On the evening of Jan. 30, members and friends of Richmond County Dental Society (RCDS), Second District’s branch Society, gathered at the Richmond County Country Club in Staten Island to mark the installation of the 2016 RCDS Officers. SDDS President Dr. Mitchell Mindlin had the honor of installing Dr. Ralph Costagliola as the 2016 president of RCDS. The other RCDS officers installed were Dr. Ralph Attanasi, president-elect; Dr. Michael Costa, vice president; Dr. Valerie Venterina, treasurer and Dr. Val Arsen, secretary.

Also recognized at the ceremony was Dr. Frank DeGaetano, who was the recipient of the RCDS Lifetime Achievement Award. Dr. DeGaetano is a retired general dentist from Staten Island who has been an active volunteer in his community and in organized dentistry for many years.

Upcoming Events

<table>
<thead>
<tr>
<th>Date</th>
<th>Location</th>
<th>Event Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>MAR. 4</td>
<td>Hilton Garden Inn, Staten Island</td>
<td>9 A.M. - 12 P.M. Continuing Education Course #2016-05 “From Toddlers to Teens: Pediatric Dentistry Update” by R. Glenn Rosivack, D.M.D., M.S.</td>
</tr>
<tr>
<td>MAR. 7</td>
<td>SDDS Headquarters, Brooklyn</td>
<td>7 P.M. SDDS Board of Trustees Meeting</td>
</tr>
<tr>
<td>MAR. 10</td>
<td>Dyker Beach Golf Course, Brooklyn</td>
<td>6:30 P.M. SDDS General Membership Meeting: Hospital Residents Night “Common Oral Lesions: Differential Diagnosis and Treatment” by Gwen Cohen Brown, D.D.S.</td>
</tr>
<tr>
<td>MAR. 15</td>
<td>Bocelli Ristorante, Staten Island</td>
<td>6 P.M. Richmond County Dental Society Membership Meeting “Complex Bone Grafting for Predictable Implant Placement” by Mark Stein, D.D.S., M.D.</td>
</tr>
<tr>
<td>MAR. 18</td>
<td>Hilton Garden Inn, Staten Island</td>
<td>9 A.M. - 4 P.M. Continuing Education Course #2016-07 “Digital Workflows for Prosthetics and Implantology” by Steven R. Acker, D.D.S., M.S.</td>
</tr>
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</tr>
</tbody>
</table>
Understanding EMV Technology

by STEVE BALL, BENCHMARK PAYMENT NETWORKS

What should you know about EMV?

EMV, which stands for Europay, MasterCard and Visa, is an international standard for authenticating debit and credit card transactions. It refers to the microchip in specific credit cards which sends transaction data to the credit card processor. EMV chip and signature transactions have proven to be much more secure than the current magnetic strip technology. In fact, countries that have implemented EMV have seen a dramatic drop in fraud rates. Unfortunately, liability for fraudulent transactions will fall on merchants if they are not using EMV technology. However, upgrading to EMV and becoming prepared for the liability shift does not have to be an overly expensive or time-consuming process.

How will EMV change my customers’ experiences at my point of sale terminal?

At the point of sale (POS), there will be two primary changes to the customer experience:

1. Instead of swiping a credit card, the customer will insert the card into the card reader.
2. The card must remain in the card reader for the duration of the transaction.

This is a fundamental shift in the way many cardholders use their payment cards, as most systems today allow cardholders to simply swipe their card through the reader without the card ever leaving their hands.

There are multiple approaches for EMV integration, such as a standalone EMV terminal for a quick fix, or updated POS software for those operating on a POS system. We will work together to decide which approach fits your business best.

Steve Ball is the national director of sales for Benchmark Payment Networks, Second District’s endorsed vendor of credit card processing services for your office. For further information on EMV, contact Mr. Ball at (631) 659-3664 or via e-mail at sball@gobpn.com.
Spotlight: RCDS 2016 President, Dr. Ralph Costagliola

Dr. Ralph Costagliola graduated cum laude in 1982 from Brooklyn College with a bachelor's degree in chemistry and received his Doctor of Dental Surgery degree from Columbia University School of Dental Medicine in 1988. He completed his residency in oral and maxillofacial surgery at Kings County Hospital, where he also served as chief resident. He is a member of the American Association of Oral and Maxillofacial Surgeons.

He is a diplomate in the International Congress of Oral Implantologists. He is also a diplomate of the American Board of Oral Implantologists, for which he has served as a board examiner.

Dr. Costagliola is currently an assistant attending in the department of dental medicine at New York Methodist Hospital. He is a past voluntary attending at Columbia University School of Dental Medicine. He has three children — Alphonso, Grace and Catherine.

Photos from the RCDS Installation - January 30, 2016
Health Insurance Company Mergers: Can Something Be Done?

by JACK IRWIN, D.D.S.

What is the future of dentistry in 2016? Our profession is being affected on many different fronts as we go off into the future. There is insurance company consolidation (or monopsonization), calls for expanded dental auxiliaries in supposed rural and shortage areas and continued degradation of fees for Medicaid in states that allow for Medicaid dental expenditures.

Consider the upcoming Anthem-Cigna and Aetna-Humana mergers. On July 24, 2015, in a message to its customers, Cigna announced its agreement to merge with Anthem “to form a premier global health service company with the right mix of capabilities to deliver greater choice, access and affordability to meet the challenges of a new era.” Most of us know that when a monopoly is formed prices will go up and payments to dentists will only go down as choices become fewer for the consumer. Anthem, Aetna and United Healthcare will control much of the private dental insurance industry and there will be fewer companies from which to buy dental insurance. Consequently, dentists will be largely controlled by the few insurance companies available.

There may be dentists in some clinical aspect of private practice who can either laugh this off or put their heads in the sand and hope it just goes away on its own. In a recent note in the ADA News, the American Dental Association (ADA) announced its support of the American Medical Association’s (AMA) efforts to block insurance company mergers. Dr. James Madara, executive vice president and CEO of the AMA, sent a letter on Nov. 11, 2015 to William Baer, assistant attorney general for the U.S. Department of Justice Antitrust Division in which he expounded the AMA’s position on the issue. He wrote that “The AMA has concluded that these mergers are likely to impair access, affordability and innovation in the sell-side market for health insurance and on the buy side, will deprive physicians of the ability to negotiate competitive health insurer contract terms in markets around the country. The result will be detrimental to consumers.”

The ADA and AMA are not alone in their concerns about the effects of health insurance mergers and how they impact both patients and providers. In an article titled “The Risks of Health Insurance Company Mergers,” which appeared in September 2015 on the Harvard Business Review’s website economist and former regulator, Leemore Dafny, wrote that “…having fewer insurers leads to higher premiums, both for the large employer segment and the individual exchange market. In short, premiums actually go up, not down, when insurance markets become more concentrated. Other researchers report similar conclusions with respect to Medicare HMO premiums.”

Dr. Dafny, who is currently a professor of strategy and the Herman Smith Research Professor in Hospital and Health Services at Northwestern University’s Kellogg School of Management, asked “What about providers – the hospitals, physicians, and myriad facilities that actually produce medical services? They may benefit from the simplicity of dealing with fewer insurers, but they also have less bargaining clout. The American Hospital Association and the American Medical Association have already expressed their displeasure with some of the proposed mergers.” It seems quite clear to me that any of us in clinical practice should be very worried about health insurance company mergers for several reasons. They give us fewer options for dealing or NOT dealing with insurance companies as there are

Continued on Page 7

Stumbling Upon Dental History

by THEODORE WOHL, D.M.D.

Growing up as the child of an antiques dealer, I was always surrounded by beautiful and interesting relics of generations past. Of course, as a young child I never really appreciated my mother’s passion for all the old items she had squeezed into every corner of our house. I was solely fixated on the new technology of the day… cable TV, Atari Pong and, the most celebrated of my toys, Mattel Electronics Football. Yes, hours of fun were had moving a lighted LED dash up and down while trying to slip past other lighted dashes. It’s amazing how many hours my friends and I would spend playing that simple game.

Needless to say, I never gave much thought to antiques during my youth. It wasn’t until years later when I was finishing up dental school at the University of Pennsylvania that my interest would change. I would occasionally take the short drive up to New Hope for a weekend away when, on one visit, I happened upon Peddler’s Village, a giant flea market with vendors for second-hand items, closeouts and vintage items. It was there that I came upon a tattered old shack. Upon entering, I discovered beautifully colored bottles of various shapes and sizes blanketing the tables and lining the walls. I began thumbing through them and found a few that caught my eye, as the shopkeeper came by and began to tell me stories about how he had dug these treasures up from last century’s landfills. He explained how these bottles were blown in molds and pieced together. For a few dollars, I took a couple home and my interest was sparked.

Over the next few years I would occasionally stop by his shop to look through his bottles. During one visit, I happened upon an interesting item – a bottle embossed with the words “tooth powder.” As a soon-to-be dentist, how could I pass this up? And so I purchased my first vintage dental

Continued on Page 6
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collectible. Over the next few years, whenever I found myself near a flea/antique market, I would scan through the bottles and tins looking for dental relics. I would occasionally find an old dental tin or vintage cardboard toothpaste box to add to my collection and slowly, it grew.

Sadly, a few years after I met the old bottle collector the Peddler’s Village I knew, with its ragtag shops and open air booths, was torn down to make way for a new concrete and steel Peddler’s Village. Gone were the vintage and secondhand shops, replaced with T-shirt vendors and retail stores selling tourist items.

However, modernization has not been all bad. In fact, it has permitted me to continue growing my dental collectibles in a way I never could have imagined when I began. eBay has made it effortless to find and purchase these items from across the globe. While I still stop in on flea markets from time to time, I now find most of my collectibles on eBay. I have collected dozens of dental tins with beautiful graphics and embossing (see photo on page 4). Interestingly, for a New York City dentist, many of these tins were manufactured right here in Brooklyn and downtown Manhattan and some even contain local street addresses.

Through eBay I have also learned about porcelain tooth powder holders called “pot lids,” originally sold in Britain and parts of Europe, India and Australia. These amazing collectibles were manufactured from the mid-1800s through the early 1900s and were the containers in which tooth cleansing powders were sold to the public. Hundreds of different recipes were created to clean teeth and heal gum disease, often using exotic imported foods and colorings. These powders were marketed through ornate designs imprinted on the cover of the lid, utilizing beautiful and intricate graphics and colorful descriptions of the ingredients, often credited to the dentist who concocted it. These descriptions often included promises of how their ingredients led to the best, clean and healthiest mouth. Life was good for these early practitioners with no FDA around to oversee their advertising claims! Amazingly, these graphics were sealed under a layer of glaze such that they could be unearthed from landfills a hundred years later and still maintain their beauty and integrity. I imagine there are not many products made today that could stand up to that test.

Should you find yourself having an interest in these items, do a quick search on eBay for dental collectibles. While my predisposition for collecting vintage items dates back to my childhood, friends who see my collectibles are often intrigued by them. I imagine that what sparks an interest in antiques is a genuine interest in the past, in the way things were done in “the good old days.”

The reality is that each of us has a bit more connection to the past as we grow older and affectionately remember the products and gadgets of our youth that captured our attention. And for those of you who fondly remember Mattel Electronic Football, you’ll be glad to hear that you can find an original version today in the vintage electronics pages on eBay. That’s right, the toys of our youth are now vintage collectibles. I’ll let you decide what that implies about us….

Dr. Theodore Wohl is an orthodontist who practices in Brooklyn.
A "Classy" Reunion

by JAMES SCONZO, D.D.S.

On Dec. 2, 2015, after completing the 145th consecutive month of jumping in the ocean with my brother — a ritual we have done at least once a month for the past 12 years — I proceeded down to Park Slope, Brooklyn to meet a couple of recent Tufts University graduates affiliated with various residency programs throughout New York City. We met under the famed Soldiers’ and Sailors’ Memorial Arch at Grand Army Plaza. From there we strolled to the Brooklyn Botanic Garden for a tour of its Japanese Hill-and-Pond Garden and various conservatories. After our self-guided tour we headed to nearby 7th Avenue, where we dined and quenched our thirst at the Santa Fe Grill.

This all came about as a result of my inability to say “no” to Tufts University School of Dental Medicine when they called and asked if I would be part of their 35th reunion committee. While making calls, it was great connecting with classmates and sharing stories from over 35 years ago. At about the same time, I attended a Second District Dental Society board meeting and noticed that a handful of the current Brooklyn and Staten Island hospital residents graduated from Tufts.

In recent years, SDDS started a mentorship program for residents and new dentists. I thought a dental school get together would be a great way to connect with these new dentists, as well as introduce them to our great borough of Brooklyn and organized dentistry. The couple of hours shared were fun and educational. It was great seeing recent grads hook up, laugh and “break bread” with each other. Students, residents and new dentist are the lifeline of organized dentistry and organized dentistry is their lifeline to their profession. We all need to reach out to our new neighbors and help them so that they may help themselves.

For us “seasoned” dentists, please get in touch with Second District Dental Society and sign up for the mentorship program. You don’t need to go out on an afternoon excursion as I did. Just a phone call and a ten-minute talk can help these guys and gals out more than you can imagine. You may find though, that you may have more fun exploring areas of Brooklyn and Staten Island that we rarely take advantage of!!

Dr. James Sconzo is Chief of Service in the Division of Dental Medicine at New York Methodist Hospital in Brooklyn.

Health Insurance Company Mergers: Can Something Be Done?

Continued from Page 4

fewer choices in general.

The best way to conclude this article is to reference quotes from a January 2010 article written by Don Monkerud, which appeared on Counterpunch.org. In the article, “The Health Insurance Monopoly,” Mr. Monkerud writes that “Such concentration [of insurance companies] stands in stark contrast to a ‘free enterprise’ system where companies compete to lower costs and provide consumer choices. Instead, monoply control raises prices unilaterally and controls every aspect of clients’ health care. No wonder insurance premiums increased an average of 87 percent in the past six years, according to FamiliesUSA.”

After writing an article about insurance company encroachment on the arena of private practice, the question becomes: What can be done and how do we go about competing against this monopoly of insurance companies? Private practice dentists must be as efficient as possible in every aspect of what we do. We must offer patients the very best service possible and we must take the time to explain what is optimal for their dentistry and overall health.

Most of us are not so naive as to be unaware that many patients come to our offices either because we accept their dental coverage or are on some preferred provider list. We must let these patients and prospective patients know what this means and what can best be done for them.

It is my opinion that the mergers of dental insurance plans are similar to corporate dental practices. If we proceed with the best of intentions and provide the very best dental care possible at reasonable prices, we will not only survive in private practice but will thrive, because we will be giving people what they want and need.

Dr. Jack Irwin is a general dentist who practices in Brooklyn.

E-Prescribing

Reminder

Beginning Mar. 27, 2016, all health care providers in New York State will be required to transmit prescriptions electronically. This means that by law, all prescriptions issued by you MUST be sent to the pharmacy electronically using appropriate e-prescribing software. By now, you should already have purchased and begun using the e-prescribing software endorsed by the New York State Dental Association (NYSDA). If you have not done so, do not delay any further!

To order the NYSDA-endorsed e-prescribing software, contact Henry Schein at (800) 734-5561, option 2 (M-F, 10 A.M. - 6 P.M. EST). Purchase of the NYSDA-endorsed software through Henry Schein entitles Second District members who have renewed their 2016 tripartite membership a $30 rebate of the initial set-up fee. To redeem this offer, submit an acceptable proof of purchase (e.g. a copy of your paid invoice) to SDDS Headquarters, via fax, e-mail or mail.

The Second District Board of Trustees implores you to ACT NOW!
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Dentistry for children can at times be incredibly challenging but also amazingly rewarding. A “routine” procedure performed for an adult patient may become an adventure when performed on an anxious, crying and mobile pediatric patient. This adventure, however, should be enjoyable for both the patients and the dental professionals who treat them. This course is designed to provide guidance in the management of both the behavior of pediatric patients as well as the procedures they require.

The interactive lecture and discussion will combine a review of standard techniques with an update of new methods and advancements utilized in the treatment of pediatric patients. Participants will be shown step-by-step methods for routine and emergency treatment of children. This will be especially helpful for general practitioners looking for practical insights in to the management of young patients. The latest updates in clinical research will be evaluated as the practice of pediatric dentistry evolves into an evidence-based science. Upon successful completion of this course, attendees will learn:

- Non-pharmacologic and pharmacologic techniques of child management
- How to communicate with pediatric patients and their caregivers
- To diagnose and treat orofacial trauma in pediatric patients using current recommendations for splinting times and methods for traumatized teeth
- Current recommendations for the treatment of avulsed permanent teeth based upon extra-oral time and storage medium
- How to use systemic and topical fluorides for children
- The latest pulp therapy techniques for primary and young permanent teeth
- Current techniques and agents used for local anesthesia in children
- To diagnose and treat common emergencies in pediatric patients

Patients often present with sore, irritated mucosa, but the symptoms of peeling, redness, ulceration and blisters can be attributed to many different etiologies. This essay will present an easily reproducible approach to the differential diagnosis and treatment of common intraoral and perioral lesions, especially those that are a result of diseases which mimic each other. The content will include a review of the clinical presentation of oral and systemic diseases including the objective findings of size, location, surface morphology and color, and the subjective findings of pain and loss of function.

Upon successful completion of this lecture, participants will learn to:

- Recognize clinically relevant common soft-tissue lesions that affect the oral and perioral tissues
- Develop differential diagnoses for common oral lesions by incorporating clinical presentation, histologic and laboratory findings
- Describe current treatment modalities for various common oral lesions, prescribe pharmacological agents properly and understand their mechanisms of action
- Know when and how to consult with and refer patients to individuals for more specialized care

The first part of this presentation will review the critical esthetic parameters of the hard and soft tissues during oral reconstruction from both a periodontal and prosthodontic perspective. Special emphasis will be placed on the clinical steps used to develop esthetic analysis and smile design. Procedures used to both add and subtract gingival tissue will be discussed and a review of modern restorative materials that attempt to mimic the natural dentition will be presented.
Finally, three clinical cases will be reviewed that will integrate the previously discussed topics. Upon successful completion of this lecture, attendees should:

- Be familiar with general esthetic principles of smile design
- Know when to add and subtract gingival tissues for appropriate function and esthetics
- Be comfortable with prescribing and handling modern restorative materials
- Understand the diagnostics and treatment planning behind aesthetic reconstruction

The second part of this presentation will focus on dental attachments. Dental attachments provide unique options for gaining retention and stability for partial and complete removable dental prostheses. This presentation will provide an overview of commonly used attachment systems for both implants and teeth, as well as indications and contraindications for use. Special attention will be placed on treatment planning, maintenance and clinical/laboratory techniques to implement attachments successfully into one’s practice. Part of the presentation will deal with trouble shooting common problems seen with dental attachments. Finally, clinical cases will be presented that will show the successful integration of attachments in patients with partial and complete edentulism. Upon successful completion of this lecture, attendees should be able to:

- Understand the indications and contraindications for intracoronal and extracoronal attachment systems
- Treatment plan successful partial and complete implant overdentures
- Prescribe attachment systems based on individual patient’s needs
- Recognize how implants and teeth can be used in conjunction to stabilize, support and retain overdenture prostheses

In today’s oral and maxillofacial surgery practice, one is faced with treatment planning many different types of cases that will eventually involve the placement of dental implants. The days of placing implants “where the bone is” are long gone and today’s practitioners must be able to place dental implants based on a restoratively driven treatment plan. On many occasions, patients present with anatomical situations that prevent the placement of dental implants without extensive bone regeneration procedures. These procedures can vary from something as simple as an extraction and socket grafting, to extensive ridge deformities requiring advanced techniques such as BMP/Infuse guided bone regeneration to computer-guided implant placement with concurrent bone regeneration and immediately loaded restorative prosthesis.

This two-part lecture series, presented by Drs. Mark Stein, David Hoffman and Lydia Lam, will cover intraoral bone regeneration technique starting from simple socket grafting and extending to full arch reconstruction. Participants will leave the lecture with an understanding of what is involved in the evaluation of potential bony defects to the coordination and treatment planning of full arch reconstruction cases which involve both bone regeneration and simple implant placement.

*This lecture is part one of a two-part series. Part two of the lecture will be presented at the RCDS membership meeting on November 15, 2016.

The key to integrating highly accurate and aesthetic digital prosthetics in an efficient manner while minimizing patient chair time is to fully understand digital workflow and the use of this technology. Clinicians must have full understanding of diagnostic and treatment planning protocols to achieve optimum results. This course will discuss and train practitioners and staff in three areas of digital workflow. Groundbreaking protocols that integrate guided surgical and guided prosthetics will be taught. Digital impressions and scanning for fabrication of milled restorations, both in office and laboratory fabrication, will be reviewed. Workflows for single teeth and restoration of full arches in totally digital workflow will be discussed.

The use of cone-beam CT scan and digital scanning for totally integrated guided implant surgery and guided immediate load prosthetics will also be presented. This can be done whether or not the clinician owns any digital technology. Use of traditional impression protocols with a laboratory digital fabrication of implant-supported fixed prosthetics will also be described. Upon successful completion of this course, the attendee will understand how to execute a digital workflow from the treatment planning stage through the final delivery of various prosthetic options. Guided surgical implant and prosthetic treatment will be described. This will incorporate digital diagnostic technology and fully integrate it with digitally fabricated prosthetics for implant and non-implant prosthesis.
**SDDS MARCH/EARLY APRIL 2016 CONTINUING EDUCATION COURSE LISTING**

**SPECIAL INTEREST COURSE**
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**Hilton Garden Inn, Staten Island, NY (9 A.M. - 3 P.M.)**
#2016-08  
Friday, March 25, 2016

**SDDS Headquarters, Brooklyn, NY (9:30 A.M. - 3:30 P.M.)**
#2016-10  
Friday, April 8, 2016

**CPR & Medical Emergencies in the Dental Office**  
MICHAEL KALIROFF  
Certified Instructor, American Heart Association

This course provides dentists and their staff members with the knowledge and skills needed to properly respond to cardiopulmonary and other medical emergencies which can occur in dental offices. The specific advantages and disadvantages of performing CPR within the dental operatory will be discussed. This program utilizes hands-on practice sessions for all participants. Topics to be covered will include heart attacks and strokes (signs and symptoms), sudden cardiac arrest/defibrillation, airway obstruction (choking), respiratory emergencies, anaphylactic reactions, emergency drug kits, and more.

Upon successful completion of this course, participants will gain the knowledge and hands-on experience needed to administer CPR safely and effectively. Participants will receive a two-year certification card from the American Heart Association as well as continuing education credits. Completion of this course will also satisfy the New York State Education Department’s requirement for licensed dentists.

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**#2016-05 "From Toddlers to Teens: Pediatric Dentistry Update"**
**SDDS Members/Staff**  $50  
**SDS Residents** FREE  
**ADA Members/Staff**  $60  
**Non-ADA Members/Staff**  $95  
**Federal Service Dentists**  $25  
**R. Glenn Rosivack, D.M.D., M.S.**  
Friday, March 4, 2016  
**Hilton Garden Inn, Staten Island**  
9 A.M. - 12 P.M.  
**MCEU - 3 hours**  
**Breakfast included**

**#2016-06 The Dr. Irving E. Gruber Memorial Lecture: "Cosmetic Pearls for the General Practitioner"**
**SDDS Members**  $140  
**SDS Member's Staff**  $90  
**SDDS Residents** FREE  
**SDDS Member's Staff**  $85  
**ADA Members/Staff**  $150  
**Non-ADA Members/Staff**  $265  
**Federal Service Dentists**  $70  
Friday, March 11, 2016  
**Dyker Beach Golf Course, Brooklyn**  
9 A.M. - 4 P.M.  
**MCEU - 6 hours**  
**Breakfast and lunch included**

**#2016-07 "Digital Workflows for Prosthetics and Implantology"**
**SDDS Members** $100  
**SDS Residents** FREE  
**ADA Members/Staff**  $60  
**Non-ADA Members/Staff**  $95  
**Federal Service Dentists**  $25  
**Steven R. Acker, D.D.S., M.S.**  
Friday, March 18, 2016  
**Hilton Garden Inn, Staten Island**  
9 A.M. - 4 P.M.  
**MCEU - 6 hours**  
**Breakfast and lunch included**

**#2016-08 "Dental Treatment for Snoring and Sleep Apnea"**
**SDDS Members/Staff**  $50  
**SDS Residents** FREE  
**ADA Members/Staff**  $60  
**Non-ADA Members/Staff**  $95  
**Federal Service Dentists**  $25  
**Mark F. Samani, D.M.D.**  
Friday, April 1, 2016  
**Dyker Beach Golf Course, Brooklyn**  
9 A.M. - 12 P.M.  
**MCEU - 3 hours**  
**Breakfast included**

**#2016-10 "Demystifying Immediate Full Arch Implant Therapy"**
**SDDS Members/Staff**  $50  
**SDS Residents** FREE  
**ADA Members/Staff**  $60  
**Non-ADA Members/Staff**  $95  
**Federal Service Dentists**  $25  
**Nainesh A. Desai, D.D.S.**  
Friday, April 15, 2016  
**Hilton Garden Inn, Staten Island**  
9 A.M. - 12 P.M.  
**MCEU - 3 hours**  
**Breakfast included**

**CPR & Medical Emergencies in the Dental Office**  
Michael Kaliroff  
Certified Instructor, American Heart Association

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**#2016-09 "CPR and Medical Emergencies in the Dental Office"**
**SDDS Member**  $160  
**SDDS Member’s Staff**  $145  
**SDDS Resident Members** FREE  
**ADA Member/Staff**  $170  
**Non-ADA Member/Staff**  $280  
**Federal Service Dentists**  $85  
**MCEU - 5 hours**  
**Breakfast and lunch included**

**SDDS Headquarters, Brooklyn, NY**  
(9:30 A.M. - 3:30 P.M.)

**#2016-10**  
Friday, April 8, 2016  
**Hilton Garden Inn, Staten Island, NY**  
(9 A.M. - 3 P.M.)

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**IMPORTANT**

**EVENT UPDATE!**

Due to unforeseen circumstances, Dr. Kenneth Cooperman will no longer be the featured clinician at the SDDS April membership meeting on Thursday, April 14, 2016. **All other event details remain unchanged.**

Revised lecture information will be published when it is available on our website at www.sddsny.org, as well as in the April 2016 Bulletin and upcoming mailers.

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**12**  
**SDDS BULLETIN MARCH 2016 — Volume 33 ◊ Number 3**
**POSITIONS WANTED**

**PERIODONTIST** — 38 years experience in high-volume insurance and union-oriented NYC offices seeks PT asociateship with general practice in Manhattan or Brooklyn. Excellent references. Very productive. Call (212) 679-2472.

**POSITIONS AVAILABLE**

**GENERAL DENTIST** — Wanted for multi-specialty practice located in Staten Island, NY. Hours and days flexible. Please email responses to hwddentalcare@gmail.com or fax to (718) 494-2849.

**PEDODONTIST** — wanted for large multi-specialty practice located in Staten Island, NY. Hours and days flexible. Please email responses to hwddentalcare@gmail.com or fax to (718) 494-2849.

**ORAL SURGEON** — Wanted for large multi-specialty practice located in Staten Island, NY. Hours and days flexible. Please email responses to hwddentalcare@gmail.com or fax to (718) 494-2849.

**GENERAL DENTIST** — Modern fee-for-service dental office is looking for GP dentist to work part time in our family practice located in Brooklyn, NY, 11229. Must be competent and ambitious person. Bilingual. Applicants should submit their resumes to lumanoff@gmail.com or fax it to (718) 382-9809.

**GENERAL DENTIST (STATEN ISLAND)** — Associate wanted for established general and specialty group dental practice. Weekdays 20-24 hours per week. Can lead to full time position. Eight well equipped operatories, all digital X-rays with solid patient base. Complete freedom over treatment planning and patient care. Proficiency in endodontics a plus. Send resumes to jm3rain@aol.com or fax: (718) 987-6542.

**GENERAL DENTIST** — Wanted for quality, fee for service Brooklyn Heights Practice. Two plus years and Endodontic proficiency required. Three Days. Potential for future. Send resumes to Klein.MindlinDDS@gmail.com.

**ENDODONTIST** — Part time position 1-2 days per week in Staten Island, NY at a multidisciplinary specialty and general dental practice. Send resume by Fax: (718) 987-6542 or by email: jm3rain at aol.com.

**PERIODONTIST** — Midtown office needs a GP for Fridays 9-2. Exp. preferred, Yiddish speaking helpful, good with molar RCTs, crowns and children. Reply to DDS7723@gmail.com.

**GENERAL DENTIST** — General Dentist preferred for Brooklyn, NY practice. Must be competent and motivated self-starter. Must be able to diagnose, provide Tx plan and treat most problems in a general dental practice. Part time, work any day Mon-Sat. Russian/English bilingual. NY State lic.#, Medicaid, DentQuest provider# required. Great opportunity, incentive program and potential for buy-out. Submit resume to dianex@aol.com or fax to (718) 891-8949.


**GENERAL DENTIST FULL/PART-TIME** — In Brooklyn dental office. Experience is necessary. Spanish speaking a must. Send resume to doceetang@aol.com Tele.# (718) 492-8856.

**PEDODONTIST AND ORAL SURGEON** — A part-time position is available for a pedodontist and Oral surgeon at a busy dental office located in Brooklyn NY 11209. The applicant must have at least 1-2 years experience and candidate should also be licensed in NY state. Applicants should submit their resumes to tibadental@yahoo.com or please call: (718) 491-6585 or fax it to: (718) 491-6586.

**GENERAL DENTIST** — Looking for a part-time General Dentist to work in a busy dental office located in Brooklyn NY 11209. We are looking for someone with at least two years experience, with NY state License and who has exceptional clinical skills and loves what they do. The General Dentist must be capable of diagnosing a patient, providing a treatment plan, and treating dental conditions. Applicants should submit their resumes to tibadental@yahoo.com or please call: (718) 491-6585 or fax it to: (718) 491-6586.

**ENDODONTIST** — Busy cosmetic dental office in Brooklyn. Digital x-ray machine. Friendly and experienced staff. Send resume by fax: (718) 376-7652 or by email: taladentala@gmail.com.

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**Peninsula Dental Society 2016 Schedule**  
Established 1968

- **March 4, 2016**  
  “Precision, Productivity, and Profitability of Implant Prosthetics in Traditional Practice”  
  Dr. Robert Vogel  
  Un. Of N. Carolina

- **April 1, 2016**  
  “A Recession Proof Restorative/Hygiene Practice: Energizing the Team to Enhance Scope and Production”  
  Dr. Lou Graham  
  Un. Of Chicago

- **May 6, 2016**  
  “Avoiding Implant Complications: The Art and Science of Prosthetic Treatment Planning”  
  Dr. Henry Salama  
  Un. Of Pennsylvania

For registration, directions, and further information please call (516) 569-1111

All courses are held on Fridays at The Sands of Atlantic Beach from 8:30 A.M. - 3:30 P.M.
Discussions regarding the necessity of treatment, the risks, benefits for treatment outcomes and thoroughly communicate and document claims, practitioners should take care to manage patient expectations, protect against a corresponding increase in lack of informed consent for veneer procedures and crown and bridge work. The American Academy of Cosmetic Dentistry predicts increases in such procedures, but is often overlooked when treatment plans are being formulated. A review of case law and jury verdicts, however, makes it clear that practitioners cannot rely on a simple written treatment plan alone to establish informed consent, and that it is necessary to secure proper safeguards and protection afforded by the provisions of the New York State Insurance Law.

See Why So Many Dentists Have Made The Switch

Broad Coverage

- Claims-Made & Occurrence policies
- Free “Tail” Coverage when meeting PRI’s requirements
- Free “Nose” Coverage when switching to PRI, so you do not have to purchase “Tail” Coverage from your current carrier
- Enhanced limits available that meet Hospital requirements to receive Free Excess Coverage
- Coverage for Botox at no extra charge
- Coverage for Extractions at no extra charge
- Coverage for Implants at no extra charge
- Coverage for Additional Insureds at no extra charge
- Coverage for Locum Tenens at no extra charge
- Coverage for Vicarious Liability at no extra charge

Lower Premiums

- Policies starting at $50 for dentists who are new to practice when meeting PRI’s requirements
- A multitude of discounts available to reduce your premium
- No finance charge placed on policies satisfied by quarterly payments
- Free Home Study Risk Management Course
- No deductible on any of our policies

Exceptional Customer Service

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- One-time application process
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MINUTES OF THE JANUARY 4, 2016 BOARD OF TRUSTEES MEETING

President Dr. Mitchell Mindlin called the meeting to order at 7:05 P.M.

PRESENT: Drs. Mindlin, Ariola, Rosenwein, Buchalter, Albicocco, Bina, Buccigrossi, Segelnick, Bongiorno, Demas, Donato, Flagiello, Hallkias, Hassan, Khanna, Lieb, McIntyre, Medrano-Saldarriaga, Meiselman, Oshrain, Quartey, Ratner, Reyes, Sconzo and Turchak

EXCUSED: Dr. Attanasi

GUESTS: Drs. Gounardes, Wesley, Lerner, Gainor and Ozer

RESIDENTS: Drs. Hershkovitz, Jones, Kim and Dhadli

Dr. Mindlin appointed Dr. Gounardes as SDDS parliamentarian for 2016.

Motion Passed: The minutes of the December 7, 2015 Board of Trustees meeting were accepted.

DECEASED MEMBERS:
Dr. Melvin Berman – Columbia University, 1943
Dr. Kevin Nagourney – New York University, 1986
Dr. Abraham Rosenbaum – New York University, 1944

NEW MEMBERS:
Dr. William Perez – New York University, 2012

TRANSFERS:
Dr. Yaakov Barak – Columbia University, 2014 (Transferred from Queens)
Dr. Michael Slomnicki – UMDNJ, 2010 (Transferred from New Jersey)
Dr. Judita Zibuts – New York University, 2014 (Transferred from Queens)

Dr. Michael Slomnicki – UMDNJ, 2010 (Transferred from New Jersey)
Dr. Yaakov Barak – Columbia University, 2012

ANNOUNCEMENTS:
See “Calendar.”

CORRESPONDENCE:
Letter dated December 8, 2015 from EDPAC chairman, Dr. Friedman,

regarding SDDS contribution.

REPORT OF OFFICERS AND STAFF:
President — Dr. Mitchell Mindlin:
• Welcomed new Board members Dr. Donato and Dr. Quartey.
• He attended GNYDM Strategic Planning Committee meeting.
• Discussed restoration of the SDDS auditorium to use for seminars and eventually workshops. Ad hoc committee — Drs. Lerner, Oshrain and Pavlakos — appointed to study what upgrades would be necessary.
• Thanked Drs. Quartey and Hassan for their efforts with new member outreach.
• Dr. Lieb will receive our Distinguished Service Award at the SDDS installation/luncheon on Sunday, January 8, 2016 at the Yale Club. He congratulated Dr. Oshrain on achieving life membership status. He will be honored along with 10 other new life members.

President-Elect — Dr. Gabriel Ariola:
• Welcomed new Board members.

Vice-President — Dr. Sari Rosenwein (progress)

Secretary — Dr. Alyson Buchalter:
• Attended the GNYDM Strategic Planning Committee meeting

Treasurer — Dr. Paul Albicocco:
• Presented treasurer’s report

Librarian Curator — Dr. Babak Bina (progress)

Executive Director — Mr. Bernard Hackett:
• Preparations for SDDS / NYSDA Residents Evening is almost complete with over 90 RSVPs to date. Event is underwritten by an MGP grant from the ADA in cooperation with the NYSDA new dentist committee.
• The 2016 activity book had been sent to members.
• The third A/C unit was installed.
• Director and officer liability insurance, workers comp policy, property and casualty and umbrella insurance have been renewed with slight increases effective Jan 1, 2016.
• E-Rx reminders to members will start next week. Members will be reminded that waivers are virtually impossible to receive.

UNFINISHED BUSINESS:

NEW BUSINESS:

Audio visual resolution — Drs. Lerner/ Mindlin:

Motion Passed: The SDDS BOT allocate up $15,000 for the purchase and installation of a new AV system in the SDDS Headquarters’ auditorium.

Chairman:
1. Motion Passed: The BOT of SDDS to allocate up to $10,000 for a new dentist membership recruitment budget targeted to increasing paid membership of new dentists.
2. Motion Passed: The BOT of SDDS create and disseminate a survey to new dentists that graduated within the last 10 years to determine expectations and target programs based on those results with a budget of up to $1,500 for incentives.
3. Motion Passed: The BOT of SDDS create a residency coordinator position in each residency within the district that reports to the new dentist chair to aid in dissemination of information to residents.

York dentist club resolutions — Dr. Hassan:
1. Motion Passed: The BOT of SDDS create the “SDDS Young Dentist Study Club.”
2. Motion Passed: The BOT of SDDS provide funding for these meetings - food, drinks, speaker (in the form of food/drinks, transportation and small gift), CE credit up to $5,000.

GOOD & WELFARE:
• Dr. Lieb congratulated Drs. Quartey and Hassan for their work on new dentist recruitment.
• Dr. Buccigrossi will be writing the SDDS information blurb for the NYSDA Journal and asks for suggestions/ ideas.
• Dr. Gounardes congratulated SDDS members with national/ADA presence.

ADJOURNMENT: 8:05 P.M.
JACOBSON GOLDBERG & KULB, LLP
Attorneys and Counselors at Law

585 Stewart Avenue
Garden City, New York 11530
(516) 222-2330

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