planning and investment strategies across the firm. He earned an MBA from Columbia University's Graduate School of Business.

Keith Feinberg, JD, CFP® works to help clients and their families achieve their goals by creating customized and comprehensive financial plans. He specializes in estate planning and tax planning. He earned a J.D. from St. John's University School of Law.

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CPR Certification 4 C.E. Credits

Topic: Basic Cardiac Life Support

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 a.m. A \$15 late fee will be assigned those who pay or register on the day of the event.

Instructor: Have Dummy Will Travel BLS Instructor

Tuition: ADA member/ADA member staff: \$115.
Non-ADA member: \$260.

A light dinner will be included.

Refund Policy: A full refund is available until the day before the lecture.

Thursday, September 12 6:00 p.m.

Infection Control 4 C.E. Credits

In the past this course has had an overwhelmingly positive response from those clinicians and their staff who want to stay informed about the latest infection control recommendations and does so with 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. A \$15 late fee will be assigned those who pay or register on the day of the event. Pre-registration is required. Call 718-454-8344 to register. Class begins promptly at 6:00 p.m. A light dinner will be included.

Instructor: Safety Compliance Services

Tuition: ADA member/ADA member staff: \$95.
Non-ADA member: \$260.

Refund Policy: A full refund is available until the day before the lecture.

Friday, September 13 9:30 a.m.

Video Study Club: Anterior Esthetic Crown Preparation 2 C.E. Credits

Dr. Spear leads you through the entire process of creating naturally beautiful anterior crowns, including preparation, design, model demonstration and live patient video.

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 will be included.

Instructor: Dr. Al Gulum

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

Refund Policy: A full refund is available until the day before the lecture.

Tuesday, October 1 7:00 p.m.

General Membership Meeting 2 C.E. Credits

7:00 P.M. – Providing Effective Feedback to Staff:
Using the STEER Methodology

What if you could find better ways to get your staff to act with more proficiency? The results for your business would be significant. More satisfied patients. Happier co-workers. And, you would be relieved of some sources of stress. This presentation on providing feedback in the workplace suggests tools that you can use to give more effective feedback to your staff. STEER is an acronym that represents five main principles of feedback: specificity, timing, explanation, emotion, and reinforcement.

Speaker: Dr. Matthew Siegel

8:00 P.M. – Restoration of the Endodontically Treated Tooth: It's Not Dead!

Endodontically treated teeth pose a unique restorative challenge due to their characteristics which include large areas of missing and excavated tooth structure, presumably due to caries or sizeable pre-existing restoratives, and brittle condition due to loss of internal blood supply. This seminar will address these factors while emphasizing function and longevity of the resulting restoration for the benefit and satisfaction of the patient.

Speaker: Dr. James Kouzoukian

Free admission to all members. Non-QCDS members by invitation only. Dinner included.

Refund Policy: A full refund is available until the day before the lecture.

Friday, October 4 9:30 a.m.

Video Study Club: 2 C.E. Credits

Topic: Crowns – Materials and Techniques for the Best Results

One crown type does not fit all, as new materials are evolving routinely. Neither does one technique suit every clinical situation. The array of crown types is daunting, and it is difficult to determine which type is best for each varied clinical situation. This video describes a rational procedure to select the best material type for each specific patient's esthetic needs, occlusion, caries activity, and financial ability. Included topics are differences in current materials, tooth preparation differences; the most adequate digital or conventional impressions; and how to cement without debonding. You and your patients will benefit from this research and clinical technique presentation.

Topics include:

- Why Is There Confusion About Crown Types?
- Factors Relating to the Decision on Appropriate Crown Type
- Types of Crowns and Expected Longevity
- Are Crown Preparations Different for the Various Crown Types?
- Impressions – Conventional or Digital?
- Characteristics of Types of Crowns
- Types of Crowns – Gold Alloy
- Types of Crowns – Porcelain-Fused-to-Metal
- Types of Crowns – Full-Strength Zirconia 3Y Zirconia/Generation 1
- Types of Crowns – Translucent, Esthetic, Anterior Zirconia 7Y Zirconia/Generation 2
- Types of Crowns – Translucent, Esthetic, Anterior Zirconia 5Y Zirconia/Generation 3

—Continued on page 16

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CE COURSES

PRE-REGISTRATION IS REQUIRED, EXCEPT GENERAL MEMBERSHIP MEETINGS. CALL 718-454-8344 TO REGISTER.

—Continued from page 15

- Types of Crowns – Translucent Zirconia Coming
- Types of Crowns – Veneered Full-Strength Zirconia (Zirconia-Based)
- Types of Crowns – Lithium Disilicate
- Types of Crowns – Lithium Silicate
- Types of Crowns – Polymer
- Comparing Crown Types for Patient Consideration
- Informed Consent for Patients
- Are Different Cements Necessary?

Instructor: Dr. Al Gulum

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

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

Refund Policy: A full refund is available until the day before the lecture.

Friday, October 11 9:00 a.m.

Topic: The Patient Experience - 4 Lessons from Disney to Dentistry 3 C.E. Credits

Travis literally wrote the book. His Amazon best-selling book, "The Patient Experience, 4 Lessons from Disney to Dentistry" has been recognized in the industry as a must read. Walt Disney was not just a great visionary, he guided and lead an organization that inspired millions. Travis brings it to you. Leadership originates with a guiding vision which motivates and inspires the team while establishing expectation in the hearts and minds of patients. Learn the importance of discovering and aligning practice with vision. Understand the power of the "Three S's" of experience: Attracting and retaining the right staff, establishing the correct structure, and providing the appropriate setting to achieve desired results. Ultimately, discover the relief and freedom that leadership provides.

Learning objectives include:

- Value the benefits of practice leadership as applied to the business of dentistry
- Differentiate leadership and management within a practice
- Comprehend and relate applicable leadership principles
- Recognize and value practice organizational culture
- Acquire a mindset for attracting and retaining an aligned team
- Learn the importance of creating a structure which supports the vision
- Determine how physical environments contribute to the vision
- Benefit from an exceptional patient experience

Instructor: Travis A. Frederickson

Tuition: ADA member/staff: \$30 Non-ADA member: \$130

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

Refund Policy: A full refund is available until the day before the lecture.

Friday, October 18 9:00 a.m.

Topic: "Bone and Soft Tissue Grafting" 3 C.E. Credits

Contemporary implant practice has advanced significantly over the past four decades. It is no longer considered appropriate to follow a "bone driven" approach. Rather, a "prosthetic driven" approach is favored. Careful prosthetic driven planning often leads to the discovery that there is insufficient bone to place implants in correct position. Bone grafting allows for the "creation"

of additional bone in order to accommodate correct implant placement. When, how and why to utilize this advanced modality will be covered.

Instructor: Dr. David E. Azar

Tuition: ADA member/staff: \$40 Non-ADA member: \$140

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

Refund Policy: A full refund is available until the day before the lecture.

Sunday, October 27 9:00 a.m.

CPR- Certification 4 C.E. Credits

Topic: Basic Cardiac Life Support

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 a.m.

Instructor: Have Dummy Will Travel BLS Instructor

Tuition: ADA member/staff: \$115 Non-ADA member: \$260

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

Refund Policy: A full refund is available until the day before the lecture.

Friday, November 1 9:30 a.m.

Video Study Club: "Effective Provisional Restorations" 2 C.E. Credits

Staff members make excellent provisional restorations! Making provisional restorations is a staff function for an efficient, effective dental practice. Staff can become better at making provisional than most dentists! How is the competency of your staff at this procedure? When properly constructed, staff-made provisional restorations save you time, effort and money. They also increase team members' interest and job satisfaction. Learn well-proven techniques for making provisional restorations ranging from single crowns to multiple tooth restorations, how to cement them with minimal or no tooth sensitivity, optimum occlusion and esthetics, well-fitting margins, and maximum strength. Competency in making temporary restorations is among the most needed of all functions commonly delegated to your clinical team!

Topics include:

- Characteristics of an Ideal Provisional
- Prefabricated Provisional Restorations
- Custom-Made Provisionals
- Laboratory-Made Provisionals
- Desirable Resin Characteristics for Provisional Restorations
- Single-Tooth Provisional Restorations
- Inlay/Onlay Provisional Restoration
- Three-Unit Fixed Prosthesis Provisional Restorations
- Reinforcement of Provisional Restorations
- Multi-Unit Provisional Restorations
- Superficial Coloration of Provisional Restorations
- Provisional Cements
- Long-Term Use of Provisional Restorations

- Negative Characteristics
- Educating Staff to Fabricate Provisional Restorations
- Educating Patients about the Limitations of Provisional Restorations

Instructor: Dr. Al Gulum

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

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

Refund Policy: A full refund is available until the day before the lecture.

Sunday, November 3 9:00 a.m.

Topic: "Updated For 2019: Medical Emergencies 5 C.E. Credits In The Dental Office—New Algorithms and Routes of Administration for Emergency Drugs, How to Save a Life (Including Your Own)"

A crisis situation can—and likely will—occur at some time in your practice. Many potential medical emergencies can be prevented. Gain a comprehensive command of the essential knowledge and skills needed to handle a life threatening medical crisis. There are more medically compromised patients coming to offices than ever before. Acquire up-to-the-minute actions for dealing with a medical emergency while challenging preconceived or outdated ideas. Daniel Pompa, DDS – Oral and Maxillofacial Surgeon, ADA Consultant and Seminar Series Speaker – discusses the prevention, preparation, recognition and management of medical emergencies delivered in an interactive, high energy, multi-media presentation. A step-by-step medical approach using basic physical diagnostic methods is reviewed, giving the attendee a clear understanding of these medical findings. Explore the "Conversational History" and how it will uncover medical issues not revealed by the standard health history form. Additionally, the participant will learn simple, non-invasive critical tests that can reduce overall risks. Clearly delineated are indications for emergency drug use and proper dosages, as well as a demonstration of how to assemble and maintain an ideal emergency drug kit. The newest techniques for drug administration will be shown for participants to hone their skills utilizing simulation models and real drugs. Dr. Pompa may incorporate live demonstrations to enhance the learning experience depending on the venue format. Attendees will receive and review color-coded instructional cards depicting the most common life-threatening situations with algorithms, providing an easy to follow action plan for both dentist and team members. Also reviewed are the legal and moral obligations that are presented during a medical crisis.

Emergencies covered Include:

- Adrenal Insufficiency
- Anaphylaxis
- Angina
- Asthmatic Attack
- Cardiac Arrest
- Hyperglycemia
- Hyperthyroidism

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.

- Hyperventilation
- Hypoglycemia & Insulin Shock
- Hypothyroidism
- Mild Allergic Reactions
- Myocardial Infarction
- Orthostatic Hypotension
- Seizures and Epilepsy
- Stroke (CVA)
- Syncope

Learning objectives include:

- Discovering three simple chair-side, non-invasive tests to help avoid an emergency
- 8 Recognizing the most frequent life-threatening emergencies and know when and why they occur
- Reviewing a systematic approach to treat the most common life-threatening scenarios
- Learning how to develop a plan for the office team when dealing with a crisis event
- Determining when to administer the essential "Top 10" emergency drugs
- Understanding legal and moral obligations presented by medical emergencies

Instructor: Dr. Daniel Pompa

Tuition: ADA member/staff: \$195 Non-ADA member: \$295

A \$15 late fee will be assigned those who pay or register on the day of the event. Pre-registration is required. Call 718-454-8344 to register. A gourmet Sunday brunch buffet will be served.

Refund Policy: A full refund is available until the day before the lecture.

STUDY CLUBS

Dr. Fialkoff Study Club

CONTACT DR. FIALKOFF 718-229-3838

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

Topic: "Dominate Your Market to Attract More and Better"

Speaker: Colin Receveur

Location: 47-20 Bell Blvd., Bayside

Sept 18 7:00 -10:00 p.m.

Topic: "Creating a Financially Successful Dental Practice"

Speaker: Dr. Vento

Location: 47-20 Bell Blvd., Bayside

Dr. Kalman Study Club

CONTACT DORIS 718-897-6400

Sept 12 6:30 -9:00 p.m.

Topic: "How to Keep Your Patients and Grow Your Practice When a DSO Moves Into Your Neighborhood"

Speaker: Dr. Steven Katz

Location: One Banquet Hall

181-08 Union Turnpike, Fresh Meadows

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IF YOU ARE LOOKING FOR A FUTURE, LOOK NO FURTHER: Well-established general dental practice located in Bayside, N.Y. is seeking full-time associate to join our team. Ideal candidate will be friendly, enthusiastic, have strong treatment planning and presentation skills and a drive to succeed. Great growth opportunity for an associate who is interested in a future partnership. Please email resume/CV to unique1626@aol.com

SMALL PRIVATE PRACTICE IN ROSEDALE, Queens is seeking part-time GP Associate. Please contact 718-341-0567 or ebmdds@optonline.net for further information.

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Dr. Gehani Addresses the ADA-CVS Collaboration

Continued from Page 5

like aligners are sold in a variety of venues. It's important that we direct our energies to addressing the bigger picture.

In the spirit of helping dentists and patients, the ADA will continue to do more on this issue. There is no principle more important to us than one that dictates that only a dentist, not an insurance company, only a dentist, not a bureaucrat, only a dentist, not a for-profit business corporation; and only a dentist—I repeat a dentist—must be in charge of diagnosis and treatment of a patient and the entire dental team.

We can only successfully advocate for our profession by working together. Now is the time to be unified in our purpose.

I want the ADA to be a place where all dentists have a voice, where we support one another, and feel good about the contributions we make.

As president-elect of the ADA, I am your servant, your leader. I am here to answer any questions, listen to your concerns and take your suggestions back to the ADA. I welcome your feedback and thoughts on direct-to-consumer dentistry. Please feel free to contact me at any time.

On behalf of the American Dental Association, thanks for all you do in the lives of your patients and within the profession.

TAX TIPS FOR DENTISTS

The due date for form 1065 U.S. Partnership Income Tax will be the 15th day of the third month following the close of the partnership's tax year. Previously, partnerships were due by the 15th day of the fourth month. The due date for form 1120 U.S. Corporation Income Tax Return is changed to the 15th day of the fourth month following the close of the tax year. The deadline was the 15th day of the third month.

Both of the above changes are applicable to returns for years beginning after 12/31/2015

Stuart A. Sinclair CPA

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Each dentist's career is unique, with different goals and challenges. The ADA is here with exclusive resources to help you move roadblocks whether you're looking for one-on-one support with dental benefit and coding issues, the latest evidence-based clinical information or tools to help you secure financial stability.

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