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SAVE THE DATE!

COMING ON MAY 21ST

MCDS ANNUAL STAFF NIGHT

This year will be a combination of

CASINO NIGHT and A NIGHT AT THE RACES

A fun filled evening for both doctors and staff!

More details to come in future issues.

Middlesex County Dental Society Councils and Committees - NIDA COLINCII REPRESENTATIVES -

		- NJDA COUNCIL R	ł
Araceli Ziemba	Annual Session	297-0588	
Robert Silverstein	Communications	846-8686	
Daniel Krantz	Dental Benefits	469-8083	
Peter DeSciscio	Dental Education	826-1530	
Bruce Huberman	Dental Health (Chair)) 738-6555	
Richard Kahn	Insurance (Chair)	828-6622	
Joseph Fertig	Judicial Council	940-1111	
Harmon Katz	Governmental Affairs	s 246-2284	
Anna Pollatos	Membership	545-4465	
Iohn Fahshender	Peer Review	356-1313	

EPKESENTATIVES –		
Peter DeSciscio	. ADPAC	826-1530
Ethan Glickman	. Relief	572-4244
Raj Lall	Long Range Planning	246-2284
Maya Prabhu	. New Dentists	246-2284
Joel Leizer	. ADA Delegate	254-7733
Peter Clemente	. ADA Alternate Delegate	985-1666
Daniel Krantz	. NJDA State Trustee	469-8083
Joseph Perlmutter	. NJDA Alt. State Trustee	846-6366

- MCDS COMMITTEE CHAIRPEOPLE -

Mark Schambra Continuing Education 846-6366	Ethan Glickman Mentor 572-4244
Ross Kline Corporate Sponsorship 651-8470	Cavan Brunsden Children's Dental Health Mo 679-2323
Jeff Chustckie Corporate Sponsorship 271-1220	Cavan Brunsden Special Olympics 679-2323

See our website for a complete list of Board Members and their contact information



Business Editor: Dr. Ross Kline

129 Tices Lane • East Brunswick, NJ 08816

Tel:651-8470 • Fax:254-8799

Emeritus Editor: Dr. Theodore Symanski (1898-1998) Dr. Mitchell Weiner Content Editor: 846-8686 Layout Editor: Dr. Robert Silverstein Website Editor: Dr. Robert Silverstein 846-8686 President: Dr. Peter DeSciscio 826-1530 President Elect: Dr. Bruce Huberman 738-6555 Vice President: Dr. Nancy Villa 679-2323 651-8470 Treasurer: Dr. Ross Kline Dr. Mitchell Weiner 297-4900 Secretary:

MCDS Executive Secretary Marlene Glickman 238-1255

MCDS Newsletter is the official publication of the Middlesex County Dental Society and is published 8 times annually following each Executive Committee meeting. Articles should be submitted to the Content Editor before the deadline for each issue. Publication materials may be deferred to future issues or edited without changing the author's intent, in order to conform with the requirements of the Newsletter. The publication of an advertisement, opinion or statement does not reflect endorsement, approval, or policy of the MCDS and its newsletter unless stated. All correspondence regarding this newsletter should be directed to the Business Editor.

Issue 51 February 2002

General Meetings 2001-2002

Program Chairperson
Dr. Steve Lawson

February 19, 2002 Dr. John Graeber "Laser Tissue Sculpting"

March 19, 2002 Dr. Bruce Small "Interdisciplinary Dental Treatment:Generalist-Specialist Relationships"

> Sy Symanski Memorial Lecture April 16, 2002

Dr. Stuart Isler
"The Smile Maxilla: Advancing Esthetic
Diagnosis and Treatment Planning"

May 21, 2002 Staff Night

See Important
Registration Insert
Inside this Newsletter Concerning
Upcoming Mentor
Courses

The Dental Newsletter



www.MCDSofNJ.org

A Publication of the Middlesex County Dental Society

President's Message ... Peter DeSciscio



Continuum of Care

Now that we are one month into the year 2002, the vision for the Middlesex County Dental Society becomes even clearer. On the heels of what was probably one of the best NJDA officer and staff component visitation meetings in a while, I am writing this message

with renewed enthusiasm for the remainder of our fiscal year. First I must qualify why I just said the NJDA visitation was one of the best in a while. The attendance by our membership for this meeting was pleasantly overwhelming. We actually needed extra tables and chairs set up. We installed three of our members into Life Membership and at the other end of the spectrum a large majority of the attendance was from our new dentists who are the future of our society, association and profession. With the many changes that have recently taken place

GENERAL MEETING – Tuesday, February 19, 2002

THE PINES Route 27 • Edison, NJ

Registration 6:00
Business Meeting 6:30
Dinner & Speaker 7:00

Laser Tissue Sculpting

Featured Speaker: Dr. John Graeber



Dr. John Graeber received his bachelor's degree in Biology from Seton Hall University in 1969. He received his dental degree from UMDNJ in 1972 where he served as class Secretary for four years. He served as a Captain in the US Army Dental Corps at Fort Rucker, Alabama during the Vietnam War (1973-74) and was awarded the Army Commendation Medal for his contribution to the training of Expanded Duty Dental Personnel.

Dr. Graeber has maintained his private practice of High Tech Dentistry in East Hanover, New Jersey since 1975. He has been computerized since 1981, incorporating cosmetic imaging and the intra-oral camera into his practice in 1989. He has given nearly 100 presentations both nationally and internationally on the subject of Kinetic Cavity Preparations and dental lasers to numerous dental schools and regional meetings. He received his ADT laser in 1991, and was the first installation in the United States for Air Abrasion in early 1993. He has performed more than 8000

Laser procedures and 20,000 air abrasion preparations.

Dr. Graeber is a Master of the Academy of General Dentistry and the Academy of Laser Dentistry, a Fellow of the International College of Dentists and a certified laser educator. He has published six professional articles in National publications.

A leader in organized dentistry, his accomplishments include Past President, Tri-County Dental Society, co-Founder and Past President of the Metropolitan Academy of Laser Dentistry, and current Vice President of the New Jersey Dental Association. He will be lecturing on "Laser Tissue Sculpting" and give attendees an understanding of how laser gingivoplasty can enhance the appearance and quality of restorative dentistry in their practices.

MCDS Board of Trustees Report

-January 8, 2002-

Attendance: Armento, Bloom, Brunsden, DeSciscio, Fahsbender, Glickman, Kline, Krantz, Lawson, Prabhu, Schambra, Villa, Weiner Acceptance of Minutes-11/13/01-vote unanimous.

President's Report-P. DeSciscio

- The General Meeting on Tuesday, January 15, 2002, at The Pines, will be an opportunity to meet and hear from the NJDA Officers. You be able to ask questions and learn how to use the NJDA's vast resources to get the most of your membership. In addition, a special presentation will be made to honor our MCDS New Life Members. Our guest speaker will be Patricia DeCoitis, Director of Administration and Assistant Counsel.
- The Executive Director of the State Board of Dentistry, Kevin Earl, would like to have the opportunity to address our general membership and we are looking into the best time to have him speak to us.

 Program-S. Lawson

Staff Appreciation Night will be on May 21, 2002. The entertainment will be a combination of "A Night at the Track" and "Casino Night." We are looking forward to a wonderful fun-filled evening.

NJDA Council Reports:

Annual Session-A. Ziemba

Plan ahead and save the date:

- Annual Session will be held June 12-14 in Atlantic City at the Taj Mahal.
- The fabulous Greaseband will perform at the President's Dinner Dance on Thursday, June 13, 2002.
- Free wine and cheese reception will be held in the exhibit hall on Wednesday, June 12th at 5:00PM
- Course and hotel discount packages will be available. Children's Dental Health-C.Brunsden
- NJDA at the Circus at the Continental Airlines Arena will be on Sunday, March 10, 2002. The floorshow will begin at 10:00 am and the circus will follow at 11:00 am. This is a great opportunity to enjoy the circus with other MCDS families. Contact Dora Cheek at 732-821-9400.
- Nurses Education Night will take place on Tuesday, March 19, 2002 at 7:00 pm at NJDA Headquarters on Route 1.
- The award ceremony for our countywide School Poster Contest will be held Tuesday, May 14, 2002, at 7:00 pm at the East Brunswick High School.
- If you wish to participate in the Children's Dental Health Programs, please contact Dr. Cavan Brunsden at 732-679-2323.

Peer Review-J. Fahsbender

Page 2

The Peer Review Committee has certified six new members to review cases that are brought up for peer review.

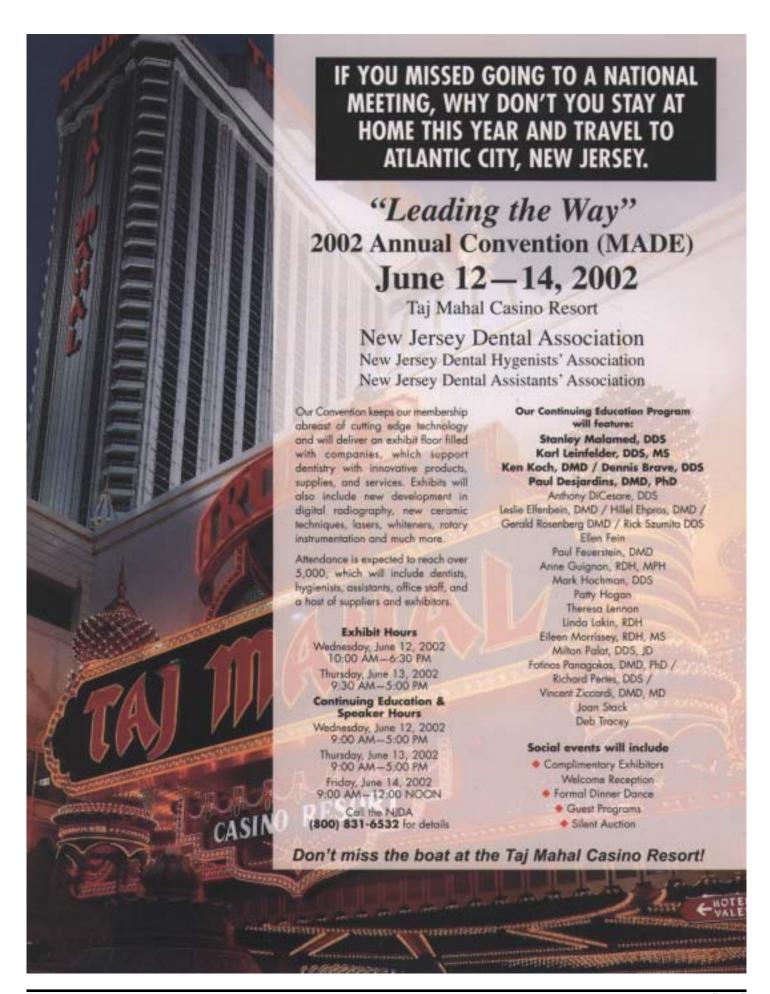
at NJDA it was comforting to have such an informative presentation by the NJDA staff and the NJDA officers. It was great to hear how equipped we are to deal with insurance companies and regulatory agencies and further, how we seem to be active in the reform of these "broken" systems for the betterment of our profession and the public. Also of particular note was the fact that our newsletter received recognition for the quality of the printing and the content. The fact that we print our own newsletter seems to be serving as a role model for other components; we are both proud and flattered. Concomitantly, a meeting with spouses and significant others was being held to illicit ideas for activities associated with the NJDA annual session in Atlantic City. This month is Childrens Dental Health Month giving the profession of dentistry national recognition. Please get involved with your communities to strengthen our role in health care. Please support the programs we have worked so hard to present dentistry as a proactive profession especially in the field of preven! tion for children. Our profession is one of caring. Caring for our patients. Caring for our collegues. Caring for the profession. Caring for humanity. Faithfully.

The Dental
Newsletter

A Publication of the Middlesex County Dental Society

Dr. Peter L DeSciscio

Published at the office of Dr. Robert Silverstein www.MCDSofNJ.org login: mcds password: sy



Please turn to Page 3

The Mentor Committee is pleased to present on Thursday, April 11, 2002

What Makes An Effective Leader

Presented by Theresa E. Martinez, M.S.

Are we smart enough to manage our practices successfully?

"Effective leaders are alike in one crucial way: they all have a high degree of Emotional Intelligence" D. Goleman Asked to define the ideal dental practitioner, many would emphasize traits such as intelligence, analytic thinking, determination, hard work, and precision. Often left off the list or mentioned as an after-thought are the less-definable interpersonal skills. These interpersonal skills are the subject of some recent studies and research on leader and successful business owners - studies on Emotional Intelligence.

It's not that IQ and technical skills aren't critical; they are your "entrance ticket" for success. However, when researchers calculated the ratio of technical skills, IQ and Emotional Intelligence as ingredients of excellent performance, Emotional Intelligence proved to be twice as important as the others for success in jobs at all levels.

Come spend some time learning about this exciting concept. We'll explore the answers to these questions:

- How can you tell if someone has high degree of Emotional Intelligence? How can you assess and develop it in yourself?
- How can you create an environment where people use their Emotional Intelligence when working with patients and co-workers?
- How can office conflicts between staff and with patients be managed more effectively?

Come join us at St. Peter's Hospital in New Brunswick on April 11, 2002 for this workshop on What Makes An Effective Leader This 2-hour program [2CEU credits] will enlighten and increase our awareness about our staff, patients, friends, family and ourselves.

DIVISION OF CORPORATE	& COMMUNITY	EDUCATION
REGISTRATION FORM		

Date://	Student ID#:	()	For Office Use Only)
Semes	ster: Fall Spring Sumn	ner / Year:	
Last Name:	First Name:		Middle Initial;
Street Address:	- Highlight Committee Comm		
City:		State: Z	ip Code:
Home Phone: ()	Business Phone:	()	
Social Security #:	Birthdate:	_//Se	x: OMale OFemale
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Course #	GODI 30 TITLE		
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Registered Dental Assisting

Middlesex Community College is

now offering the program for Registered Dental Assisting. They have to fill at least 11 spaces or they will cancel the course. Please contact MCC as soon as possible and sign up your dental assistants that want to become RDA assistants. HLED 004-04 Clinical Expanded Functions For Dental Auxiliaries Provides classroom instruction and clinical practice for the dental assistant who wishes to practice the expanded functions listed in the NJ Dental Auxiliaries Act. All the delegated functions will be covered such as rubber dams, matrices and wedges, sedative restoration, study model impressions, retraction cord, periodontal dressings and trial size orthodontic bands. Textbook optional, available at the College Bookstore. NOTE: Students registering for this course should be Certified [CDA] Dental Assistants or should be eligible to take the CDA exam by June 2002. Instructors: K. Costano & H. Holbeck, Wednesdays, 6:00-9:00

March 6, - May 1, 2002 [no class

Tuition [\$200+general fee \$33+labo-

March 271 8 sessions

ratory fee \$45] Total \$278

Detailed Treasurer's Report January 7, 2002

Ross Kline, DMD

	(11/7/01)	(1/7/02)
Checking	11,752.49	10,679.77
Money Market	51,270.03	51,480.16
TOTAL	63,022.52	62,159.93

P&L STATEMENT CHECKING ACCOUNT (11/8/01-1/7/02)

INCOME

21 (0 0 1 1 2 2		
Corp Spon - Newsletter	1040.00	
Mentor Committee	500.00	
Dues	174.5	
Interest	22.64	
TOTAL INCOME	1737.14	

EXPENSES

Dinner Meetings	1,553.70
Lecture Fees	500.00
Name Badges	28.06
Newsletter Supplies	577.94
Taxes	15.00
Telephone	135.16
TOTAL EXPENSES	2,809.86
OVERALL TOTAL	(1,072.72)

P&L MONEY MARKET ACCOUNT (11/8/01-1/7/02)

INCOME

Interest	210.13	
TOTAL INCOME	210.13	
EXPENSES		
No Activity	0.00	
TOTAL EXPENSES	0.00	
OVERALL TOTAL	210.13	

Don't Forget These Great Member Benefits

MCDS Web Site — Our web site has all of the latest MCDS news, as well as archives of past newsletters and useful links. You can reach the site through NJDA's component section (http://www.njda.org/member/02_components/middlesex). Contact Diane Davis at NJDA at 821-9400 or ddavis@njda.org for a user name and password.

MCDS Video Library — at St. Peter's Hospital. All you need is a valid ADA membership card to access the extensive video collection.

Lawline — Lawline — Remember LAWLINE if you have a legal question related to your dental practice. As a continuing member benefit, NJDA's General Counsel, Arthur Meisel, Esq. and Assistant Counsel Patricia DeCotiis are always available to confer, at no cost, with members. If you have a question or need assistance, call Mr. Meisel at (732) 422-2730 or Patricia DeCotiis at (732) 422-2717 or send them a fax at (732) 821-1082.

MCDS Board of Trustees Report

Continued from page 2

MCDS Committee Reports:

Mentor-E. Glickman

The Mentor Programs for Spring 2002 that are also being presented are:

• Two Appual OSHA Seminars – Thursday, April 18, 2002 and June 20.

- Two Annual OSHA Seminars Thursday, April 18, 2002 and June 20, 2002
- What Makes An Effective Leader Thursday, April 11, 2002
- Using Feng Shui to enhance our Dental Practices Thursday, May 9, 2002

More information about these seminars are in this MCDS Newsletter Continuing Education-M. Schambra

The continuing education committee is actively working to set-up programs of interest for our members. A well-known lecturer has been approached about presenting a course in the spring of 2003. Look for more details in upcoming newsletters.

Old Business

Our Job Bank will be placing ads in local newspapers in order to find people who are interested in working in the dental field. An employer application was inserted into the January newsletter. If you are looking to fill a position in your office and need an application, you can download it from our website at www.MCDSofNJ.org or contact our executive secretary, Marlene at 732-238-1255.

New Business

A committee is being established to work on coordinating a Dinner Dance in the fall of 2002.

Good & Welfare

We are pleased to announce that Dr. Mark Schambra and his wife have adopted a baby girl. We wish them endless joy and happiness as they enjoy the many rewards of parenthood.

Respectfully submitted

Mitch Weiner, DMD, Secretary

In Memorium

Dr. Julius Seeman

Dr. Seeman practiced orthodontics in Perth Amboy from 1948-85. He was a Past-President of MCDS.

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Proposed MCDS Budget for 2002

Income:

1. Cont. Ed. Inc. \$ 6,3	35(
2. Corp. Spon. CE	500
3. Corp. Spon. DD Ad Journal	500
4. Corp. Spon. Mtgs)00
5. Corp. Spon. Newsl	500
6. Dinner Dance 12,7	75(
7. Dues	300
8. Interest	100
9. Mentor Comm. Inc 3,0	000
10. Staff Night Inc	200
Total 80,2	200
Expenses:	
1. Accountant fees\$5	500
2. Audiovisual	200
3. Children's DHM	000
4. Cont. Ed. Exp	400
5. Dinner Dance	300
6. Dinner Mtgs 16,0	000
7. Donations	000
8. Exec. Comm. Dinners	400
9. Exec. Secretary	000
10. Insurance	375
11. Job Bank	500
12. Lecture fees	500
13. Membership Exp	200
14. Memorials/Gifts	27:
15. Mentor Comm. Exp	12:
16. Name badges	375
17. Newsletter 5,0	000
18. Office Supplies	45(
19. Plaques	45(
20. Secretarial	400
21. Staff Night Exp 13,8	300
22. Taxes	500
23. Telephone	
24. Contrib. To Avail. Res	300
Total 80,2	200

The Mentor Committee is pleased to present on Thursday, May 9, 2002

Using the art of Feng Shui to enhance our Dental Practices

Presented by Productive Practice Inc. Shelly Mengo & MaryJane Gagliano

"Our jobs should fill each day with contentment and joy; not just assignments to be completed"

What do some of our colleagues have in common with Donald Trump, Stephen Spielberg, Citibank, MGM Studios and others? They all implement the science of Feng Shui into their businesses and are achieving greater wealth, improved networking, better professional relationships, and balanced lives.

Are you looking for a winning edge or share a desire to improve your working conditions? As a business, our dental practice has a primary goal to generate revenue. However, in order to achieve this we must first create a welcoming and comfortable working environment. Our office should be a place where employees are motivated to succeed and teamwork is encouraged. Often, we set aside this notion, viewing design and layout factors as incidental and low priority. To the contrary, promoting a harmonious environment is an essential consideration and a means to a productive end!

An understanding of the factors in a workplace that can add to your contentment will unfold as you comprehend Feng Shui's wisdom. Any work experience can be more desirable. When work and play are equally satisfying, you have obtained the pot of gold waiting for you at the end of the rainbow.

The PPI mission is to empower your practice by improving positive mental and physical energy, concentration and attitude. They accomplish this by utilizing the art of Feng Shui, incorporating nature's elements through color, sounds, placement, aromas and lighting. Your office internal procedures are maximized through focus consulting thereby increasing production, collections, and efficiency and as a result, Net Income. Feng Shui (pronounced FUNG SCHWAY) is an ancient Chinese art and science of creating a harmonious environment to improve your health, wealth and relationships. Feng Shui explains how place affects the human condition as to how we hear, smell and touch. This influences our experiences in life. Feng Shui is meant for everyone!

Feng Shui is a practical technique of making the energy in our environment so supportive that one's attitude, opportunities, and luck change for the better. Feng Shui is an ancient eastern philosophy that is rapidly gaining popularity here in the West. Guest speakers Mary Jane Gagliano and Shelley Mengo are certified Feng Shui practitioners and dental consultants with 40 years of experience in the profession. This live Feng Shui presentation offers remarkable insights and practical tools in achieving your personal and professional goals. See what everyone is taking about.

Come join us at St. Peter's Hospital in New Brunswick on May 9, 2002 for a workshop on Applications of Feng Shui in Den-

This 2-hour program [2CEU credits] will enlighten and increase our awareness about our offices and ourselves.

"We strive to provide dental care to our patients in a pleasant and productive manner and be a successful dental practice."

Highlights from the January Meeting





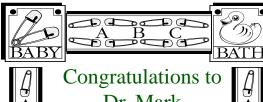
NJDA President Dr. Carmine LoMonaco and MCDS President Dr. Peter DeSciscio congratulate Dr. Raymond Bastkowski (left) and Dr. Edwin Galkin (right) on achieving Life Member status.



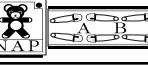
NJDA President Dr. Carmine LoMonaco thanks MCDS President Dr. Peter Desciscio for his service to our Dental Society

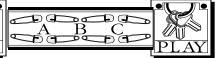


NJDA Executive Director and Legal Counsel Art Meisel, MCDS President Dr. Peter DeSciscio, NJDA President-Elect Dr. Maxine Feinberg, NJDADirector of Administration and Assistant Counsel Patricia DeCotiis, NJDA President Dr. Carmine LoMonaco (Left to Right)



Dr. Mark Schambra and his wife Diane on the adoption of their daughter!





MIDDLESEX COUNTY DENTAL SOCIETY **Children's Dental Health Month**

"Smile for America"

NJDA at the Circus Continental Airlines Arena Sunday, March 10, 2002 10:00 am Floor Show 11:00 am Circus Contact Dora Cheek at 732-821-9400 Nurses Education Night NJDA Headquarters, Route 1 Tuesday, March 19, 2002, 7:00 pm

County-wide School Poster Contest East Brunswick High School

Tuesday, May 14, 2002, 7:00 pm If you wish to participate in the

Children's Dental Health Program, CONTACT: CAVAN BRUNSDEN, DMD at 732-679-2323