From the President

Happy New Year! I would like to wish all of our members a safe, healthy, happy and prosperous 2015! As the astute M-OCDS orator Dr. John Fee-ney likes to end his invocations, “let’s return to our respective communities and do the right thing for the right reasons.” Nothing could be timelier this month! Governor Christie signed the “Non-Covered Services” bill into law in December. There are some fine details to negotiate, however this bill is an enormous victory for organized dentistry. You may have already received information from Cigna regarding its passage. If you have any questions regarding how this piece of legislation affects your practice please contact Art Meisel at NJDA headquarters at 732-821-9400.

We were delighted to have Mr. Meisel and NJDA President Dr. Bryon Roshong visit our component on January 13th. We honored eight M-OCDS members with lifetime membership pins. Mr. Meisel and Dr. Roshong presented on the state of the ADA, NJDA and membership. As you may know, the ADA is losing 1% of membership per year and the ADA is looking at marketing programs to increase membership. The NJDA has hired a new director of membership and communications and is feverishly working to strengthen the dissemination of information to our members and show real value for membership. I encourage all M-OCDS members to bring one non-M-OCDS member to a dinner meeting free of charge. I think our society speaks for itself and will show any non-member the benefits of organized dentistry.

As a reminder, February is Children’s Dental Health Month. Give Kids a smile is on February 6th and the Children’s Dental Health Fair is on February 8th at the Monmouth and Ocean County Malls. Please check our website for further information.

We are looking forward to the March and April lectures. In March, Tom Viola will present the 10 most commonly prescribed medications and their dental implications. I guarantee you will remember his lecture!

In April our New Member Meeting will focus on Practice Transition and Practice Construction. This is the meeting to introduce yourselves to the future or dentistry. We allow future members from the local dental schools and residency programs to attend. We look forward to seeing you!

With best regards,
Dr. Robert McTaggart
MOCDS TRUSTEE MEETING MINUTES January 6, 2015


The meeting was called to order by Dr. McGaffart at 7:05 p.m.

Motion was made to approve the minutes from the last meeting November 4, 2014, Dr. Albin first and Dr. Velazquez second the motion.

President’s Report (Dr. McGaffart):

Happy Holidays to all!

Governor Christie signed the non-covered services benefit into law last month. This is a great victory for organized dentistry! Letters from insurance carriers are already being sent out to let providers know of the policy change.

We are getting great interest from sponsors for next year who are already partnering with NJDA. This hopefully will continue and allow greater access to vendors for our members.

I am working with NJDA to discuss recognition options for members to show our appreciation for their continued membership. Initial thoughts were recognition at 5, 10 and 20 years, since our membership is showing the greatest decline at the 5-10 year mark.

I am looking forward to hearing from NJDA President Dr. Roshong, Executive Director Art Meisel and Jim Shultz on January 13th.

Vice President’s Report (Dr. Andricsak):

Dr. Thomas Sniscak has graciously accepted the incoming officer position of recording secretary. Per our by laws, the 5 year term limits began in 2011-2012 term with Dr Kukucka presiding president. Therefore, in 2016-2017, during Dr Angowski’s year as president, the new position holders will commence their term.

The positions during my year 2015-2016 are as follows: MOCDS incoming secretary, Tom Sniscak
Treasurer, Matt Safari
Vice president, Rich Angowski
President, Cathy Andricsak
Executive Secretary, Rich Angowski
NJDA trustee, Dipika Shah, Alternate NJDA trustee, Elisa Velazquez
ADA delegate, Rick Isaacson, Alternate ADA delegate Bob Hersh.

Treasurer’s Report (Dr. Angowski):

All accounts are in good standing. Trustees wanting more information about the quarterly reports could e-mail Kathy Winthrop at beth@kwinthropcpa.com

Secretary’s Report (Dr. Safari):

Life Members are awarded their life membership pins during the January 13th meeting if present.
MOCDS’s life members this year are: Gary M. Brousell, DDS; Robert A. Goodwin, DMD; Norman S Margolies, DMD; William Moskowitz, DDS; Ronald Rosen, DDS; Robert C. Tramontano, DMD; Robert A. Wojciak, DMD and Robert J. Young, DMD

Executive Secretary’s Report (Dr. Angowski):

All accounts are in good standing.

NJDA Trustee Report (Dr. Shah):

Here’s my report including council on Annual Session. The Board was asked to approve the nominations of Dr. Jessica R. Marinoff as Hudson’s representative to the Council on Membership, replacing Dr. Sharon Stern and Dr. David Goldberg as Central’s representative to the Council on Membership, replacing Dr. David Lipani.

A motion was made, seconded and unanimously ADOPTED by the Board (VOTE #1 BT-14-11-20) to approve the Consent Calendar in its entirety.

Dr. Bryon Roshong inquired from the Trustees regarding the progress being made by their component societies on the effort to retain non-renewals. Dr. Chenman (AC) reported that his component was working on a list of non-renewals.

Dr. Bryon Roshong announced that the House of Delegates approved the amended Budget to increase the funding of ADA Delegates/Alternates to 18 members. As the Board of Trustees needs to consider checks and balances, the component Trustee should make sure that there is an oral and written report back to the component.

Dr. Richard Kahn suggested that the members should be very cognizant in choosing plane fares when purchasing tickets for the ADA Annual Sessions. He reported that while signing checks, he noted that there is a difference of hundreds of dollars in the fares. He also feels that Delegates should be penalized if they do not attend the Pre-Annual Session Caucus.

Dr. Alan Rothstein felt each Trustee should go back to the component, reporting that NJDA can only afford a certain dollar amount and ask his/her component if it can create a line item in its Budget to support the ADA Delegate/Alternate.

It was reported the new computer system, Aptify, will be rolling out in New Jersey sometime during the Summer.

Dr. Joe Krulwich reported that Central Dental Society is concerned over non-owner dentists and how we are serving them and what value we give to them. He presented a motion to discuss a new membership category for non-owner dentists and a dues structure. Central would like to see a new dues level for just these people and wanted to ask if they should bring it to the Board of Trustees. It was felt that a marketing campaign should be set up to educate that category. It was suggested that the motion be referred to the Council on Membership. A request was made to call the question. A motion was made, seconded and unanimously ADOPTED (Vote 2 BT-14-11-21) to refer the Question on a new membership category for non-owner dentists and a dues structure to the Council on Membership.

Council on Dental Benefits – Ms. Mary Moskal
Ms. Mary Moskal reported on the many problems that currently exist due to the new Medicare prescribing rule that will take effect in June 2015, the lack of consistency and clarity emanating from CMS to ADA, and the problems that members have reported to NJDA. As an example, a prosthodontist received a rejection letter after trying to enroll in Medicare as a billing provider using the “other physician” category; CMS’s response to this issue was a contradiction of all of the guidance provided to ADA/NJDA to date. Another problem surfaced with the Referring Provider Rule enacted some time ago. This rule does not apply to “doctor to doctor” referrals, but at least one oral surgeon reported that he was not being reimbursed for x-rays because the general dentist had not enrolled nor opted out of Medicare. Ms. Moskal is hoping to resolve these issues within the next few weeks. In the meantime, dentists have time to delay action on the Medicare enrollment/option out decision since the Prescribing Rule does not take effect until next June.
Communications – Ms. Nicole Fredrickson

Ms. Nicole Fredrickson reported that at the Council’s next meeting it will be working with the components putting together an updated Continuing Education section which advertises component meetings and CE. There was a question whether or not component CE schedule updates could be put on the NJDA website. It was reported that components that provide Nicole with their meeting and CE dates will be added to the website. It was reported that the Periodontists contacted Maureen for scheduling and it was felt that this information would be good for us to know. Dr. Barry Wolinsky stated he was in favor of a website calendar and would like to see the component newsletters on the website also. Newsletter editors of each component were provided with contact information for other newsletter editors to promote cross-component marketing.

Programs & Development – Ms. Maureen Barlow

The Legislature continues to look at changing NJ’s Prescription Drug Monitoring Program (PDMP). To date, Twenty-one bills have been introduced with a number of fact-finding hearings. Presently, there is a 13% utilization rate of the PDMP and prescription drugs are the most abused drugs in America. Vicodin, OxyContin and oxycodone are the major gateway drugs into Heroin use. The NJDA is in a coalition with other prescriber groups to ensure that, while changes need to occur within the PDMP, that doctors still have the ability to treat their patients as they see fit.

Executive Director & Legal Counsel’s Report – Mr. Arthur Meisel

Mr. Arthur Meisel reported that at its last public meeting, the State Board clarified that while registered dental assistants can perform, without hand instrumentation, a supra-gingival polishing using a rubber cup with pumice and a rotary slow speed hand piece, they cannot use prophy paste to conduct the procedure. The Board’s concern was that if the prophy paste was used, it could be billed by the dentist as a prophy. Mr. Meisel asked the NJDA Board whether or not he should bring this back to the State Board to be re-visited. A motion was made, seconded by the Board (Vote #3 BT-14-11-22) to have Mr. Arthur Meisel revisit this issue at the next State Board of Dentistry meeting. The motion was defeated.

Middlesex – Dr. Mitch Weiner

Dr. Mitch Weiner reported that Middlesex implemented a dental program with five (5) dental students whose home address was in Middlesex and paired them up with a mentor.

Monmouth-Ocean – Dr. Dipika Shah

Dr. Dipika Shah has three articles on group management she would like to email to the Board and ask the editor if we can have them published. She will follow up.

ADA Delegate ( Dr. R. Isaacson):

ADA ANNUAL SESSION will take place in WASHINGTON DC

Council on Annual Session (Dr. Shah):

Annual Session. Maureen Barlow reported that Lorraine Sedor is designing and distributing News Briefs to Council on Annual Session members to disseminate to the components. We will also continue to utilize fax blasting as a means to communicate. Registration for Annual Session is open and we are almost sold out on exhibit space. All speaker honorariums are covered for this program. We continue to sell sponsorship for events. For the 2015 conference we are charging a $25.00 conference pass. This Pass includes continental breakfasts both days, lunch and learn course credits, Table Clinics, an extensive attendee reception, Prizes awarded every hour the exhibit floor is open and a $25.00 gift card to be used with any exhibitor at the conference. Ms. Barlow reported that a number of new programs were introduced at the Business to Business Breakfast in October.

• Resources Day is a full day Open House here at NJDA focused on practice management tools for members dentists and their staff. The program will include continuing education as well as resources and a shredding truck. The tentative date is September 30, 2015.

• Two New Dentist Conferences will be scheduled in the fall as well. One in North Jersey and one in South Jersey.

• Bank of America will be hosting a program here at NJDA focused on starting or expanding a practice.

• We will be designing a Program Guide focusing on “the power of three”. This guide will be mailed to all members and distributed at component meetings.

• Ms. Barlow has submitted four MPG (Membership Programs for Growth) grants with the ADA. The programs submitted will offset expenses for Resource Day, the Program Guides and two receptions at the Garden State Dental Conference & Expo including a Legislative Event and Employment Match program.

• Ms. Barlow plans to visit all components during the first quarter of the year to discuss Annual Session, the Program Guide, ADA webinars and the newly designed website calendar pages.

• We have received CERP (Continuing Education & Recognition Program) approval from the ADA for our courses and programs. NJDA was approved for 3 years.

Endorsed Business Associates

• Ms. Barlow thanked the Board for attending the Business to Business Breakfast; the next date is October 14, 2015.

• The Endorsed Business Associates (EBA) commitments are coming in. (moved from above)

Governmental & Public Affairs - Mr. James Schulz

Trustees made a suggestion regarding CE courses held during the NJDA annual meeting. In order to promote both doctor and staff attendance/participation, the classes held on Friday should be geared toward the entire dental team. This would allow the doctor to bring the staff to a useful course, and removes any objection by staff members on attending meetings over a weekend. This may help increase attendance for Annual meeting.

Committee on Membership/New Dentist (Dr. Kuckucka):

The council on membership met on November 20. The meeting was led by Art Meisel since Mary left NJDA employment. The main focus of the discussion was that Art wants to create more value for membership. He wants to get things like retail discounts, etc for being a member and wants suggestions from member dentists as to what to work on. (I suggested corporate discounts from cell phone providers like ATT). We also discussed the need to create a brochure highlighting the value of membership for non-owner dentists, as many new dentists are employees and they don’t see the value in membership. Attached are the minutes.

We have one new member: Theresa Dantonio, D.D.S. Jackson General Dentist

A meeting of the Council on Membership was held on November 20, 2014 at 7pm at the Association headquarters. Council members in attendance: Drs. Alan Rothstein (Officer Liaison), Giorgio DiVincenzo (Vice Chair), David Goldberg (Central), Jessica Marinoff (Hudson), Genevieve Fernandes(Middlesex), John Kukucka (Monmouth-Ocean), Seema Nerurkar (Passaic), Brett Handsman (Union) & Ms. Shruiti Shah (Rutgers student). NJDA staff present: Arthur
MOCDS TRUSTEE MEETING MINUTES January 6, 2015

Meisel, AnnMarie Varga, Nicole Fredrickson & Lorraine Sedor.

Membership Numbers to Date
To date the total membership number is 4548. Up 1 from last year at this time. Active members are down by 45 from this time last year.

Mentor Program Update
The kick-off luncheon for Rutgers students is scheduled for January 28, 2015 from 1-2pm. The luncheon is for the 2nd & 3rd year students but the program is open to all students. A meeting to discuss the event details is scheduled for January 8, 2015 at 5pm.

Marketing Ideas
Art Meisel asked the Council to gather ideas for new discount programs and/or benefits NJDA can offer members. Also discussed were providing more benefits for employee dentists.

Strategic Promotional Incentive
The ADA Strategic Promotional Incentive (SPI) offers a one-time 50% discount for non-members 5-10 years out of dental school. The ADA has not begun to market this program yet, it will likely occur in late December. The NJDA will market the program at the same time. All council representatives will be sent their component eligibility list at that time.

Next Meeting Dates
January 26, 2015, March 16, 2015 (Conference Call), April 9, 2015

Trustees suggested to provide incentive and value for non-owner dentists to join the organized dentistry by highlighting what the NJDA offers to new non-owner members such as CE courses and legal consultations and networking and so on.

Dr. Richard Isaacson suggested that ADA should offer a Credit Card with substantial benefits for active members/ new graduates. Benefits such as, 2% cash back and other incentives, car rental discounts, hotel/ travel discounts. ADA & State/ Local membership dues then be deducted monthly from the credit card.

Committee on Children’s Dental Health (Dr. Furlong):
The Children’s Dental Health Fair will be at the Ocean County Mall and Monmouth Mall on Sunday February 8 from 1-3pm. We are currently collecting posters submitted by schools in Ocean and Monmouth Counties, and soon the winners will be chosen. We welcome any dentists who would like to attend. Please contact Mfurlong@JacksonOrthodontics.com if you are interested in registering for the M-OCDS.

Please remember that Give Kids a Smile will be taking place on Friday February 6 at various locations in our counties, and they can use the help of volunteer dentists, hygienists and assistants. You may contact the NJDA for more information.

2015 Give Kids a Smile Monmouth and Ocean County locations
Friday, February 6, 2015
Please contact these centers if you, or your staff would like to volunteer services. For more information about Give Kids a Smile visit www.njda.org and click on Give Kids a Smile under Public Resources.

Monmouth County:
Smiles By The Sea, LLC, Belmar – 732-681-2225
Dental Care Center, Keansburg – 732-495-8600
Eastern Dental of Ocean/Monmouth, Brick – 732-477-9200
Eastern Dental of Eatontown, Oakhurst – 732-660-0500
My First Dentist, Englishtown – 732-972-2990
Dr. Neal Hammer and Associates, Freehold – 732-780-3300
Tender Smiles 4 Kids of Monmouth, Freehold – 732-625-8080
Adults and Kids Dental Care, Hazlet – 732-264-8001
Eastern Dental of Howell – 732-683-1130
Dental Care Center, Keansburg – 732-495-8600
Atlantic Pediatric Dentistry, Little Silver – 732-842-1155
Star Pediatric Dentistry, Manalapan – 732-303-7827
Beachside Pediatric Dentistry, Ocean – 732-774-7008
Aesthetic Dentistry Jersey Shore, Ocean Twp – 732-695-3202
Shrewsbury Pediatric Dentistry, Shrewsbury – 732-544-0050

Ocean County:
Eastern Dental of Ocean/Monmouth, Brick – 732-477-9200
Pulido Dental Care, Brick – 848-448-3064
Eastern Dental of Lacey, Forked River – 609-693-6066
Eastern Dental of Manahawkin – 609-489-0030
Eastern Dental of Toms River – 732-286-7020
Ocean Pediatric Dental Associates, Toms River – 732-473-1123
Sun Dental, Toms River – 732-341-9111

Aruba Health Seminar (Drs. Robert & James Isaacson):
2014 marked the end of the 42nd meeting. There was an attendance of 33.

The purpose is to provide a health seminar using a multidisciplinary approach in promoting professional education. The program is presented by well-qualified members of Dentistry, Medicine and related health professions. MOCDS gratefully acknowledges with appreciation the participation of the members of the health professions of Aruba and neighboring areas. The program schedule included presentations on the following subjects: “Periodontal Plastic Surgery” & “Esthetic Post System” & “Dental Photography- Intra oral and extra-oral Documentation” & “Provisionalizations” Dr. Douglas A. Terry; “Documentary of Histology of Oncology” Fabio Moreta, MD; “Feet Have Life Too” Dr. Steven Deitch; Pros and Cons of the dentist Involved in Medical Screening for Chronic Disease” Dr. Donald B. Giddon; “Pain Management: Safe Prescribing” by Scott M Metzer, M.D.; “Estate Planning- Facts and Figures” By Stanley Pollock, DMD, JD, PHD; “Human Trafficking in the United States” by Lauren Hersh, ESQ; and “The Gummy Smile” by MOCDS/NJDA past president Dr. Robert A. Hersh.

The seminar is sponsored by MOCDS and was held on Dec 26-27,28,29, 2014 at Playa Linda, Aruba, Netherlands, Antilles. A special thank you to members of MOCDS, Drs Barry Elbaum, James Isaacson, Richard Isaacson, Dr. Robert Isaacson, and Dr. Robert Hersh for their participation in the forty-second annual meeting of the Aruba Health Seminar.

The seminar is sponsored by MOCDS and was held on Dec 26-27,28,29, 2014 at Playa Linda, Aruba, Netherlands, Antilles. A special thank you to members of MOCDS, Drs Barry Elbaum, James Isaacson, Richard Isaacson, Dr. Robert Isaacson, and Dr. Robert Hersh for their participation in the forty-second annual meeting of the Aruba Health Seminar.

Please contact Dr. Isaacson if you are interested in registering for 2015 Aruba Seminar.

The meeting was adjourned at 8:23 p.m.

Respectfully, Matt Safari, MOCDS Secretary
We’ve got a good feeling about you

Dentists aren’t all the same, but an awful lot of insurers seem to treat them as though they are.

Introducing the Dentist Smart Plan: It’s high-quality, low-cost malpractice insurance for dentists like you. Backed by the Greenwich Insurance Company, the Dentist Smart Plan recognizes that some dentists are good risks while others are bad risks. It rewards the low risk exposure of small-to mid-sized general dentistry practices with astonishingly reasonable rates. Plus, the Dentist Smart Plan offers several remarkable coverages:

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Wednesday – February 11, 2015, Dr. Jeff Rouse
“CAN I ASK A QUESTION ABOUT IMPLANTS”
Sheraton Eatontown Hotel, Eatontown, NJ

Wednesday – March 11, 2015, Dr. Dean Vafiadis
“FULL MOUTH RECONSTRUCTION:
ADVANCED PRINCIPLES OF PRACTICE FOR THE GP”
JSUMC Lance Auditorium, Neptune, NJ

Wednesday – April 22, 2015, Dr. Jimmy Eubank
“COMBINING ESTHETICS AND FUNCTION FOR LONGEVITY ”
Sheraton Eatontown Hotel, Eatontown, NJ

Wednesday – May 6, 2015, Dr. Howard Farran
“THE ONE DAY DENTAL MBA”
PNC Bank Arts Center Reception Center, Holmdel, NJ
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M-OCDS News 8 February 2015
AFTCO is the oldest and largest dental practice transition consulting firm in the United States. AFTCO assists dentists with associateships, purchasing and selling of practices, and retirement plans. We are there to serve you through all stages of your career.


have acquired the practice of

Stephanie Shuman-Markel, D.D.S. - Matawan, New Jersey

Sheba Beitler, D.M.D.

has acquired the practice of

Mark L. Apfel, D.D.S. - Englewood, New Jersey

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M-OCDS News         9                    February 2015

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Monmouth-Ocean County Dental Society

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Paul Ferguson
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DIAMOND CLUB ($350.)
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Israel Englard
Marc Feldman
Mitchell Friedman
Miriam Furlong

M-OCDS News 10 February 2015

NJDA President
Dr. Bryon Roshong presents
Dr. Gary Brousell with his lifetime membership pin

Drs Roshon and McTaggart at the NJDA Officer’s Presentation meeting

NJDA President
Dr. Bryon Roshong presents
Dr. Norman Margolies with his lifetime membership pin
⚠️ **ALERT:** Request for SPECIALISTS: Would you be a mentor?  
NJDA is seeking Oral & Maxillofacial Surgeons, Endodontists, and other dentist specialists who are willing to mentor younger dentists and dental students. If you are interested, complete this form, hit submit, and you’ll hear from NJDA’s Membership Department on next steps. Click here to read about the program.

☎️ **ALERT:** Member-Only: Jobs & Classifieds - Post a job today!  
Are you looking to find a job, hire a dentist, or sell your practice? NJDA’s Jobs & Classifieds is the place to look!  
All NJDA members have automatic access with their www.njda.org login credentials.

☎️ **ALERT:** Member-Only: Radiographic Film Standards  
Have you ever wondered what insurance companies cover with regard to Radiographic film? Check out a quick how-to guide written by Joan Monaco (our new Director of Dental Benefits). Log on to www.njda.org, then click on “Dental Benefits Resources” under Members Only.

**Give Kids a Smile:**  
**Monetary Donations**

In the spirit of the holiday season, please consider a donation to Give Kids a Smile NJ (held on February 6th). Monetary donations offset the expense of transportation to and from schools, and are used to augment our supply of disposable products. Donations may be made to GKASNJ - NJDA, and mailed to the NJDA at PO Box 6020, North Brunswick, NJ 08902. Questions? Contact Maureen Barlow or Lorraine Sedor at 732-821-9400.
GENERAL MEMBERSHIP DINNER MEETING
Tuesday, March 10, 2015
“Most Frequently Prescribed Medications & Their Clinical Dental Implications”
Tom Viola R.Ph.
Free dinner for MOCDS members & earn 2 CE credits!
Riverview Pavilion, Belmar 6:30 PM

PLEASE R.S.V.P. by: MARCH 3, 2015 TO ATTEND

Dr.________________________________________ will
attend the MOCDS General Membership Meeting and Dinner Lecture

Address ______________________________________
_____________________________________________

Phone ________________________________________
Email ________________________________________
I need a Kosher meal ________

FAX or EMAIL 732-341-0772 or RSVP@M-OCDS.ORG

NEW MEMBER DINNER MEETING
Tuesday, April 14, 2015
“Practice Transitions”
Dr. Phil Cooper
“Building Your Future”
Heather Skapyak
Free dinner for MOCDS members & earn 2 CE credits!
Riverview Pavilion, Belmar 6:30 PM

PLEASE R.S.V.P. by: APRIL 7, 2015 TO ATTEND

Dr.________________________________________ will
attend the MOCDS General Membership Meeting and Dinner Lecture

Address ______________________________________
_____________________________________________

Phone ________________________________________
Email ________________________________________
I need a Kosher meal ________

FAX or EMAIL 732-341-0772 or RSVP@M-OCDS.ORG