



Suffolk Dental

Suffolk County
DENTAL SOCIETY

Bulletin

The Official Publication
of the Suffolk County Dental Society

Volume 53 - Number 2
Summer 2024

2024 GLIDM Photo Contest Winner



Michael Rechter

“Once in a Blue Moon” Photo by Dr. Michael Rechter

Looking across the Great South Bay to Fire Island, from Captree State Park.

August 30, 2023 at 7:43pm

Our upcoming events are on page 3. The [website](http://www.suffolkdental.org) (www.suffolkdental.org), our emails and our social sites are great sources of up to date schedules.

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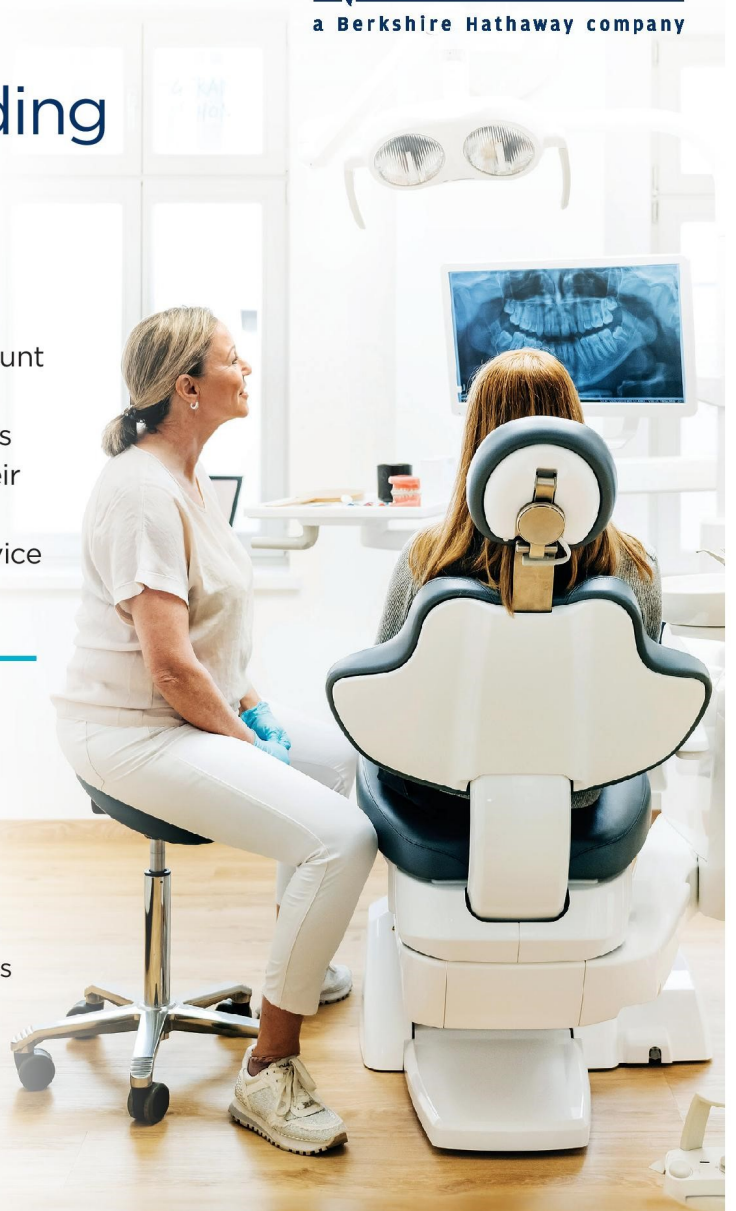
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Editor

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Please submit material for publication [electronically](#) accompanied by double-spaced written copy six weeks prior to the month of publication.

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Date	SCDS Event
7/31/2024	New Dentist Summer Social
9/4/2024	CPR
9/16/2024	Board of Directors Mtg.
9/18/2024	Seminar Series 2024#3 Dr. David Rice
9/25/2024	Zoom General Membership Meeting
9/27/2024	Course and Registration - Blockbuster Event - Dr. Roger Levin, Sponsors - Sponsor Information
10/2/2024	Seminar Series 2024#4 - Dr. Brian Goodacre
10/7/2024	Board of Directors Mtg.
10/9/2024	Hands On Endo Course - Dr. Anne L. Koch
10/17/2024	SmileCon 2024 - New Orleans Oct 17-19
10/19/2024	ADA House of Delegates 2024 - Oct 19-22
11/1/2024	SAVE THE DATE - LI Womens Dental Symposium
11/6/2024	New Dentist Event - Save The Date
11/13/2024	General Membership Meeting
11/18/2024	Board of Directors Mtg.
12/4/2024	Compliance Day - SAVE THE DATE
1/11/2025	SCDS Officers Gala Celebration - SAVE THE DATE

More details on events can be found on the back cover and within the bulletin.

IMPORTANT — The ADA Master Database of Record (APTIFY), which is utilized for Membership, Events, Reporting and much more is being replaced during the 1st two weeks of July 2024. Watch for more communication on this as it may effect certain service availability.

Please note there are several events and courses in active planning, watch our website and our emails and social sites for updates (as events are subject to change). Your support, patronage and patience are appreciated as always. Please send any comments to Contact@SuffolkDental.Org.

SCDS [Registration](#)

Site



[SCDS Calendar](#)





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The Changing Landscape of Dentistry

Dear Colleagues,



On May 14, I had the honor and privilege of recognizing the excellence of several students at the Stony Brook School of Dental Medicine Awards Ceremony. As I stood on stage, peering out over the crowd of graduates, it gave me pause to reflect upon my own career, as well as how our profession has evolved since I graduated, some 35 years ago.

Indulge me as I take you on a trip, back in time, to a day in the life of a typical general dentist in the early 1990's.

Your 9:00 patient presents with a chief complaint of a lost filling. After your assistant carefully places the lead apron, they place the film pack and proceed to take a periapical radiograph. While you are waiting the ten minutes for the film to be processed through the Peri-Pro, you administer local. Fortunately, your patient, who has a heart murmur, had already pre-medicated with 2 gm of Amoxicillin and will take the additional 1 gm 6 hrs. later. As you inspect the film mounted to the view box, you determine that it will only require an amalgam restoration. You prepare the tooth and apply Dycal to the deepest part of the prep as your assistant prepares the amalgam and hands it to you in the amalgam carrier. Once you are finished packing and burnishing, you remind the patient not to eat for an hour to allow the restoration to fully set. You then write down the treatment notes in the patient's chart as they leave.

Some of you may view this trip down memory lane with amusement, but it is easy to see how some long-established practices are no longer the standard of care. Most recently, the American Dental Association released a statement proclaiming the use of lead aprons and thyroid collars as no longer being necessary, or even recommended. This poses a dilemma for many of us, as it is not easy to convince some patients to have radiographs taken in the first place. Imagine the difficulty in convincing your patient, after a lifetime of wearing a protec-

tive lead shield, that it is now no longer recommended! For now, most of us will continue to maintain the status quo until there is further clarification, or the public is educated as to the findings that modern digital X-ray equipment, with a limited beam size, has called into question the need for lead aprons.

Even with the advent of digital dentistry, artificial intelligence, and other advancements, one of the biggest changes to our profession over the last 35 years is the way we now practice. I remember being bombarded with warnings of the "impending" corporate takeover of dentistry, and how private practice, as we knew it, would cease to exist. Fortunately, this wasn't the case, and my dream of owning a private practice came to fruition. However, time marches on. As of 2022, Dental Service Organizations have affiliated with 13% of dentists across the United States. Of those, 23% are less than ten years out of dental school. Those numbers are even higher today and will continue to rise. My personal feeling about DSOs has evolved over the years. Whereas I used to strongly oppose them, I now feel that they have their place and can co-exist with the private practice. In fact, the DSO model can benefit the private practice, as there are many patients who prefer that setting and will gravitate to where they believe they will receive a more personal touch.

We all have choices. That is what makes our profession so wonderful. If you love dentistry but hate the thought of running a business, then working as an associate or joining a DSO may be a good fit for you. However, if you want complete control over the day-to-day operations of the practice, then being an owner is your only option.

Regardless of how you decide to practice, den

{CONTINUED ON PAGE 14}



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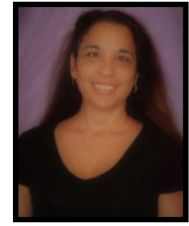
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The Suffolk County Dental Society is at the Crossroads of Motor Parkway History. The building housing the Suffolk County Dental Society's headquarters at 150 Motor Parkway in Hauppauge underwent a renovation fol-

lowing its Fall 2021 acquisition by the Damianos Realty Group of Smithtown. Aware of the significance of the building's location, principals of the group, X. Christofer Damianos and Pelops Damianos, decided to incorporate an homage to the Long Island Motor Parkway and its Vanderbilt Cup Races into the makeover of the lobby and hallways.



Photographs convey the excitement of the Vanderbilt Cup Races

The Vanderbilt Cup Races were considered the greatest motor sporting events of their time. The brainchild of William Kissam Vanderbilt, Jr., these races tested American cars against the finest European models at the turn of the last century. To better protect spectators and control driving conditions, Vanderbilt constructed a privately owned speedway to accommodate his passion. Just past the current doors of #150 is a section of the very road which ultimately impacted the development of our infrastructure and automobiles.

Greeting visitors is a reception desk with a stylized racing car facade. Framed panels of *Newsday's* 1995 Big Apple Almanac cartoon series, featuring the history of the Vanderbilt Cup Races by artist Patrick M. Reynolds, are displayed down the first floor's hallway. In addition, a spectacular montage of photographs, provided by Howard Kroplick (www.vanderbiltcupraces.com) depicts the vintage racecars and conveys the excitement of the era in the rear lobby. Maps

and other related prints from Mr. Kroplick's archives enhance this worthy tribute.



The racing car desk in the lobby is a tribute to the site's history

Consider exploring all five levels of the 200,000 square foot building the next time you attend a dental conference held at the SCDS.



Images of the license plates which permitted access to the parkway are found on the lower level



(Left - A cartoon panel published in *Newsday* shares the origins of Vanderbilt's plans)

You don't have to be a gearhead to appreciate the attractive automobilia such as a collection of vintage motor oil cans, racing posters, and car-related artwork decorating the walls.

Meredith B. Jaffe, DDS - 35 yr SCDS Member

Why AEDs Aren't Effective (Without High Quality CPR)

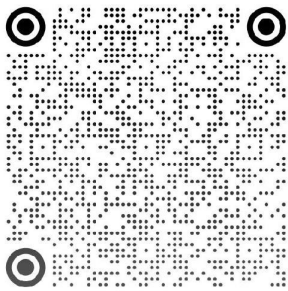
By Erik Zalewski, MS, NRP, CIC
Chief Emergency Expert, Have Dummy Will Travel, Inc.

Over the past 25 years, Have Dummy Will Travel has trained tens of thousands of people in CPR and AED use. Over the years, we've had a handful of folks call to thank us because the skills they learned were used to save someone's life. Very rarely do we get the opportunity to download the code summary data from an AED, reconstruct the event, and dissect it to learn what we can do to improve performance and patient outcomes. Such an event occurred recently in one of our client's dental offices.

An 83-year-old patient was undergoing a dental procedure when he experienced sudden cardiac arrest, an event that can affect anyone at any time. The dentist immediately removed the rubber dam and began chest compressions (while the patient was still in the dental chair). The assistant called 911 and retrieved the AED.

The ECG downloaded from the AED serves as a "textbook example" of the importance of what you do as an initial responder, how high-quality CPR is often overlooked (even by professional rescuers), and how insufficient preparation and practice for such emergencies can add to the chaos. This article offers an expert analysis of the case including a description of why the AED did not instantaneously solve the issue, an explanation of why high-quality CPR is just as important as using the AED, and eight lessons we can all learn from this event. Thank you to our client for allowing me to reconstruct the event for you.

Scan the QR code below to learn more about this case and how you can empower yourself and your team to act appropriately and effectively when someone near you experiences sudden cardiac arrest.

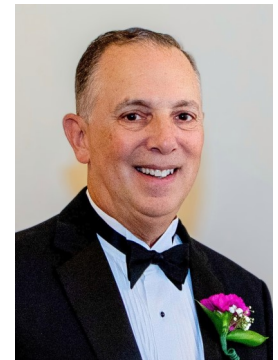


Erik Zalewski is a Nationally Registered Paramedic and New York State EMS Certified Instructor Coordinator with over 28 years of experience responding to 9-1-1 calls for medical emergencies. Erik has taught EMTs and paramedics at Stony Brook University, Borough of Manhattan Community College, and the Suffolk County, NY EMS Academy. He and his team at Have Dummy Will Travel, Inc. are dedicated to helping medical professionals respond to emergencies safely, efficiently and in the most cost-effective manner possible. Call or text 631-849-4978 for additional information.



What do you think of...

What do you think of people who misrepresent themselves as something they are not? What does it matter if they claim to be something they are not? Who does it hurt? How about if they are stealing the good reputation that you and your colleagues have worked hard to earn, and continue to pay for the



privilege of that stature? Does it bother you? Is there a reason why it should be acceptable in today's society? Nonetheless, it bothers me on your behalf. Here are some truths.

We put in **A LOT** of effort on membership (ADA/NYSDA/SCDS), it's one of the reasons we exited 2023 with over 70% membership market share in Suffolk County (vs NY State and National, each of which is under 57% market share). We run [TV and Digital ads](#) raising the profile of ADA member dentists, educating the public and helping them find you, our member dentists.

In our experience, we see more than 15% of non-member dentists advertise that they are members on their websites and social sites, thereby misrepresenting their professional status. They see value in the brand, they are just not willing to pay for it. Bad enough they leave members to shoulder the burden of lobbying for the profession, there should be consequences for their deception and potential theft of your patients.

Over the last 3 years we have worked hard to get an ADA process documented to pursue these fraudsters. ADA developed a good process on paper, to first attempt to recruit them into membership, failing that, a short time to cure the false advertisement, failing that a cease and desist letter. I have to tell you, prior to our pursuit of this issue, there was no consistency on if or how to go after these individuals. So that is the process that we got instituted.

We continued to try and show state and national just how prevalent this issue is, even raising a resolution at the ADA House of Delegates in 2023, asking for a statistical report on the results of the process (how many reported, how many recruited, how many

cured). Much to our dismay, the resolution was sent to referral (went to committee, not implemented), but worse, I feel it was not well understood, the importance of brand defense to membership, and the opportunity to recruit back those that saw enough value in the brand to claim membership.

This year, SCDS reported 49 offending non-members to the ADA for them to pursue. So far, 4 were recruited back into membership, 11 cured the false claim on their sites, the others are still in process.

Earlier this month, we got a letter from a patient who had an issue with a non-member dentist. Aside from this clinical and financial issue with the dentist, they were very upset that this particular individual advertised as an ADA member, a NYSDA member, an SCDS and NCDS member, all of which were not true. This dentist was never a member of NYSDA or a NYSDA component. And not an ADA member for 6 years. This of course meant the individual was not eligible for peer review, and the patient's only recourse was the Office of Professional Discipline, where they will likely highlight the false advertisement in addition to other aspects they had concern with.

What do you think of the work being done in this space?

Please send any comments or questions to Contact@SuffolkDental.Org or call us at 631-232-1400.

Bill Panzarino - Executive Director, SCDS

Our TV and Digital ads raising the profile of members and driving patients to your care. —————>





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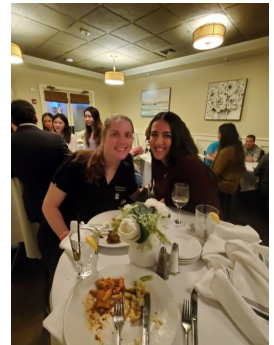
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Seminar Series 2024

Plan, Prep, Place... The Playbook

With David R. Rice, DDS



DATE	TIME	LOCATION	COST	REGISTRATION	CE INFO
Wednesday Sept. 18, 2024	9:00am – 4:00pm Breakfast and Lunch are provided!	Media Center – Lower Level 150 Motor Parkway Hauppauge, NY. 11788	ADA member: \$300 Non-ADA member: \$600 Aux: \$125 ADA Resident: \$60	CLICK HERE We offer full refunds or credit up till 7 days before the date of the event	7 CE Course #2024-03

Anterior esthetics... In an ever-changing materials world - what are the best materials when we go direct? Class III's - Class V's especially on root surfaces? How about big Class IV's and Diastema closures? Beyond that, what happens when we go indirect? Is it really zirconia? Which zirconia? Why not lithium disilicate? What happens when it's multiple teeth? On a worn dentition? On a PPO patient?

From direct to indirect restorative... to clear aligners... and interdisciplinary care... we plan, we prep, and we place - every day. It would be easy if the stars aligned - the patients always said yes to what we know is best - and technology didn't cost us so much.

This is a real-world course. We'll talk ideal - and we'll talk how to overcome the less than ideal by building tremendous people, process and production. From plan, to prep, to place - from direct to indirect, you will leave with a what works, where, why and how to playbook to give you control over your systems, your dentistry and your wallet.

Dr. David Rice

As seen on the Doctors, founder of the nation's largest new dentist and student community, Dr. David R Rice travels the world speaking, writing, and connecting today's top young dentists with tomorrow's most successful dental practices. In addition to igniteDDS, David is the Chief Editor of DentistryIQ and leads a team-centered, restorative, and implant practice in East Amherst, NY. With 28 years of practice in the books, he's trained at The Pankey Institute, The Dawson Academy, Spear, and most prolifically at the school of hard knocks. Dr. Rice was born and raised in Western New York and graduated from the State University of New York at Buffalo School of Dental Medicine with honors. He completed his postgraduate training in 1995 at the Allegheny General Hospital in Pittsburgh, Pennsylvania.



COURSE OBJECTIVES

1. Take back your time by training your team to plan with you and then for you
2. Eliminate post-op problems by objectively understanding your material options
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4. Convert your bread and butter patients and start placing high end, high dollar dentistry
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Questions – 631-232-1400



May 4, 2024, Give Kids a Smile Volunteers!

We donated dental care to over 200 underserved children.



Suffolk's own Dr. Maria Maranga formally announced her candidacy for ADA President-Elect at the close of the ADA House of Delegates in October. Have a look at her brochure and her video. Both can be accessed with this QR Code. Dr. Maranga is opposed by four other candidates - Dr. Chad R. Leighty, Dr. Rudolph T. Liddell, Dr. Michael D. Medovic and Dr. Richard J. Rosato.



Dr. Maranga has our full support and we wish her well in this challenging and important endeavor. Stay tuned for additional updates throughout 2024.

Welcome to Summer!

SCDS members, welcome to summer! We hope you have enjoyed the first half of this busy year and joined us for at least some of our events. In case you couldn't attend,



we'll give you a quick recap of the on-goings of our very active society.

Going back to early April, we hosted The Greater Long Island Dental Meeting. Two days of CEs from some of the best speakers on Long Island and beyond. This annual event, co-hosted with Nassau County Dental Society, offers huge member benefits if you take advantage of it. Registration is steeply discounted for members and will get you access to as many CE credits as you can fit into the days. We also hosted the annual shredding event to help you clean out those offices and dispose of your paper patient records in a HIPAA compliant fashion. As you can see from the photos- SCDS is here for you rain or shine! It's a great way to safely dispose of those files you no longer need, at no cost to our members. Be sure to check these out next April.



and mentorship as they start their residencies.

Speaking of residents, we had three wonderful presentations by SBU residents at our May membership meeting. This is a great way to earn some CEs and listen to new research about topics like socket preservation and the management of



peg laterals. We also would like to welcome those members who joined or re-joined us in 2024! Without each of you, there is no dental society.

Continue to check our website and Facebook for all the upcoming member events, particularly our next seminar in the series, Plan, Prep, Place: The Playbook with Dr. David Rice on Sept 18th. Wishing you all a happy summer and remember to wear your sunscreen!

Hailey Taylor, DDS
Chairperson SCDS Membership Committee



We are also incredibly happy to announce that once again, 100% of the new graduates of SBU Dental School have joined as our member colleagues at the 2024 Signing Day. We are extremely proud of these new dentists and their commitment to staying involved in our profession. SCDS will be here to support them with resources

Website Calendar

QR Code ---->



{CONTINUED FROM PAGE 5}

tistry consistently stands out as being at the top of the professions. It provides a good quality of life with excellent job security and pay. However, it is also among the most stressful of careers to have. If you are a seasoned dentist, or one just starting out, yet unsure of which path to take, there are multiple resources available. The American Dental Association, the New York State Dental Association and the Suffolk County

Dental Society are just three of them and are all available to help you navigate the changing landscape of your chosen profession.

Steven R. Feigelson, DDS

President Suffolk County Dental Society

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Obituaries

James L. Donahue, DDS – Passed away on February 15, 2024 in Richmond, VA at the age of 94. Dr. Donahue graduated from Buffalo College of Dentistry and practiced in St. James. He served as a Captain in the US Army Dental Corps and was one of the founding dental staff members of the St. Charles Hospital Dental Residency program and volunteered as an attending dentist and dental educator for over 40 years. Dr. Donahue retired in 1999 and was an ADA member for 66 years.

Gerald Fine, DDS – Passed away on December 15, 2023 at the age of 88. Dr. Fine graduated from the University of Pennsylvania and completed orthodontics training at NYU. He served as a captain in the US Army early in his dental career, practiced dentistry for over 40 years in the Stony Brook area, and retired in 2002. Dr. Fine was a member of the ADA for 65 years.

Seminar Series 2024

Three Courses, One Day...

With Brian J. Goodacre, DDS



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DATE	TIME	LOCATION	COST	REGISTRATION	CE INFO
Wednesday October 2, 2024	9:00am – 4:00pm Breakfast and Lunch are provided!	Media Center – Lower Level 150 Motor Parkway Hauppauge, NY. 11788	ADA member: \$300 Non-ADA member: \$600 Aux: \$125 ADA Resident: \$60	CLICK HERE We offer full refunds or credit up till 7 days before the date of the event	7 CE Course #2024-04

I - Digital Planning for Implant Dentistry

Description: Whether you're a novice or experienced in digital dentistry, this lecture will help you start, or grow, the use of digital technology in your dental implant practice. This presentation will discuss techniques for digitizing patients' bone, teeth, and soft tissue, as well as treatment planning and using 3D printers to assist in surgical and restorative procedures in your office. Combining both analog and digital techniques we will further discuss workflows to assist in the collaborative treatment of our patients.

Learning Objectives:

1. Discuss how to digitize bone and teeth for implant planning
2. Learn how to use 3D printers to assist in the treatment of our patients
3. Review digital treatment workflows for surgical and restorative procedures

II - The Art and Science of Implant Overdentures

Description: Treating edentulous patients can be an overwhelming process with patients lacking the retention and confidence they desire. Implant overdentures can be an ideal option to help improve the quality of life of these patients. This presentation will discuss the benefits and challenges that will be faced with overdentures and review the clinical workflow to help demystify implant overdentures.

Learning Objectives:

1. Understand the benefits of implant overdentures
2. Discuss the complications faced in clinical practice
3. Review the clinical implant overdenture workflow

III - Workflows for the All-on-4 patient

Description: Patients enter our practices every day that are at various stages of edentulism, however, knowing when to make the jump to an All-on-4 can be challenging. In this lecture, we will review treatment options and discuss key principles needed for success. Additionally, conversion techniques will be reviewed and clinical steps to fabricate the definitive prosthesis using both analog and digital techniques. Following the completion of this lecture, you should have improved confidence in the treatment of the All-on-X patient.

Learning Objectives:

1. Learn to treatment plan the All-on-X patient
2. Discuss how to do immediate denture conversions
3. Review the clinical steps involved with fabricating the final restoration

Dr. Brian J. Goodacre

received his DDS degree from Loma Linda University School of Dentistry in 2013. He completed a four-and-a-half-year combined program in Prosthodontics and Implant Dentistry at Loma Linda University School of Dentistry in 2017, earning an MSD degree. He is a board-certified prosthodontist and the director of clinical technologies for Nobel Biocare North America. He is an adjunct professor at Loma Linda University School of Dentistry providing lectures to both dental and graduate students. Dr. Goodacre lectures both nationally and internationally on topics related to digital dentistry, prosthodontics, and implant dentistry. Additionally, he has published over twenty articles in peer-reviewed journals and contributed to 6 textbook chapters. He maintains a private practice located in Upland, California where he practices with his father and classmate.



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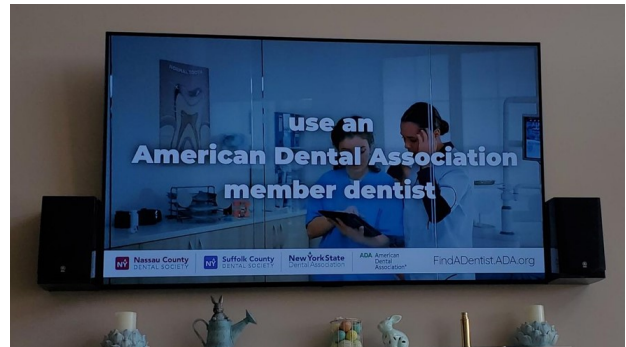
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New Dentist Corner with Dr. Devin Klein



As the first half of 2024 comes to a close, I would like to recap our past two events and invite you sign up for our upcoming events! Our New Dentist Expert Panel event

was held on April 18th at the Hilton Garden Inn in Stony Brook. Our panel comprised experts in employment law, contracts, vendor management, accounting, wealth management, malpractice, tax implications, and practice acquisition. Our President, Dr. Steve Feigelson, facilitated thought provoking conversation by asking our panelists common questions that new dentists have once entering the profession. Of course the Expert Panel also answered questions directly from attendees. This having been my second time attending this event post-graduation, I found myself having more pertinent questions that apply to my current situation. Being able to get my questions answered is invaluable and prepares me for my private practice future. Others raised really good questions on associateships, faculty dentistry, and DSOs.

On May 8th, we had our General Membership Meeting. I like to consider this a new dentist event since our Stony Brook Dental Residents provide the continuing education material for the meeting. Dr. Sean Zar, Dr. Loredana Calce, and Dr. Jenny Xiao taught us about topics in Orthodontics, Periodontics, and Dental Anesthesia, respectively. This meeting is

always my favorite general membership meeting because I think it provides great value for everyone. Our veteran dentists get updated on the most current research in our field and our new dentists get to experience the importance of organized dentistry by supporting their fellow member dentists.

Our two upcoming new dentist events will be taking place on July 31st and November 6th. In July we have our annual New Dentist Summer Social at Top Golf in Holtsville. Spots are limited, so please register in advance! November's event will be held at The State Room in Patchogue. Details to come! As always, give us a shout if you have ideas for CE or a study club you'd like to see (contact@suffolkdental.org).

Enjoy the start of summer!

Devin Klein, DDS

SCDS New Dentist Chair

Website Calendar QR Code →



*We welcome the following new members to the Suffolk County Dental Society
Elected between March and May 2024*

Transferred In

- Aristides Koutsoubis, DMD
- Jonathan Kruger, DDS
- Atinderpal Singh, DDS
- Jonah Spaeth, DDS
- Hannah Wong, DMD
- Karen Zheng, DDS

Welcome Back

- Hilsha Carrion, DMD
- Julio Carrion, DMD
- Glenn Goldfarb, DDS
- Robert Homayoon, DMD
- Jeffrey Rosario, DDS
- Stephen Simonetti, DDS

Associate Dentist Needed

High quality private practice looking for an Associate general dentist with a good chair side manner and skills in all phases of general dentistry to join our team. Call 631-245-4107 or email maddoxjackie@gmail.com

Dental Office Coverage Available

Vacation and illness coverage. Keep the office open while you're on the beach. Contact Dr. Laurence Schwartz at 516-982-8948 or LSchwartzDDSPC@gmail.com

Dental Practice for Sale in Melville

Dentist retiring after 34 years of being in the same location, establishing and running the well maintained and cared for three to four operatory street level office, is looking for an enterprising Dentist or team to buy the practice. For inquiries, please contact: Dr. V.S. Batheja, Off Tel: 631-673-1862, Mobile: 516-776-7974

Practice and Building for Sale

Well established general, over 30 years, dental practice, located in Suffolk South Shore, has over 400 patients' charts for sale. Patients from Suffolk and Nassau County, PPO, FFS only. Free standing Medical/Dental professional building, 2100 sq.ft, private parking lot for sale. Great location. \$150k for charts, \$800k for building. Contact: mydentistlongisland@gmail.com

Associate Dentist Needed

Large multi-specialty group practice is looking for top-notch Associate Dentists in Amityville, BayShore, Commack, East Islip, Huntington, Medford, Middle Island, and Smithtown. Some weekend and evening availability is needed. Qualifications and Skills: DDS/DMD from an accredited University and an active State Dental Board license. A personable chairside manner. Earning potential of \$200K+ annual income, Training to advance your career, Full-time employees also enjoy healthcare benefits, a company-sponsored 401(k), and malpractice reimbursement. Reach out to chris@thesmilist.com today!

Looking for Dentist in Port Jefferson

Seeking dentist for busy Port Jefferson dental practice. PT/FT. Possible buy-in/buy-out in near future. Great opportunity for motivated practitioner proficient in all phases of dentistry. Dra1236@aol.com or call (631) 241-4957

Looking for Associate

Associate wanted for eventual buy out of 50+ years old (SE Suffolk) general dental practice. Must be competent in all phases of dentistry. Contact us at 631-398-2493, email at olddoggm@gmail.com

Dentist Wanted

We are looking for a dentist to take their time to talk to our patients. We pride ourselves in welcoming everyone. We highly appreciate someone who can communicate in Spanish and English. At least 1 year experience after dental school and all the required skills of a trained dentist. Pay: 35% of production. Many OOP patients and accepting PPO insurance. Starting with Thursdays, Wednesdays and Fridays and then more days can be added on when summer is over. Please email the office with your resume at naydental32@hotmail.com

Contents of Endodontic Office Available

Hand files, rotary files, Tulsa units, Sybron units, Gentle Wave, Global microscope, Carestream intraoral camera, Kavo handpieces and parts, Smith&Nephew 460H camera complete, many supplies. Bay Shore, 631-766-6590

Office Space for Rent – Syosset

Excellent opportunity for a dental specialist. Fully equipped operatories available for rent and conveniently located near the train station. Operatories available part-time or full-time. Contact – 516-921-7444

Dental Office for Sale or Rent

The Stony Brook Medical Park, 2500 Nesconset Hwy, Bld 11-C, Stony Brook, NY 11790. Walk-in quality - perfect for one dentist or two dentists who will not practice at the same time. Three operatories: two doctors, one hygiene, 966 sq/ft with an equal size basement. Must be seen to be appreciated. If interested contact John Diana at johndianadds@optonline.net or 516-455-0695.

Endodontist Sought

Endodontist sought for root canal therapy and diagnostic procedures at modern dental center in Lindenhurst, NY. One or two 8-hour sessions/month. **\$1600-1800/day**. Must carry own malpractice for Suffolk County. Email: dlieberman@noitu.org or call 631-225-1010.

SEEKING INTERN

The Suffolk County Dental Society is seeking interns to work on Membership and Social Media. Send resume and interest to contact@suffolkdental.org Additional Information is located [here](#)

Benefits of the Fee for Service Practice

In the 1960's when physicians and dentists began taking insurance benefits as payment my father, who was by any standard a super general dentist who was earning more than Joe DiMaggio, said to his colleagues " Don't do it, you'll be sorry". He built a thriving practice one patient at a time by

his reputation, an extraordinary skill set and a close human connection to the patient in the chair and the community. He knew that once you give up your right to set fees and collect them on your terms you're no longer working for yourself. This concept is basic Ayn Rand: the individual versus the collective. Patients referred friends and relatives to him and only him. They knew he was not on any plan and they didn't care.

As more doctors signed up for their six pence and the paper pushing insurance companies bloated bigger, each department with more presidents, each division with a few vice-presidents, each having a bevy of secretaries, more doctors eagerly accepted their diminishing payments like gruel from a tin saucer. My dad was spot on 100 percent correct. Remember the bankruptcy of Blue Cross? The patient doctor relationship was forever changed- unless you said no.

Saying no to bureaucracy and insurance companies meant you said yes to a lean and mean and successful practice beholden to only you. You can charge a fee that is high enough allowing as much time as needed with lower stress; you can use the best laboratory not caring about the cost; you don't need to hire specialized insurance personnel; you don't need to buy so much stuff; you don't run from room to room treating a multitude of patients; you see fewer patients and net net more money. "There is no joy but calm" -John Keats

Let's examine the insurance practice hygienist's day. How long does it take to break



down a hygiene room, then clean it to the highest standard (which is the only standard), then seat the next patient, then do a head and neck examination, then periodontal charting, then the prophy/ scaling, then have the dentist come in and cross check everything? How many patients does an insurance hygienist treat in a day? How many minutes are allocated for each patient? Do the math. Something isn't adding up and you can draw your own conclusions.

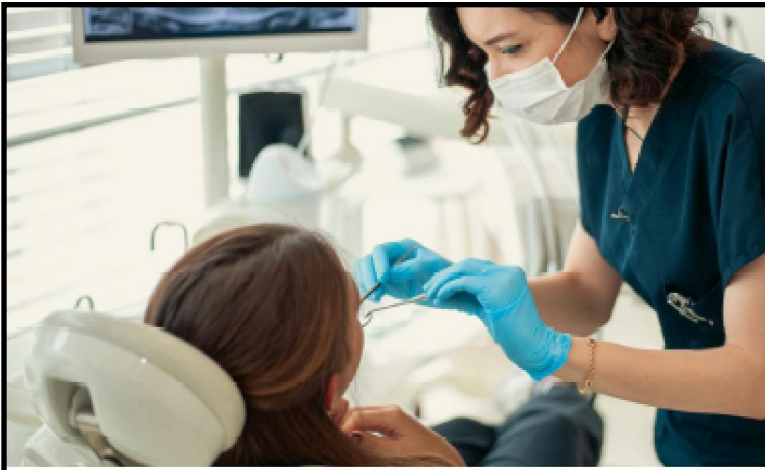
My father continued to practice till his mid seventies treating a handful of patients per week most of whom became his close friends. For younger colleagues who are thinking about creating a fee for service practice just go for it. You can continue working where you are while you slowly create your dream practice somewhere else. Don't live to work. Spend more time with your family and take the dog to the beach.

**Robert J. Sicurelli, DDS - 39 yr ADA Member
Prosthodontist, Southhampton Village NY**

[SCDS Calendar](#)

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Fifth Letter from the ADA Trustee to the NYSDA Components – April 2024 - Trustee's Corner

It's hard to believe we are in the spring season of the 2024 year already. Besides a couple of interesting snow episodes around the country, it ended up being a mild winter. I hope everyone made it through relatively unscathed as we approach the warmer weather. My best to all of you and your families.

The ADA is hard at work as we speak. The year 2024 has been termed the "implementation" year due to all the changes that are being incorporated. Year 2025 has been labeled the "growth" year because of the anticipation of seeing the benefits from the previous three years of agreed upon changes at the American Dental Association.

The new operational platform, Sales Force/Fonteva, will go live July 7th, 2024. There has been an extensive amount of testing over the past year by the ADA IT team to prepare the organization for the new system and its applications. Specific training has begun in April and will continue as the system is implemented. As you know, this will replace our current association management system, Aptify, and will be used in support of the entire tripartite. The Customer Relations portion of the system will help us improve specialized communication with each of our members. Instead of generalized, mass emails to all members at periodic, pre-ordained intervals, this system will target each member with specific interests to that member. In other words, help our members succeed, instead of annoying them. I am very excited we are replacing the outdated Aptify system with Salesforce/Fonteva. All our members will start seeing the benefits of this exceptional operational platform by the end of the summer.

The new Membership Pilot Program had the finishing touches put on it at the end of March. Currently, there are five states participating in the pilot beginning in January 2025. The program is looking toward potentially incentivizing and customizing membership to facilitate joining and keeping monthly payments to continue ongoing membership. Times have changed in membership financial protocols and the ADA needs to change with them. Discussions will take place at the ADA House of Delegate meeting in October of 2025 after information and data has been collected from the pilot program.

ADA Dentist and Student Lobby Day took place in Washington, DC from April 7th through April 9th. A new attendance record, which included approximately 335 dentists and over 700 students, gathered at the Capitol to explain the positions the dental profession feel is critical to take care of our patients the best way possible. Issues including the Dental and Optometric Care Access Act, specific student debt issues and particular workforce items, including reauthorizing the Action for Dental Health Act of 2023, were discussed in congressional offices to stress the oral health and overall health of the citizens of America. Thank you to all the dentists and students who attended this very important event. Please make sure you share this information with our fellow colleagues and students who were unable to participate. The more information that is transferred, the more knowledgeable all of us are on the critical issues dentistry faces today.

I am thrilled to announce the ADA will be expanding its footprint in the financial ancillary services area. It has been decided to take part in the credit union arena. The ADA already participates in other financial services for members, including different forms of disability and life insurance plans, but this will be our first venture with a credit union. This will give our members a chance to borrow funds from a pooled source of deposits at a lower interest rate. The goal is to offer a package by the middle of 2025. Stay tuned for further details. This is a great example of your ADA hard at work and thinking outside the box to offer tangible benefits for our members.

As many of you know, there has been several different states around the country working on Medical Loss Ratio legislation, specifically tied to dental insurance. Because of laws implemented through the Affordable Care Act, all medical insurance companies are required to spend a certain percentage of their premiums on patient care and quality measures. This is not true with dental insurances for dental services. Massachusetts set the bar at the end of 2022 with establishing a Dental Loss Ratio of 83% through a state ballot initiative. Since then, state societies have been working to achieve similar results. A large percentage of states do not offer ballot initiatives, and legislation is the only pathway. Concurrently, ballot efforts are extremely expensive. In November of 2023, the ADA agreed to a National Coalition of Insurance Legislators (NCOIL) initiative with the National Association of Dental Providers (NADP). The model included public transparency of dental insurance company financials, setting of a specific DLR being placed on dental plans that are repeatedly below one standard deviation below the average of all the plans in the state, and a rebate to patients when the dental insurers have DLRs below what has been set for them. That percentage will be calculated from existing DLRs of current dental insurance companies in each state. This model can be used as a starting point for negotiations within each state. The New York State Dental Association is currently supporting sponsored legislation in the state legislature promoting all the aforementioned initiatives with a DLR of 82%. Both of our sponsors, Senator Neil Breslin and Assemblyman David Weprin, are chairs of their perspective NYS insurance committees and members of the executive committee of NCOIL.

I wish all of you a pleasant summer season and I will be in touch with another installment of the Trustees' Corner at the end of September.

Sincerely, Brendan
Brendan Dowd DDS
ADA Trustee, Second District

SUFFOLK COUNTY-DATC DENTAL ASSISTANT TRAINING PROGRAM

A very serious shortage of dental assistants currently exists in New York.

The Suffolk County Dental Society (SCDS), in conjunction with the Dental Auxiliary Training Center, is pleased to announce the **40th** year of continuation of our comprehensive dental assisting training course. To meet the demand for trained dental assistants, the Suffolk County Dental Society sponsors this course to help prepare students who have a desire to learn and work as a dental assistant. SCDS dentist members interested in interviewing DATC students register their dental assisting job openings with DATC.

The following is course information for the DATC program which will begin in September.

FUNDAMENTALS of CHAIRSIDE DENTAL ASSISTING TRAINING COURSE

COURSE DATES:	September 19, 2024, through January 9, 2025 (Every Thursday evening for 15 weeks)
PLACE:	St. Charles Hospital & Rehabilitation Center 200 Belle Terre Road, Port Jefferson, NY 11777
TIME:	6:30 p.m. to 9:30 p.m.

THE COURSE IS DESIGNED FOR:

- * Students who are interested in entering or re-entering the career field.
- * Already employed dental assistants who have no formal classroom training.
- * Working dental assistants who are interested in preparing to take the DANB Exam.

This comprehensive course will provide a learning experience in the theory & background of the profession of dental assisting and also provide hands-on-training in a clinical classroom setting. The course has been structured in such a way that the total time required for completion is only 15 sessions totaling 45 hours plus a 15-hour workbook study project.

The course is a total of 60 hours. TOPICS COVERED INCLUDE:

Dental Terminology	Charting	Disease Transmission
Infection Control	Sterilization	Operative Dentistry
Dental Specialties	Anesthesia	Dental Instrumentation
4-Handed Dentistry	Dental Materials	Radiology
Dental Office Emergencies	Dental Anatomy	Preventive Oral Hygiene

*COURSE CERTIFICATE OF ACHIEVEMENT WILL BE GRANTED UPON
SUCCESSFUL COMPLETION OF REQUIRED COURSE WORK, ATTENDANCE, & FINAL EXAM*

TUITION:	\$ 1150.00
TEXT, REG, INS, & LAB	\$ 845.00
TOTAL	\$ 1995.00 Payment Plan Available (Call for details, DATC mobile 914-564-3774)

Free parking is available at St. Charles Hospital.

Enrollment is limited.

MAIL COURSE SEAT RESERVATIONS TO:

➡ DATC, 367 Windsor Hwy, #226, New Windsor, NY 12553

DATC Toll Free 1 (888) 595-3282

Email datcinformation@gmail.com

NAME _____ SS# (last 4) _____
 HOME ADDRESS _____ DOB _____
 CITY _____ STATE _____ ZIP _____
 COURSE NAME Fundamentals of Chairside Assisting, #SC101-4
 DENTIST EMPLOYER _____ WORK PH (____) _____
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EDUCATION

SCAN FOR MORE INFO

Date	SCDS Event	Location	Time
Wednesday, July 31, 2024	New Dentist Summer Social	Top Golf, Holtsville NY	6:30pm-9pm
Wednesday, September 04, 2024	CPR	150 Motor Pkwy	6:30pm
Monday, September 16, 2024	Board of Directors Mtg.	150 Motor Pkwy	7pm-9pm
Wednesday, September 18, 2024	Seminar Series 2024#3 Dr. David Rice	150 Motor Pkwy	9am-4pm
Wednesday, September 25, 2024	Zoom General Membership Meeting	Virtual	7pm-9pm
Friday, September 27, 2024	Course and Registration - Blockbuster Event - Dr. Roger Levin, Sponsors - Sponsor Information	Heritage Club - Bethpage	8am-4pm
Wednesday, October 02, 2024	Seminar Series 2024#4 - Dr. Brian Goodacre	150 Motor Pkwy	9am-4pm
Monday, October 07, 2024	Board of Directors Mtg.	150 Motor Pkwy	7pm-9pm
Wednesday, October 09, 2024	Hands On Endo Course - Dr. Anne L. Koch	150 Motor Pkwy	9am-4pm
Thursday, October 17, 2024	SmileCon 2024 - New Orleans Oct 17-19	New Orleans, LA	Multi-Day Event
Saturday, October 19, 2024	ADA House of Delegates 2024 - Oct 19-22	New Orleans, LA	Multi-Day Event
Friday, November 01, 2024	SAVE THE DATE - LI Womens Dental Symposium	Heritage Club - Bethpage NY	8am-12:30pm
Wednesday, November 06, 2024	New Dentist Event - Save The Date	State Room, Patchogue NY	6:30pm-9pm
Wednesday, November 13, 2024	General Membership Meeting	Radisson Hauppauge	6pm-9pm
Monday, November 18, 2024	Board of Directors Mtg.	150 Motor Pkwy	7pm-9pm
Wednesday, December 04, 2024	Compliance Day - SAVE THE DATE	150 Motor Pkwy	ALL DAY
Saturday, January 11, 2025	SCDS Officers Gala Celebration - SAVE THE DATE	Lands End - Sayville NY	7pm-11pm
	<u>New Events being researched</u>		
	Defensive Driving, HIPAA, , Friday Morning Seminars and New Dentist Events, CPR		



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Friday, September 27, 2024

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This seminar is dedicated to showing any dentist and team the right way to accelerate practice growth and success in a vastly more challenging environment.

Dr. Levin articulated his practice management vision throughout a 30+ year career of consulting, educating and training thousands of dentists. He has also advised leaders of dozens of companies selling to the profession around the globe. One of the most sought-after speakers in dentistry today, Dr. Levin frequently lectures at major dental meetings. The author of 68 books and more than 4,300 articles, he is a regular contributor to JADA, Dental Economics, Inside Dentistry and other industry publications. He has been interviewed by The Wall Street Journal, The New York Times and Time magazine.



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Hands-On Event

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