



June 2001

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## Continuing Education Committee Announces Online CE Courses

The Third District Dental Society Continuing Education Committee is proud to announce an alliance with DenTrek, a recognized, accredited provider of premium, online continuing dental education. DenTrek currently has a diverse library of over 50 hours of multimedia lectures presented in a user-friendly web-based environment. To access this new member benefit for the first time, enter through the Third District Dental Society's web site at [www.third-district.org](http://www.third-district.org) and clicking the DenTrek button. This registers you as a Third District Member.

DenTrek prides itself on providing the highest quality of continuing dental education content. Lectures are given by some of the most recognized, well-respected educators and clinicians in the field of dental medicine and dental hygiene. Some of the exclusively contracted lecturers include: Drs. John Kois, L. Stephen Buchanan, Harald Heymann, Van Haywood, Carl Misch, John Kanca, Edward Swift, Jim Mellonig, P.D. Miller, John Sorensen, Gerard Kugel, Gerald Denehy, Mark Friedman, Bruce Small, John Molinari, Harry Albers, E. Pat Allen, Nasser Barghi, and Karl Leinfelder.

Once you create your free account on Den Trek's site, you will be able to navigate the site and check out the many free multimedia "sneak previews" of the lectures. This will allow you to get a feel for the learning platform. A useful feature, DenTrek Wizard, checks the viewer's system and suggests downloads that may be necessary to ensure an enjoyable multimedia educational experience. If a course catches a viewer's attention and he or she cannot take it at that time, the lecture can be dropped into their wish list for later viewing. If a lecture that is to be released at a future date interests the viewer, he or she can receive e-mail notification of such lectures the day they become available for viewing. The e-mail notification system "The DenTrek Butler" matches the dentist's professional profile/interests with relevant lectures. As you experience some of the functionality, I think you will agree that much thought has been put into this well-organized site. All courses are available for CE credit. DenTrek is an approved continuing education provider through the Third District Dental Society's CERP program and also qualifies for Academy of General Dentistry's PACE credit.

The Third District Dental Society is excited to be at the cusp of this new era of online education for our members. We are confident that our partnership with DenTrek will provide you with a convenient and efficient way of obtaining the information you need to help keep you current with the rapidly changing advancements in clinical dentistry.

*Respectfully Submitted,  
Michael Kane, DDS  
Continuing Education Chairman*

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# May 2001 Executive Committee Minutes

## Responding to Insurance Company Refund Demands

NYSDA has received numerous calls over the past month from members that have received letters from dental insurance companies. These letters state that the company has determined that monies sent to the dentists on their patients' behalf should be returned to the insurance company. The insurance company has determined that these individual patients were not in fact covered by the company at the time it made payment on their behalf to the dentist. Many of these dentists are asking NYSDA for advise about their rights and options.

In situations in which the dentist is *not* a contractor with the company or any affiliated benefit-related companies (e.g., IPAs, PPOs, HMOs, etc.), the simple answer is that the company's issue should be addressed to its customer-the dentist's patient -directly. First of all, the company made payment for its customer and only the customer can dispute or confirm that the monies were improperly paid.

The dentist involved has several options:

1. Return the monies requested and, notifying the patient of the company's request , bill the patient directly for the treatment provided.
2. Throw the letter in the waste basket.
3. Respond to the company directing them not to contact the dentist again and to take this matter up directly with their customer (send a copy to the patient as well)

Dentist receiving these letters may also wish to register complaints about the company with the NYS Insurance Department:

Mr. Gregory Serio  
Superintendent of Insurance  
NYS Insurance Department  
Empire State Plaza  
Agency Building 1  
Albany, NY 12257

A final issue from a legal standpoint is that in New York there is a statute of limitations on the collection of "wrongfully held funds." That statute is 3 years. The statute extends to 6 years if the matter involves a contractual breach. Thus, even if the dentist involved owed the company a refund, most of the requests received exceed the legal statute of limitations for the collection of such funds.

## Friendlier Application Process for New Members

Dr. James McMahon, Jr. Chairman for the New Dentist Committee has the approval of the Executive Committee to change the procedure that new members receive their applications.

This new procedure will make the application process more welcoming for our future members. After the initial contact by the new dentist, a lunch meeting will be arranged with a member of the New Dentist or the Membership and Communications Committee. At this meeting they will receive all papers to be filed as well as a friendly face to assist with the process. Our members will also share valuable information on organized dentistry and the benefits of holding membership in the tripartite. Participation on district standing committees will also be discussed.

The Committee Chair will then present this member for election to the Executive Committee. This program will also boost our Mentoring Program that lends support after election.

## 2002 Continuing Education Course Dates Announced

February 8th - Dr. J. Mark Barry - Pathology  
April 12th - Dr. Peter Jacobson - Pharmacology  
May 10th - Dr. John Farah-Material & Techniques  
June 7th - Drs. Frederick Muroff & Robert David  
Implants

\*Other dates pending

Brochures with full descriptions  
will be mailed in the fall.

*Save the Dates*

## NYSDA Online Risk Management Course

The New York State Dental Association (NYSDA) has launched a Risk Management course on the web, the first of its kind for the dental profession, at [www.dentalearning.org](http://www.dentalearning.org)

The online course includes 12 lessons covering topics such as patient relations, medical records, staff training, peer review, sexual harassment, referrals and informed consent with several modules offering role playing situations via audio and video streaming.

The course was developed by dentists and attorneys whose experience extends to the fields of malpractice insurance and risk management in the dental environment.

Course registration for NYSDA members is \$30 and the non-member rate is \$80. Those dentists completing the course are entitled to a 10 percent discount on their liability premiums for a three year period.

## COLLEGE, RETIREMENT & INSURANCE PLANNING *When was your last checkup?*

*Financial health needs regular attention too. Is your money's growth on track? Be sure. We can help you make and maintain a plan that keeps your fortune fit. Take time out for an appointment. We are specialists in planning for business and families.*

*Investments\**

*Disability Income Insurance  
Personal Life Insurance  
Education Funding*

*Estate Planning*

*Business Needs Analysis  
Group Ins. (Life, Disability, Health)*

### **RICHARD P. PAULI, CFP™**

Insurance & Financial Services  
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14 Corporate Woods Boulevard,  
Albany, New York 12211  
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Fax (518) 432-9351  
[rppauli@finsvcs.com](mailto:rppauli@finsvcs.com)

### **Timothy J. Clain**

Pinnacle Financial Corporation  
Summit Financial Group, LLC (NY)  
P.O. Box 906, 56 ½ Merchants Row  
Rutland, Vermont 05702  
Phone (802) 773-2617  
Fax (802) 773-7849  
[pfctc@vermontel.net](mailto:pfctc@vermontel.net)

**\*Endorsed Health Insurance Providers for the  
Third District Dental Society Members**

## NYSDA and NYS Partner to Improve Medicaid

Department of Health Works with Dentists to Improve Access for Medicaid Recipients. Dr. Antonia Novello, New York State's Commissioner of Health, attended NYSDA's Executive Committee meeting on April 24<sup>th</sup>. Dr. Novello discussed the oral health care crisis in New York, principally in its rural counties. NYSDA has long endeavored to improve access to the Medicaid program. In 1998, having exhausted other legislative and administrative alternatives, NYSDA's Board of Governors authorized a lawsuit against New York State based upon the inability of patients to access dental care through New York's Medicaid program. Governor Pataki responded by committing an additional \$576 million over a four-year period [*nearly 2-1/2 times what would have been spent over the same period*] and establishing a dental advisory committee to address administrative and other obstacles to dentists and patients participating in the program. The 2001-2002 Medicaid fee-for-service dental budget is over 230% of what it would have been without this settlement.

NYSDA president Dr. Michael W. Fallon, Jr.,

responded by asking each dentist to commit to accept at least five new families: "Only dentists can deliver dental treatment. Access to oral health care can improve only if each of us makes an effort to meet the needs of those who most need our care. It is our ethical and moral responsibility as professionals. If we encounter obstacles, there are mechanisms in place to help resolve those obstacles - the dental advisory committee and the courts. If we fail to make an effort, we lose our credibility to the public as a profession."

If you already are registered to provide Medicaid services, you can use your existing Medicaid provider number for billing. If you would like to become a Medicaid provider, contact Jacquie Donnelly at NYSDA, 1-800-255-2100, for additional information. If you encounter problems with the program - be it with the covered procedures or prior approvals, claims processing, fees, or patient compliance - *let NYSDA know*. NYSDA is monitoring dentists' experiences - both with their patients and with the Department - and helping to resolve the problems that emerge from their experiences.

### Sample of current Medicaid Fees

Code	Description	Prior to 2000	2001-2002 Fee
00120	Periodic oral exam	\$ 10.00	\$ 25.00
00210	Complete series	\$ 15.00	\$ 48.00
00274	Bitewings - 4 films	\$ 5.00	\$ 26.00
01110	Prophylaxis - adult	\$ 15.40	\$ 45.00
01120	Prophylaxis - child	\$ 15.40	\$ 35.00
01351	Sealant	\$ 18.00	\$ 39.00
02150	Amalgam, 2 surface perm.	\$ 15.50	\$ 45.00
02160	Amalgam, 3 surface perm	\$ 25.00	\$ 95.00
02161	Amalgam, 4+ surfaces	\$ 25.00	\$ 120.00
02720	Crown	\$ 300.00	\$ 520.00
03310	Endo, initial anterior	\$ 65.000	\$ 200.00
03330	Endo, initial, molar	\$ 162.00	\$ 325.00
05110	Complete denture, maxillary	\$ 300.00	\$ 520.00

Recently Moved or had a change of directory information?

Please call the District Office to update your records.

Thank You!

## HVCC Dental Hygiene Department Graduation



Dr. Peter Collins, President of the Third District Dental Society is shown handing the Stevenson Award award to Rhonda Ellis of Kinderhook. Dr. Robert Hill presented the Gerard A. Ripp Scholarship Award to Jennifer Cerroni.

Thirty-one students in the Hudson Valley Community College Dental Hygiene program completed their studies this May and will move into practices around the district.

## NYSDA Web Page Expanded

NYSDA recently expanded the resource section for members on its web site, [www.nysdental.org](http://www.nysdental.org). The section now includes the following:

- Talking with Patients about Amalgam
- Fluoride Facts for Patients
- Oral Cancer Fact Sheet for Patients--pdf format that can be downloaded for copying
- NYSDA Legal Services Panel
- Sexual Harassment Brochure and Model Policy for offices
- Information about New York State No-Fault Fees
- When OPD Knocks: A Guide for the Dentist Investigated for Professional Misconduct

Members can also access the following through the members only area of the site:

- Peer Review Guide
- Pertinent legal articles published in The New York State Dental Journal
- A Guide to New York's Dental Practice Act
- NYSDA Code of Ethics

## Dental Assisting Certificate Program Approved for Fall 2001 at Hudson Valley Community College

The State Education Department and State University of New York have granted approval for Hudson Valley Community College to offer a certificate program in Dental Assisting beginning this fall.

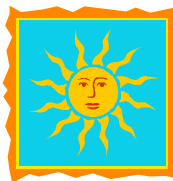
The one-year certificate program will train graduates for professional certification in the dental assisting field. The course will be offered as a full or part time evening course.

"This new program shows our continual effort to provide programs that students and employees want, and programs that lead to good jobs," said Hudson Valley Community College President John Buono. "With Dental Assisting, you have a program that can lead to a career position after as little as one year of study."

Recent changes in state law require specific training and certification for all dental assistants, and a growing interest among the local dental community for such training, helped revitalize the program.

"We're happy to offer this program, and the response thus far has been very positive," said Judith Romano, department chairperson for the new program. "The curriculum will provide the core skills needed for someone to enter the field."

For more information about the Dental Assisting program, contact Colleen Dillon at 629-8115 or [dillo-col@hvcc.edu](mailto:dillo-col@hvcc.edu).



### Heading on Vacation?

Don't forget to arrange emergency coverage for your patients.

- Leave a message on your voice mail directing your patients to another dentist for emergency visits.
- Leave a pager # or answering service if you will be in town and are covering your own emergency calls.

## CLASSIFIED ADS

*Classified Ads are placed free to members with a run time of 3 months per ad. Please notify the district office if you wish your ad to be altered or removed prior to 3 months.*

### Dental Positions Available

Part-time Dentist and Dental Hygienist: Established and Growing Residency program and general Dental Practice need a part-time general dentist and dental hygienist. This position provides a full range of dental services to patients at our St. Peters Dental Site in Albany and also the Rensselaer site. Competitive salary. Please contact Donna Altshul 518-525-1389 or send resume to Human Resources, St. Peters Health Care Services, 315 South Manning Blvd, Albany NY 12208

**Associate Wanted:** Clifton Park. P/T-F/T. Busy office; must be proficient in molar, endo, perio, peds, People skills preferred. Fax resume to 518-383-9235

**Associate Dentist:** Wanted for a friendly and motivated office in the beautiful foothills of the Adirondacks. Are you an experienced, compassionate dentist capable of producing quality dentistry? Awesome staff!! We would like a team player to join us. Generous percentage of production. If you want to work hard, be part of an expanding, established practice, and reap the rewards, contact us at 518-661-6432 or fax us at 518-661-7765.

**Capital District:** High quality two doctor practice seeking motivated associate, all phases of dentistry. Previous military or GPR required. Excellent opportunity for successful, self-confident individual. Please call 518-869-8350

**Associate:** (F/T,P/T) needed for high tech cosmetic dental office. CEREC machine, cosmetic imaging, networked intraoral cameras; competitive draw + commission (based on collections); 410K, group health insurance. Please call Dr. Andrew Frank @ 518-456-3551 or visit our website @ www.albanysmiles.com

**Dental Position Available:** Full or part-time leading to a possible buy in/buy out for the right person. Office plus 2 apartments in a convenient Brownstone on a bus line in Albany. Contact, Sanford Krimmer DDS. 245 Quail Street, Albany NY 12203 518-434-6288.

**Part-Time Dentist:** Schenectady Family Health Services. Contact William Down, DDS  
At 518-370-1479, Ex 133

**Dentist:** Part-time, to start in late fall. Sub for maternity leave. Call 518-359-4880, or e-mail DCTRJMD@cs/com.

### Dental Positions Wanted

**Associate:** Self-motivated, friendly dentist with deep concern for quality care seeking full or part-time associateship. Please call 518-869-2151 or e-mail arabric@aol.com

**Semi-Retired:** Dentist available for limited daily coverage. Please call 518-439-3951

### Hygienist-Assistant Positions Available

**Dental Hygienist:** Latham pediatric practice. Thursday afternoon and possible fill in for other days. Call Ann at 518-785-3911

### Office Positions Wanted

#### Practices for Sale

**"I'M A LOCAL ORTHODONTIST":** desperate to sell my practice due to illness. It's a great office with a thriving referral system, bulletproof territory and a \$200,000 NET. The \$79,000 selling price is a once-in-a-lifetime opportunity to increase revenues, add an associate or expand. We're about a half hour outside Albany. Work is meticulous. Patients are compliant and well managed. Transition would be seamless. Fees range from \$3600->\$6000. Please e-mail [ortho-practice@usa.net](mailto:ortho-practice@usa.net)

**Troy near RPI:** Practice for sale retiring. \$89-90,000 patient base with off street parking. One half of building, no equipment \$70,000. Contact Third District Dental Society.

**Dental Office:** 3+ops, very visible high traffic area near Crossgates, equipment available. Contact Dr. Lis @ 518-369-7251 or 518-456-2691

### Seeking to Rent Practice

#### Space to Rent

**Dentist:** Prime office space available for lease, fully equipped operatories, located in Executive Park, Stuyvesant Plaza. Call 518-459-4404

### Equipment Wanted

#### Equipment for Sale

**Air Abrasion Unit:** Excellent primary or back up air abrasion unit: KCP Prepjet never used \$1650.00. Call (518) 489-2571 Dr. Kotlow

**Equipment for Sale:** 2 units/Chairs (D.E. & Celebrity). 2 Operator/Assistant Stools. 2 X-ray units. Central Vac. System. Compressors. Perio-pro developer. Contact Henry Jacobs 845-339-4844 and leave a message.

**Must Sell:** the following 8-month old items: Self-contained mobile dental unit; lounge chair w/post & light; doctor's & assistant's chairs; mobile x-ray unit; Midmark M7 Speed Clave; Polaroid macro 3; slow-speed contrangle & Prophy Star handpieces. Call Dr. Don Asmus @ 518 439-6351 evenings.

180 Old London Road  
Latham, NY 12110  
(518) 782-1428



**Third District Dental Society**

**Autumn Extravaganza 2001**

**Albany Marriott**

**All Day Friday, October 19th**

**Early Reservations deadline - September 15th**