Meeting Schedule 2015 Arranged by the Education Committee

January 20, 2015 NJDA Officers' Night and Life Member Presentations

February 17, 2015 Dr. Glenn Rosivack "Pediatric Dental Trauma"

Sy Symanski Memorial Lecture

March 17, 2015 Dr. Gary Heir "Biomechanics and Imaging of the TMJ: It's Not Always the Disc!"

April 21, 2015 Lisa Philp, RDH "Navigate your Practice Success"

> April 22, 2015 FULL DAY COURSE

Lisa Philp "Communication Toolbelt for Today's Dental Team"

> May, 2015 No Meeting







# www.MCDSofNJ.org

A Publication of the Middlesex County Dental Society

President's Message ... Nainesh Desai



Happy spring! With spring Equinox just over, warmer weather is nearly here. Please make a note of the following important change for the 2015-2016 year. On account of Rosh Hashanah, the first general meeting of MCDS will be held on Tuesday, September 29th instead of the usual third Tuesday of the month.

The March general meeting of our dental society was another powerful display of benefits that organized dentistry provides our members. St. Patrick's Day was not a deterrent for a packed audience of more than 100 dentists and dental residents who listened to some very vital information presented by council members of Board of Trustees. Dr Antoinette Tauk gave a report from the Council on Dental Benefits and talked about the new agreement between two of the major insurance companies, Aetna and Guardian. Their

Continued on page 2

## **GENERAL MEETING** – Tuesday, April 21, 2015 **THE PINES** Route 27 • Edison, NJ

Registration	6:00
Business Meeting and hors d'oeuvres	
Speaker	7:00

## Featured Speaker: Lisa Philp, RDH "Navigate your Practice Success"



Lisa Philp is the President of Transitions Group North America, a full service coaching company for dentistry. She graduated from East Tennessee State University as a Registered Dental Hygienist in 1987. Her career began with clinical hygiene in United States and Canada to the creation of a periodontal disease management program in which she coached thousands of dental professionals. She is currently a leader, author, and coach and highly sought after North American speaker.

Every patient centered dental practice has key business metrics that must be measured and tracked to assure growth, year over year, for a prosperous dental journey. Each metric has key performance indica-

tors, which can be compared to profession benchmarks, to provide guidance with systems and solutions that are customized to any unique practice setting. Take the time to know where you stand. Celebrate what is working, see what is not working and needs change and become clear and concise on how to accurately predict the future. Learning outcomes:

- What are the "must know" key elements as leader/owner?
- Critical metrics of dental business
- Practice Benchmarks for reference
- Proven growth systems to enhance metrics

## Presidents's Message - Continued from Page 1

## MCDS Board of Trustees Report 3/10/15

Attendance: Drs. Nainesh Desai, Robert Ashmen, Alyssa Bernstein, Deborah Brown, Sandy Goldstein, Richard Kahn, Daniel Krantz, Devang Modi, Maya Prabhu, Genevieve Fernandes, Mark Schambra, Bob Silverstein, Ira Rosen, Sunny Satwah, Ethan Glickman, Nima Mir-Madjlessi, Samin Nawaz, Mohammad Erakat, Antoinette Tauk, Mitch Weiner, and Ms. Marlene Glickman Acceptance of 2/10/15 Minutes- vote unanimous.

## President's Report-Nainesh Desai

The Sy Symanski award will be presented to Dr. Gary Heir. Maureen Barlow, Director of Programs and Development at NJDA will be attending our general meeting and will speak for a few minutes about the upcoming Garden State Dental Conference and Expo. As discussed at the Leadership meeting of NJDA, I shared February newsletter of MCDS with the leadership from other components. At the general meeting, membership will vote to approve the new slate of officers for 2015-16. Board members formally welcomed Dr. Samin Nawaz, an Endodontist, who attended our board meeting for the first time. Treasurer's Report-Amit Vora

## See detailed report on page 3.

Secretary's Report- Genevieve Fernandes

The list of Delegates and Alternate Delegates was presented to the Board and approved. They are as follows: Delegates: Alyssa Bernstein, Cavan Brunsden, Nainesh Desai, Peter DeSciscio, Genevieve Fernandes, Richard Kahn, Daniel Krantz, Devang Modi, Sanjeev Satwah, Dave M. Stein, Nancy Villa, Mark Vitale, Amit Vora, Mitchell Weiner. Alternate Delegates: Robert Ashmen, Deborah Brown, Scott Galkin, Sandy Goldstein, Maha Kaga, Joel Leizer, Nima MirMadjlessi, Ira Rosen, Arnold Rosenheck, Mark Schambra, Robert Silverstein, Constantine Simos, Antoinette Tauk, Araceli Ziemba Education Coordinator's Report-Sanjeev Satwah

On Tuesday, 3/17/15, Dr. Gary Heir will be presenting a lecture on "Biomechanics and Imaging of the TMJ: It's Not Always the Disc!"

## NJDA Trustee Report-Mitch Weiner

As far as the NJDA BOT meeting on the 18th, as per the request of our MCDS Board, the following MCDS proposal will be discussed as New Business by the NJDA Board of trustees: Every year, component Secretaries receive a large packet to complete from NJDA regarding Council/Delegate/Officer assignments for the following annual term. The packet requires tremendous amounts of redundant paperwork that has to be all hand transcribed and has never been modernized into a digital friendly and easy to complete format. It is a tremendous turn off to younger component officers who are rising the chairs and have to perform this duty in its present format as Secretary. MCDS is requesting a digital reworking of this task so as to make it more efficient and respectful of component Secretaries' time as volunteers.

Executive Secretary Report-Marlene Glickman

As of today, there are 57 people signed up for the Philp course. I submitted all of the course information to the State Board to assure proper CE credit. Maureen Barlow is coming to our March General Meeting.

## NJDA Council Reports :

## Annual Session-Nainesh Desai

Preparations for Garden State Dental Conference and Expo are on in full swing. Exhibit floor has been completely sold out and currently there is a wait list for sponsors. More space has been created to add more table and booth Continued on page 3 agreement about sharing provider networks will reduce reimbursements from these providers on many services provided by dentists in our state. Dr. Joan Monaco, the new Director of Member Benefits at NJDA attended the business meeting to introduce herself to our members. Maureen Barlow, from NJDA talked about the revamped and upcoming Garden state Dental Conference and Expo meeting in May. The Sy Symanski award was presented by Dr. Daniel Krantz to Dr Gary Heir who spoke on the topic of 'Biomechanics and imaging of the TMJ'.

The month of April will see Ms. Lisa Philp, RDH present to member dentists at the general meeting followed by a full day course on April 22nd. The full day course is open to dentists and staff alike. She will be presenting on tools for dental team. I look forward to seeing many of you at this event. A few members' appreciation events will be held over the course of this year. Please look out for future emails.

Over the last few months, I have met a few members who are attending our general meetings more regularly now more than ever and have expressed their motivation to continue to do so. Members of our Board of Trustees continue to work hard to improve the workings of our society.

If you have any concerns or ideas for the dental society, please reach out to me to discuss your thoughts and opinions. If you are interested in helping or getting involved with the working of the board or would just like to come and observe, please call me as well. I hope to see soon!



#### Detailed Treasurer's Report As of February 28, 2015 Amit Vora, DDS

Amit Vora, DDS			
Checking Savings Paypal Total:	1/31/15 \$33,091.84 \$24,339.48 \$38,244.76 \$95,676.08	2/28/15 \$22,252.73 \$24,341.35 \$38,936.60 \$85,530.68	2/28/14 \$22,209.94 \$24,304.82 \$30,109.21 \$76,623.97
Ρð	2/1/2015 thr	t Checking Ac ough 2/28/20 COME	
INTERES MCDS stu TOTAL IN	dy club		0.99 -182.84 -181.85
	EXF	PENSES	
DINNERM DINNERM TOTAL D EXEC CO	INNERMEE M DINNER VE SECRET ADGES XPENSES	ECTURE FE FINGS	301.56 4,260.54 ES 400.00 4,660.54 313.35 700.00 34.78 6,010.23 -6,192.08
INTERES OVERAL	2/1/2015 thr IN T L TOTAL P & L Stat	ement Saving ough 2/28/20 COME cement PayPal	15 1.87 1.87
CONT. EI MENTOR TOTAL IN OVERAL	IN DUCINC COMM-INC ICOME	ough 2/28/20 COME	329.24 439.98 769.22 769.22

# Provide MCDS with your email address!

As those of you who have registered your email addresses with us know, the Board is becoming more proactive in notifying you with timely information, such as upcoming early registration deadlines, reminders about any changes in dates for the General Meetings, course reminders, etc.

By having your email address, we can get such vital and timely information to you. Register by going to our web site (www.MCDSofNJ. org), then the member page, then "Of Current Interest." It's the third link down. The username is mcds, and the password is mcds1912.

## MCDS Board of Trustees Report

Continued from page 2

options for exhibitors. Registration is open online and registrations for courses have been happening at a good pace. More than half of the room block has already been sold. With Horizon joining as an Endorsed Business Associate, there will be 5 different receptions on Friday. MCDS will be hosting a reception as well. Up to 175 participants can register for lunch and learn events on Friday. On site registration is necessary for these events and the venue will be open at 7 am on Friday. Plans are shaping up for a possible Q and A session with legislatures just like a town hall meeting. The next council meeting will be a phone conference on March 26th. Dental Benefits-Devang Modi, Antoinette Tauk The Council on Dental Benefits met on 2/11/2015. Dr. Arthur Bilenker, the Chairman, was not present so the meeting was moderated by Dr. Edward Tirpack (Vice- Chair, Tri-County). Dr. Joan Monaco introduced herself as the new NJDA Director of Dental Benefits replacing Mary Moskal and reviewed her experience and goals for the association and of the council. She has worked both as a consultant for insurance companies (e.g., Met Life) and for many years as a general dentist. She brings knowledge from both sides and her experience will be an asset to our association. Horizon will be switching sealant coverage to once every 3 years instead of once in a lifetime with frequency tied to the payee. There is also a new code in CDT15 for sealant repair D1353. VPay: some insurance companies are paying dentists through a credit card issue to them as opposed to issuing a check. This results in credit card fees being charged to the dentist. Dentists can opt out of this. Some dentists are still being paid through Vpay even after opting out. The ADA is aware of this issue and the NJDA will continue to follow up on this issue. You can call the ADA's CDBP staff at 1-800-621-8099 for additional assistance or go to cms.gov. Regarding the Medicare Opt in/Opt out, the deadline is 6/1. NJDA recommends members to hold off, if possible, for further clarification. Aetna and Guardian have entered an agreement as of 2/1/2015 that they are sharing provider networks. Dentist in the Aetna Dental Access network will be in network for Guardian Dental PPO members. Therefore the claims for Guardian PPO members will be paid according to the Aetna fee schedule. This issue was discussed in more detail and will require further follow up. The next meeting was scheduled for 5/13/2015. Dr. Modi reminded us that as a member benefit, we can call Joan Monaco at NJDA with any insurance issues. Dental Education-Robert Ashmen This council is in the process of being dissolved. Governmental Affairs-Mitch Weiner There have been no new meetings for me since our last MCDS Executive Board meeting. The next Council on Governmental and Public affairs meeting will be this Wednesday March 11th. I will report on any governmental affairs updates from my 3/11 meeting at the Pines on the 17th. Membership- Genevieve Fernandes, Nima Mir-Madilessi We are going to have a 10-15 year membership appreciation night on April 15, 2015. It will be held at AJA restaurant in New Brunswick, NJ. We have asked Marlene to design an invitation for all of the members. It will be from 7:00-9:00pm. It will be a Happy hour with drinks and appetizers. There might be more details to come. Our next membership council meeting will be on March 16, 2015. Peer Review-Sandy Goldstein

Continued on page 5

## MCDS Board of Trustees Report, continued from page 3

There were no new cases assigned or mediated last month. Committee Reports:

#### Corporate Sponsorship-Ira Rosen

We are pleased to have our four gold corporate sponsors coming to our March general membership meeting. Thanks to Biomet 3i, Benco Dental Supply Company, Dentsply Corporation – Tulsa and Caulk divisions and TD Bank for their support. This year, Benco Dental Supply Company will also be sponsoring our all-day practice management course on April 22nd with Lisa Philp, RDH from Transitions Dental North America. I am in discussions with Biomet 3i to sponsor our all-day course in April of 2016.

#### Mentor-Nima Mir-Madjlessi

Our bi-annual OSHA program that satisfies the OSHA standard on Occupational Exposure to Blood Borne Pathogens, which is required annually for dentists and staff, will be given on June 30,2015 at JFK Hospital in Edison NJ.

Two CEU credits will be awarded to the Dentists & staff members attending these 2-hour seminars. These seminars are available as a member benefit of MCDS.

A very big "Thank You" to Dr. Devang Modi for arranging all our room accommodations for the MCDS-OSHA-Mentor programs at JFK Hospital in Edison, NJ. The next OSHA recertification course will be held on October 15, 2015 at St. Peters hospital.

Please see the registration form in this newsletter for additional information and registration for the Mentor program. New Dentist Committee-Sanjeev Satwah

The New Dentist Committee will be meeting on 4/7/15. We are continuing to plan out the Residency Fair and Specialty Dinner at the annual session.

#### Hygiene Study Club-Alyssa Bernstein

The Central New Jersey Dental Hygiene [CNJDH] Study Club met on Wednesday March 4, 2015 at the Crowne Plaza Hotel in Edison. The speaker was Dr. Fatahza, lecturing on "How Substance Abuse Effects Your Dentition" Two CEU credits were awarded to the 23 hygienists that attend this meeting. The next CNJDH meeting will be on Wednesday May 6, 2015 at the Crowne Plaza Hotel in Edison. The speaker will be Dr. Cohen and the lecture is "How to Diagnose Dental Symptoms" Two CEU credits will be awarded for this seminar. This CNJDH study club is available to our hygienists as a Dentist-member benefit of MCDS. Please contact Marlene Glickman, our Executive Secretary for MCDS, at 732-764-MCDS (6237) for additional information and registration in advance for the program.

MCDS Study Club- Genevieve Fernandes, Nima Mir-Madjlessi

Mr. Mike Rizk from Lifestyle and Performance Catalyst will be presenting 'Balancing the demands of Dentistry' on Wednesday April 8th, 2015 from 6:30-9 PM at the NJDA headquarters, North Brunswick, NJ.

Learn how to reverse the effects of repetitive stresses encountered within any form of dental practice. Satisfy your body's fundamental needs for healthy, balanced movement which unlocks your potential for optimal recovery from the work you do best. Two CE credits will be awarded to those attending this seminar. This tuition free course is available to our MCDS members as a member benefit.

#### New Business

Dr. Deborah Brown was unanimously approved as the co-editor of our MCDS Facebook page.

Dr. Satwah brought up the issue we had at the last General Meeting where our LCD projector was not working, and we had to borrow one from the Pines. They were gracious enough to provide the projector to us at no charge for that meeting. With our projector being 8-9 years old, Dr. Satwah requested permission from the Board to research and buy a new LCD projector up to a maximum of \$2,000. The motion was made by Dr. Ashmen, and approved.

Dr. Modi announced that the General Meeting in September will be on the 5th Tuesday - September 29th, because the 3rd and 4th Tuesdays are Jewish holidays. Our October Board meeting (not the General Meeting) may be held in the auditorium in JFK Medical Center due to a conflict in scheduling with NJDA. We will know for sure as we get closer to that date.

Dr. Modi announced some of the speakers for next year's general meetings. He also is working on potential full day course topics. He also reminded us that our contract with the Pines for the General Meetings guarantees a minimum of 70 people.

#### Good & Welfare

Dr. Modi recognized Dr. Tauk's efforts as our Council on Dental Benefits representative.

Respectfully Submitted,

Dr. Genevieve Fernandes,

Secretary

## Recent Alerts from NJDA



ALERT: How can I be part of a plan when I didn't sign up? Network Leasing or Affiliate Carriers are two reasons you may have unknowingly become a

part of a plan you did not intentionally sign up for. Download full explanation here: <u>http://tinyurl.com/n4sv79g</u>.

Always make sure you fully understand any contracts you sign. Feel free to contact NJDA (732-821-9400) for help with reviewing contracts with insurance companies.



#### ALERT: Prescriptions for Medicare patients will only be paid by Medicare if the prescribing dentist either Enrolls In or Opts Out of Medicare by June 1, 2015

Effective June 1, 2015, Medicare Part D enrollees will not receive benefits for otherwise covered medications if prescriptions are written by dentists who are not enrolled in, or have not opted out of, the Medicare program.

https://www.njda.org/menus/medicare-opt-in-opt-out-requirement.html



## **ALERT:** Decision by U.S. Supreme Court in North Carolina Dental Board Case Should Have No Effect in New Jersey

On February 25, 2015, in a 6-3 decision, the United States Supreme Court held that in order to be immune from the federal antitrust laws, "a state board on which a controlling number of decision makers are active market participants in the occupation the board regulates" must be actively supervised by the State. That decision should have no effect in this State because, unlike the dental board in North Carolina, the New Jersey State Board of Dentistry and every other professional and occupational board in New Jersey, has been actively supervised by the State for more than 35 years.



#### ALERT: 3D Digital Scanner Update

The New Jersey Dental Association requested that the New Jersey State Board of Dentistry reconsider its decision that registered dental assistants are not permitted to take 3d Digital Scans. At its meeting on February 4, 2015, the State Board acknowledged that it was considering the request and would provide further information at a subsequent public session meeting.



#### **REMINDER:** Update Patient Records Yearly

On a regular basis, you should be updating your patient records. Doing so at each patient's first check-up of each year will ensure that nobody falls through the cracks. Make sure you have your patients most current medical history, plan eligibility, and a signed informed consent form on file. You should also review HIPAA policies with your patients.



## **GET PUBLISHED:** We're requesting submissions for the Journal of NJDA!

Clinical articles are being reviewed for the Spring and Summer issues. **Download guidelines here:** http://tinyurl.com/p7h7n34

## General Meeting Business

MCDS President Dr. Nainesh Desai and Dr. Daniel Krantz presented March Featured Speaker Dr. Gary Heir with the Sy Symanski Memorial Lecture award (the photo, unfortunately, was not saved on the camera). Dr. Theodore (Sy) Symanski was a member of MCDS for 75 continuous years, and died 3 months short of his 100th birthday. We give this award in his memory to an outstanding speaker during each of our calendar years in recognition of their contribution and commitment to dentistry.

The slate of officers for 2015-2016 was unanimously approved by a vote of the members present at the meeting. They are as follows:

President: Dr. Alyssa Bernstein, President Elect: Dr. Devang Modi, Vice President: Dr. Amit Vora, Secretary: Dr. Genevieve Fernandes, Treasurer: Dr. Sanjeev Satwah, Education Coordinator: Dr. Devang Modi

# Kuwata Pan Dent

The Laboratory Dentists Trust



877-377-4455 www.kuwatapandent.com

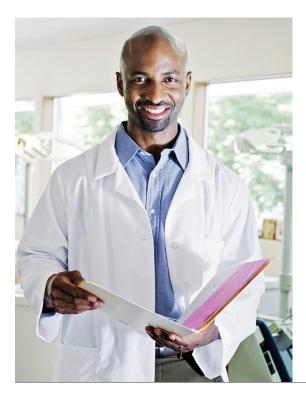
# Middlesex County Dental Society REGISTRATION FORM

MCDS Bi-Annual OSHA Seminar/Certification TUESDAY JUNE 30, 2015

Time:Registration:6:00 PMProgram:6:30 - 8:30 PMPlace:JFK Hospital, Edison, NJTuition:MCDS Member Dentists & Staff\$25 per person [member benefit]NJDA Member Dentists & Staff\$55 per person[member benefit]Non-MCDS/NJDA members/Staff\$75 per person[member dentist]This areasem will actisfy the OSUA standard on Occurational Europere to Diad Dama

This program will satisfy the OSHA standard on Occupational Exposure to Blood Borne Pathogens, which is required annually for dentists and staff. Each office person trained will receive certification that they have been properly instructed for this OSHA regulation on Infection Control. Two CEU credits will be awarded to those attending this 2-hour seminar. This seminar is available to our MCDS members as a member benefit of MCDS MCDS Member Dentists & Staff \$25 @ # \_\_\_\_ = Total \$\_ NJDA Member Dentists & Staff \$55 @ # = Total \$ Non-MCDS/NJDA members/Staff \$75 @ # = Total \$ Please **REGISTER** as early as possible since this program tends to fill up quickly - Thank You make CHECKS payable to: MIDDLESEX COUNTY DENTAL SOCIETY **Office Name Office Address** .....Office fax #..... **Office phone #** Name (Dentists & Staff attending) title

Mail and Return to:MIDDLESEX COUNTY DENTAL SOCIETYP.O. Box 7026East Brunswick NJ 08816MCDS OFFICE:732-764-MCDS (6237)MCDS FAX: 732-764-6200



# We'll put a smile on your face.

# Tailored financial solutions for your dental practice.

Whether you're purchasing your first practice, growing an existing one, or simply buying new equipment, we have all the financial solutions your practice needs to succeed, along with the experience and knowledge in the dental industry that you look for in a partner. Talk to us today about:

Lending solutions

- Deposit choices
- Credit card options
- Merchant services
- TD Digital Express

#### Put the Power of TD Bank to work for you.

Our Practice Finance Specialists are here to answer your questions and talk with you about how a banking relationship with us can benefit your practice. To find out what TD Bank can do for you, visit us online at **tdbank.com** or call **1-888-571-9000**.



## News Brief from the NJDA Council on Annual Session

#### The conference brochure has been mailed and registration is open! Visit www.njda.org for details.

The Garden State Dental Conference & Expo is in historic Princeton, the weekend of May 1 and 2, 2015. Gather with your colleagues at the Princeton Marriott, along with a select line-up of speakers and 95+ industry-leading exhibitors.

#### Your \$25 conference pass includes:

- · Continental breakfasts daily
- Numerous way to WIN Free CEUs
- · Lunch and Learns
- Friday night Happy Hour!

PLUS a \$25 Gift Card to spend with any exhibitor at our conference

Complete course line-up on our website, www.njda.org.

#### Additional highlights you won't want to miss:

- Legislative Town Hall
- LOW guest room rate at our host hotel -- book by April 9 for best rates
- Rutgers Dean's Reception
- Dinner in Historic Princeton sponsored by NJDA Component Societies

Join Bryon E. Roshong, DMD, President of NJDA, at a dinner in his honor on June 19, 2015 at Seasons Restaurant in Washington Township. Details to follow in future news briefs.



# Middlesex County Dental Society REGISTRATION FORM

## MCDS Study Club: Balancing the demands of Dentistry Mike Rizk

## Lifestyle and Performance Catalyst WEDNESDAY APRIL 8<sup>TH</sup>, 2015

# **Time:** Registration: 6:00 PM Program: 6:30–9:00 PM **Place:** NJDA, North Brunswick, NJ **Tuition:** MCDS Member Dentists & Staff

Tuition: MCDS Member Dentists & Staff [member benefit]

Learn how to reverse the effects of repetitive stresses encountered within any form of dental practice. Satisfy your body's fundamental needs for healthy, balanced movement which unlocks your potential for optimal recovery from the work you do best.

Two CEU credits will be awarded to those attending this 2-hour seminar. This seminar is available to our MCDS members as a member benefit of MCDS

Please **REGISTER** as early as possible since this program tends to fill up quickly - Thank You

Office Name			
Office Address			
Office phone #		Office fax #	
Name (Dentis	sts & Staff attending)		title

# Mail and Return to:MIDDLESEX COUNTY DENTAL SOCIETYP.O. Box 7026 East Brunswick NJ 08816MCDS OFFICE: (732) 764-6237MCDS FAX: (732) 764-6200

## **On-Demand Online CE**

Earn Last-Minute CE Credits Online FREE
1 CE Credit per Course

#### **DENTSPLY Tulsa Dental Specialties Webinars** Challenging Canals: How do top docs instrument, irrigate and obturate?

Check out some of the courses available online to find out. Changing the State of Obturation with Dr. William Nudera Start to Finish Endodontics with Dr. Cliff Ruddle Making Waves in Canal Shaping with Dr. Robert Roda

For more courses and information visit our website www.tulsadentalspecialties.com/ondemand

F 🛅 E 1-800-662-1202 For the latest information consult www.TulsaDentalSpecialties.com



ADA C·E·R·P<sup>®</sup> Continuing Education Recognition Program

## WE DELIVER SUCCESS SMILE AFTER SMILE









At Benco Dental, we strive to produce innovative products and services that help our customers stay one step ahead. We're proud to offer dentists more equipment and supply choices than any national dental company.

**SUPPLIES** 

**Product Analysis** 

Over 80,000 products

Our private label BencoBrand™

Comprehensive Lab & Tooth Inventory

#### EQUIPMENT

Experience CenterPoint - North America's Largest Dental Showroom Widest array of equipment options Experienced Service Technicians 24-Hour In-House Handpiece Repair

#### TECHNOLOGY

Innovative ordering systems: Painless® Desktop, Web & Mobile BencoNET Technology Services



SERVICES BluChip<sup>®</sup> Rewards Club Success Partners

Insite<sup>™</sup> Office Design

Call your Friendly Benco Rep at 1.800.GO.BENCO or visit benco.com



# Middlesex County Dental Society

# Full Day CE Program 5 CEUs

Lisa Philp RDH, President, Transitions Group "Communication Toolbelt for Today's Dental Team" Open to Doctors and Staff

Wednesday, April 22, 2015 8:30 am to 2 pm

Lisa Philp is the President of Transitions Group North America, a full service coaching company for dentistry. She graduated from East Tennessee State University as a Registered Dental Hygienist in 1987. Her career began with clinical hygiene in United States and Canada to the creation of a periodontal disease management program in which she coached thousands of dental

professionals. She is currently a leader, author, and coach and highly sought after North American speaker.

Lisa is committed to being an eternal student in the areas of personal growth, leadership, change management, human capital potential, adult learning, advanced training techniques and communication skills. Her mission is to make dentistry simple and fun, allowing dental professionals to achieve personal and professional fulfillment in the workplace.

Dentistry is a human capital people business that requires continual learning to attract, retain and nurture the relationship aspect of patient interactions. Research shows that 85% of our success is directly related to our ability to understand, connect and communicate with people. How you connect, speak and convey your messages, combined with how well you receive other's messages, determines the level of patient loyalty, retention, new patient growth and case acceptance. These tools will rejuvenate and inspire you to embrace and simplify the art of influence for immediate results in achieving what you want and deserve. Participants will learn:

- Art and Science of people skills
- Team member's role in communication
- Key words and phrases that have immediate impact
- The impact of inflection and tone in our messages
- Laws of communication and value of listening
- Power of body language in our interactions

#### **Registration Form**

Doctor's Name (Last)		(First)	
Address			
City	State	Zip	
Office Telephone Number		Fax Number	
Non-Dentist Staff Mem	bers:		
Name			



## ve deliver success smile alter smi

#### **Registration Fees:**

Dentists:
MCDS Members/Residents: \$75 / \$100 ea*
NJDA Members (other than above) \$100 / \$125 ea*
NJDA Non-Members: \$150 / \$175 ea*
Staff (non-dentists):
MCDS:\$65 per staff member
All other NJDA:\$80 per staff member
NJDA Non-Members:\$100 per staff member
Total Enclosed: \$
* Early/Late registration cutoff date: March 1, 2015
* Early/Late registration cutoff date: March 1, 2015 Checks Payable to MCDS (Payment must accompany registration)
* Early/Late registration cutoff date: March 1, 2015 Checks Payable to MCDS (Payment must accompany registration) Mail to: Middlesex County Dental Society
* Early/Late registration cutoff date: March 1, 2015 Checks Payable to MCDS (Payment must accompany registration) Mail to: Middlesex County Dental Society P.O. Box 7026, East Brunswick, NJ 08816
<ul> <li>* Early/Late registration cutoff date: March 1, 2015</li> <li>Checks Payable to MCDS (Payment must accompany registration) Mail to: Middlesex County Dental Society P.O. Box 7026, East Brunswick, NJ 08816 Registration is from 7:30 a.m 8:30 a.m.</li> </ul>
<ul> <li>* Early/Late registration cutoff date: March 1, 2015</li> <li>Checks Payable to MCDS (Payment must accompany registration) Mail to: Middlesex County Dental Society P.O. Box 7026, East Brunswick, NJ 08816 Registration is from 7:30 a.m 8:30 a.m.</li> <li>All programs to take place at the Pines Manor in Edison, NJ</li> </ul>
<ul> <li>* Early/Late registration cutoff date: March 1, 2015</li> <li>Checks Payable to MCDS (Payment must accompany registration) Mail to: Middlesex County Dental Society P.O. Box 7026, East Brunswick, NJ 08816 Registration is from 7:30 a.m 8:30 a.m.</li> <li>All programs to take place at the Pines Manor in Edison, NJ Breakfast Buffet and Coffee Break (Sponosred by Benco)</li> </ul>
<ul> <li>* Early/Late registration cutoff date: March 1, 2015</li> <li>Checks Payable to MCDS (Payment must accompany registration) Mail to: Middlesex County Dental Society P.O. Box 7026, East Brunswick, NJ 08816 Registration is from 7:30 a.m 8:30 a.m.</li> <li>All programs to take place at the Pines Manor in Edison, NJ</li> </ul>
<ul> <li>* Early/Late registration cutoff date: March 1, 2015</li> <li>Checks Payable to MCDS (Payment must accompany registration) Mail to: Middlesex County Dental Society P.O. Box 7026, East Brunswick, NJ 08816 Registration is from 7:30 a.m 8:30 a.m.</li> <li>All programs to take place at the Pines Manor in Edison, NJ Breakfast Buffet and Coffee Break (Sponosred by Benco)</li> </ul>
<ul> <li>* Early/Late registration cutoff date: March 1, 2015</li> <li>Checks Payable to MCDS (Payment must accompany registration) Mail to: Middlesex County Dental Society P.O. Box 7026, East Brunswick, NJ 08816 Registration is from 7:30 a.m 8:30 a.m.</li> <li>All programs to take place at the Pines Manor in Edison, NJ Breakfast Buffet and Coffee Break (Sponosred by Benco) For further information call 732-764-MCDS (6237) or visit</li> </ul>
<ul> <li>* Early/Late registration cutoff date: March 1, 2015</li> <li>Checks Payable to MCDS (Payment must accompany registration) Mail to: Middlesex County Dental Society P.O. Box 7026, East Brunswick, NJ 08816 Registration is from 7:30 a.m 8:30 a.m.</li> <li>All programs to take place at the Pines Manor in Edison, NJ Breakfast Buffet and Coffee Break (Sponosred by Benco) For further information call 732-764-MCDS (6237) or visit www.MCDSofNJ.org</li> </ul>

# Introducing the **3 IMPLANT**

## **Preservation By Design®**

- Contemporary hybrid surface design with a multi-level surface topography
- Integrated platform switching with as little as 0.37mm of bone recession\*1
- Designed to reduce microleakage through exacting interface tolerances and maximized clamping forces

For more information, please contact your local BIOMET *3i* Sales Representative today! In the USA: 1-888-800-8045, Outside the USA: +1-561-776-6700 Or visit us online at www.biomet3i.com

 Östman PO<sup>+</sup>, Wennerberg A, Albrektsson T. Immediate Occlusal Loading Of NanoTite™ PREVAIL<sup>®</sup> Implants: A Prospective 1-Year Clinical And Radiographic Study. Clin Implant Dent Relat Res. 2010 Mar;12(1):39-47. n = 102.

<sup>†</sup>Dr. Östman has a financial relationship with BIOMET **3***i* LLC resulting from speaking engagements, consulting engagements and other retained services.

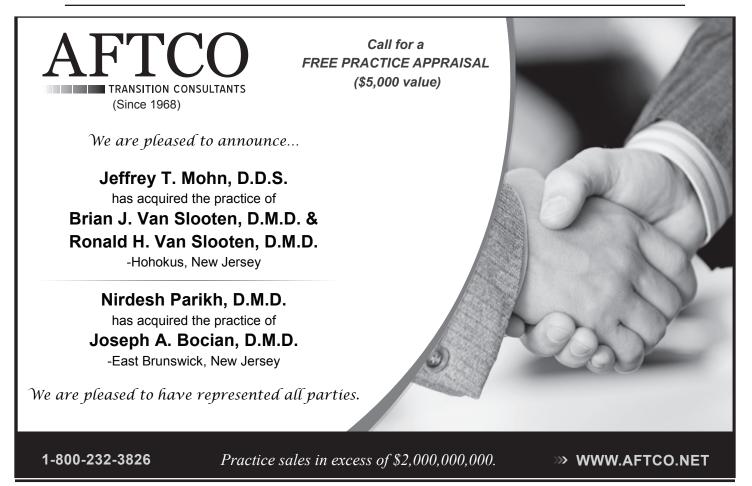
Reference 1 discusses BIOMET 3i PREVAIL Implants with an integrated platform switching design, which is also incorporated into the 3i T3® Implant.

\*0.37mm bone recession not typical of all cases.

For additional product information, including indications, contraindications, warnings, precautions, and potential adverse effects, see the product package insert and the BIOMET **3i** Website.

3i T3, Preservation By Design and PREVAIL are registered trademarks and 3i T3 Implant design, NanoTite and Providing Solutions - One Patient At A Time are trademarks of BIOMET 3i LLC. ©2013 BIOMET 3i LLC.

All trademarks herein are the property of BIOMET *3i* LLC unless otherwise indicated. This material is intended for clinicians only and is NOT intended for patient distribution. This material is not to be redistributed, duplicated, or disclosed without the express written consent of BIOMET *3i*.





PROVIDING SOLUTIONS - ONE PATIENT AT A TIN

# Middlesex County Dental Society Councils and Committees

	Representatives –	
Richard Kahn ADA Delegate	Mark Schambra Judicial Council	
Daniel Krantz ADA Alternate Delegate	Genevieve Fernandes Membership Co-Chair	
Mark VitaleNJDPAC	Nima Mir Madjlessi Membership Co-Chair651-8470	
Nainesh Desai Annual Session	Sanjeev Satwah New Dentists	
Devang Modi Dental Benefits Co-Chair	Mitch Weiner NJDA State Trustee	
Antoinette Tauk Dental Benefits Co-Chair940-0092	Peter DeSciscio NJDA Alt. State Trustee	
Robert Ashmen Dental Education	Sandy Goldstein Peer Review	
Mitch Weiner Governmental/Public Affairs297-4900	Constantine Simos Relief	
– MCDS Committee Chairpeople and Members at Large –		
Ira RosenBudget and Finance422-7440	Alyssa Bernstein Hygiene Study Club	
Cavan Brunsden Children's Dental Health679-2323	Genevieve Fernandes Membership Hospitality613-1931	
Mark Schambra Continuing Education	Nima Mir Madjlessi Mentor	
Ira Rosen422-7440	Cavan Brunsden Special Olympics	
Marlene Glickman Dental Shadowing		

## MCDS Officers

Emeritus Editor:	Dr. Theodore Symanski	(1898-1998)
Newsl./Web Ed.:	Dr. Robert Silverstein	732-846-8686
Facebook Co-Editor:	Dr. Elisa Marantz	609-924-0796
Facebook Co-Editor	Dr. Deborah Brown	973-563-3700
President:	Dr. Nainesh Desai	732-254-2550
President Elect:	Dr. Alyssa Bernstein	732-388-3100
Vice President:	Dr. Devang Modi	732-873-4122
Treasurer:	Dr. Amit Vora	732-494-2444
Secretary:	Dr. Genevieve Fernandes	732-613-1931
Ed. Coordinator:	Dr. Sanjeev Satwah	732-422-7777

MCDS Executive Secretary: Marlene Glickman P.O. Box 7026, East Brunswick, NJ 08816 732-764-MCDS (6237) 732-764-6200 (Fax)

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 Executive Secretary