

Annual Membership Meeting—October 4 & 5

October 4 and 5th are the dates to mark in your calendar for this years' Annual Membership Meeting at the Albany Marriott. Look for your registration brochure in the mail or visit online at www.third-district.org

This years' speakers have been arranged by chairman, Vladimir Cubano, President elect. On Thursday, we will showcase excellent lecturers who are Third District Dental Society members.

Thursday's dental presentations are:

Michael Tischler, DDS, FAGD
Dental Implant Treatment Planning using Computerized Tomography

Brendan Cooney, DDS, MS and Gary Puccio, DDS
Timing it Right! Perspectives On Orthodontic Treatment Timing

Friday's presentations for the entire dental team:

John W. Farah, DDS, PhD
Shared Secrets: Enhance Your Practice with Esthetic Dentistry's Best Kept Secrets

Donald Cohen, DMD and Rose Miller
Compliance Reality and Human Resources

Colleen Rutledge RDH
Maximizing Ultrasonic Technology: For Visionaries Only and Oral Cancer Screening & Care: For Edentulous Patients and Anyone over 18

Joy Millis, CSP
Essential Communication Skills for the Dental Implant Team

Drawings will be held for those who visit at least 6 of our excellent exhibitors and be eligible for a drawing on gifts for the dentists and staff.

Corporate Sponsors of the Annual Meeting are:
Platinum: Pauli Financial Group, Inc.
Gold: Nobel Biocare and Sullivan Schein Dental
Silver: Benco, GHI and Medical Liability Mutual Insurance Company.

Exhibitors Hall is open at 7:30 am with a fantastic continental breakfast. Please stop by and speak to the meeting sponsors and exhibitors.

2007 Annual Membership Meeting Schedule

Thursday, October 4th

4pm Continuing Education—2 m.c.e.'s

6pm General Membership Meeting and Election of officers, committee chairs, nominations for ADA Delegates and NYSDA Governor-FREE

7pm Installation Dinner

Friday, October 5th

7:30 to 8:30 am-Exhibitors Hall and continental breakfast

8:30 am to 5 pm-All day continuing education programs- 6 m.c.e.'s,

12:15 to 1:15 pm-A relaxing networking lunch

What Does “Peer Review” Have to Do with Me?

Most members never think about the Third District Dental Society Peer Review and Quality Assurance Committee. It is easy to forget that it exists or ignore it until you receive a letter in the mail with an Agreement to Submit to Peer Review requiring you to respond to a patient’s complaint. Some members react in anger. Other reactions are relief or resignation. All have questions. How could that patient dare complain about my treatment? Is this process fair? Should I just give the patient back some money? Am I in trouble?

The most important things to remember are:

Peer Review is an impartial alternative complaint resolution process.

You are not “in trouble”.

The process is fair, impartial, and confidential.

As a profession, dentistry has a responsibility to the public to provide a quality assurance mechanism. Professional association members are required to participate in Peer Review as a condition of membership. This demonstrates the commitment of professional association members to quality care. Peer Review provides a timely, free, and definitive resolution to patient complaints about treatment. Unlike the courts or the NYS Education Department’s disciplinary process, Peer Review decisions are based on an evaluation by a Committee of impartial professional peers. It benefits both the public and the profession.

Peer Review is a membership benefit only available to members. If a complaint includes a non-member partner, employer, or employee of a member, the benefit is extended to that non-member to help protect the member dentist. Assuring that your partners, employers or employee dentists are tripartite members help ensure your access to this important membership benefit.

Patients bring complaints for a number of reasons. They may be dissatisfied with the outcome of their treatment. They may have had poorly performed care, or they may have unrealistic expectations. Others are told by a new dentist that previous treatment needs to be redone. Peer Review can help protect the reputation of the previous dentist or help a patient who has had poor treatment – or bad advice.

Peer Review also assures that the dentist will receive payment for properly performed treatment. If the patient has an outstanding balance, that amount must be placed in the Dental Society’s escrow account prior to the Peer Review.

The three most common questions about Peer Review are:

What is the outcome of a Peer Review?

Is it confidential?

Can I still be sued?

When treatment is found to be acceptable by the Peer Review Committee, the treating dentist maintains the patient

fees. If the dentist does not think the treatment will withstand an evaluation by professional peers, the dentist may choose to offer a partial or full fee refund during the mediation phase of the process. Once the case goes to a hearing, three members of the Peer Review Committee individually will examine the patient. If the Peer Review Committee finds that the treatment does not meet acceptable standards of care, the dentist is directed to refund the fees for the treatment. The Peer Review Committee may also direct the dentist to complete specific continuing education to help remediate any apparent deficiencies. The maximum financial liability the dentist has in Peer Review is the amount of the fees. Peer Review does not make arbitrary awards for “pain and suffering” or punitive awards.

Not every case comes out as well as we would like. When a treatment outcome is less than satisfactory and the doctor-patient relationship has broken down, Peer Review provides a secure and confidential mechanism to refund fees to patients.

Peer Review is an *alternative* dispute resolution process. That is, if the complaint has been resolved through a legal action or release from liability – or the matter is currently in litigation, the subject of an OPD inquiry, or in collection – Peer Review cannot proceed.

Peer Review findings are not publicized or reported to the NYS Education Department’s Office of Professional Discipline or the National Practitioner Data Bank. However, if a dentist chooses to have a liability carrier supply the patient refund, that carrier is obligated to report the refund to these agencies.

Further, the Agreement to Submit to Peer Review includes clauses wherein all parties (patients and dentists) agree to keep the process confidential. In the Agreement contract, the parties also agree not to bring a lawsuit against the other party on the same issues resolved by the Peer Review. The New York State courts have upheld the process and the validity of the Agreement to Submit to Peer Review.

Finally, either party may choose to be represented by an attorney; however, there is no role for attorneys in the process. The hearing is based on the committee’s evaluation of patient records and individual examinations of the patient. There is no questioning by the parties to the Peer Review – or an attorney – and no “cross examination”.

If you have any questions about Peer Review, please contact the district office for a copy of A Guide to Peer Review or e-mail your question to Dr. James DeBonis, Chairman to director@third-district.org (the email will be immediately forwarded)

Printed with permission by the NYSDA written Adam Lighter, DDS, Chairman, QCDS Peer Review and Quality Assurance Committee

Continuing Education Awards

The following members have received awards from the New York State Dental Association for reaching milestones in their post graduate education during 2006. Congratulations to each of you.

50 Hours

Charles Buchanan, Thomas Hoppe, Jeremy Messier, Stacey Russell, Rajnikant Shah and Santhosh Thomas

100 Hours

Ralph Fusco, Marianne Gable, Stephen Kleinman and Stephen Langan

300 Hours

James Alexander, II, Michael Conley, Michael Conte, Michael De Santi, A. Thomas Decker, Joseph Erena, Abraham Finkel, G. Jeffrey Glikes, Debra Koehn, Joseph Lapinski, Vivian Letizia, Steven Lysenko, Thomas Miller, Aliakbar Noorani, Barry Rosenblatt, Chhaya Shah and Mira Shah

500 Hours

Mino Buchanan, Stephen Conway, William Dillon, Stuart Fass, Reed Ference, Michael Jarus, Vivian Letizia Patrick Mottolese and James Slade

1000 Hours

Jeffrey Moran

1500 Hours

Barry Mark and Vincent Saracco

2000 Hours

Gerald Benjamin

2500 Hours

Gurinder Wadhwa

Welcome New Members

The following new members were elected into membership recently. We welcome them as members of the Third District Dental Society and encourage participation in organized dentistry.

- Jennifer Charlesworth is a 2002 graduate of Temple University School of Dentistry. She has a degree in Pediatric Dentistry, practicing at 9 Century Hill Drive in Latham
- Erina Eccher is a 1999 graduate of University of Buffalo School of Dental Medicine. She has a degree in Pediatric Dentistry, practicing at 4 Executive Park Drive in Albany
- Timothy Esmay is a 1993 graduate of NYU. He has a degree in Orthodontics, practicing at 877 Western Avenue in Albany. Reinstatement
- Richard Mirra is a 2001 Oral and Maxillofacial Surgery graduate of NYU. He is practicing at 500 Federal Street in Troy

CLASSIFIED ADS

*Classified Ads are placed free for members for 2 issues. A small fee is charged to non-district members
The Third District is not responsible for ad content. All ad content @Third District Dental Society
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DENTAL POSITIONS AVAILABLE

Associate Dentist: 2 – 4 days per week. General dentist needed for busy Colonie office. Excellent opportunity with competitive compensation package. Call 518-869-7167 or fax 518-869-7182

Dream Opportunity: Practice the way you've always dreamed about. 21st Century. 100% FFS. Restorative/Cosmetic/Implant practice 90 miles north of Manhattan seeks full time associate. Earn and learn beyond your greatest expectations. Early equity opportunity for the right candidate. See website for practice profile www.thecenterforadvanceddentistry.com

Albany/Guilderland Area: Dentist/Associate needed for busy General Practice. Unlimited earning potential. Unique opportunity with buy in possible. Contact Debbie at 518-452-0655

Seeking Part-time Associate: Leading to buy-in opportunity, long established practice in fast grown North Greenbush area. Call 518-584-4858 after 6pm or call 518-859-9466

General Dentist: needed for very busy practice in Kingston, New York. Excellent opportunity. We need someone for 1 – 2 days. Please call Halina at 845-331-6675

Part-time Associate: Family practice general dentistry office with friendly staff in newly renovated, welcoming office; located in Saugerties, NY approximately forty-five minutes south of Albany. Please send curriculum vitae to: Debra A. Koehn, DMD, PC – 172 Main Street, Saugerties, New York, 12477 or drkoehn@hvc.rr.com

Associate: Immediate full/part time in well established general practice in Schenectady, NY; excellent new facility has increased patient volume; great professional staff; contact Dr. Len Schwartz at 518-374-1935 or at schwartz@nycap.rr.com

New York Dentist/Associate: We are seeking a motivated, experienced Doctor with excellent clinical and people skills, preferably w/GPR or at least 3 years post-graduate experience. Our Albany office is growing and is "state of the art" w/ an emphasis on comprehensive, esthetic & sedation dentistry. This is an excellent opportunity for the unlimited growth & income for the right associate to work w/ and exceptional dental team. Fax letter and CV to 518-482-0606. EOE

Dentist/Associate: I am looking for a Dentist to join my long established, recently renovated general dentistry practice located on river front downtown Troy for 1 to 2 days a week to start eventually leading to a partnership or a buyout opportunity. Please send resume to smmtm@hotmail.com or call 518-273-8931

Change in life: Life creates opportunity and we believe that working with the support of a practice management group is just the change you've been looking for. Positions for Associates & Managing Clinical Directors are available throughout the Hudson Valley region. Join us—you'll practice dentistry, we'll take care of the rest. Call Seth Cowan 877-507-9535; www.aspen-careers.com

Great Opportunity-Associate needed: to take over 30 year old existing general dental practice, dentist leaving the state. Room to grow for eventual buyout to own. Kingston NY. Contact 845-594-9274

DENTAL POSITIONS WANTED

Recently Retired Dentist: available for temporary coverage of short absences. Call 518-439-3951

DENTAL HYGIENIST POSITIONS AVAILABLE

Dental Hygienist: Full time, experience required. Please fax resume to 518-355-4410

Hygienist: We are looking for a dynamic self starter who is seeking an office that will appreciate their skills! Please call 518-758-7179

Part-time hygienist: contractual position providing services to Columbia County elementary schools. Excellent compensation. Flexible hours. Must have reliable transportation. Fax resume to HR Manager 518-828-1479

Dental Hygienist: 3 day/week. Salary commensurate w/ experience. For info call 518-237-0700 Mon – Thurs or fax resume to 518-237-0725

Hygienist: Progressive, private practice with excellent benefits 4 day work week, Mon-Thursday. Contact 518-270-7848

Catskill Office: Warm and friendly office seeking energetic PT/FT dental hygienist. Call for details 518-943-0920 or fax a resume to 518-943-0921

DENTAL HYGIENIST POSITION WANTED

Experienced: dental hygienist with excellent communication skills & proficient in perio therapy seeks same in DDS. Available short or long term position 1 -3 days per week. 518-731-7719 or 518-275-8686

DENTAL ASSISTING POSITIONS AVAILABLE

Experienced Dental Assistant: Full-time dental assistant for growing practice; excellent benefits and compensation, including 401K; friendly, supportive workplace. Call 518-441-2294

Dental Assistant P/T: To assist a Periodontist on Mondays and Tuesdays from 8:00am to 4:00pm in a general dentistry office located in downtown Troy. Please call 518-273-8931

Dental Assistant: experience preferred. Please submit resume to Dentist, Pine West Plaza, Bldg. #3, Washington Avenue Extension, Albany, NY 12205

Albany office: Needs a Dental Assistant/Secretary for a 2 day work week. Start immediately! Call 518-928-4081

Dental Assistant: Needed for PT/FT position; experience preferred not required. Warm and friendly Catskill office seeking energetic and personable employee. Call 518-943-0920 or fax resume to 518-943-0921

PRACTICES FOR SALE OR RENT

Practice For Sale: Ulster County, general practice, 5 operato-

Classified Ads Continued from page 4

Practice For Sale: Albany/Guilderland area, fee for service, four operatories with room for growth and expansion. Opportunity of a lifetime. Owner eager to sell. Phone 518-482-6382 evenings

Practice For Sale: Western Avenue; 5 operatories, 6th plumbed; approximately 1800 sq. ft. Parking for patients and staff. Computerized with extensive insurance profile for treatment, training and case presentations. 518-489-8542 or 518-221-0779

Rental: 3 – 4 operatories available, private office, lab and parking for patients and staff. Western Avenue, Pine Hills section Patient referrals available to supplement practice. 518-489-8542 or 518-221-0779

Great Opportunity: 30 year old General Dental Practice in Kingston. Upstate NY, 2 chairs, high volume, low overhead. Priced to sell. Call 845-594-9274

For Sale: Largest Medicaid clinic in Upstate New York. Will discuss terms. Call 518-747-4977

EQUIPMENT FOR SALE

Panorex Unit: Yoshida Panoura 10. Please call 518-862-0720

Model trimmer: .25 Horsepower, Model #31X and splash-hood; Handler "Red Wing" Lathe, 3.3 amps, Chuck change available; Belmont X-Ray Head and Control Box, Accuray Model 071A; Belmont X-Ray Head & Control Box, Comtrex; Overhead tub and Tray Cabinets (2), Color: Cream; Portable instrument chart (1), Color: Cream; Macan Electro-Surg Unit, Model #MC-4. Contact: Debra A. Koehn, DMD, PC - 845-246-0321 / drkoehn@hvc.rr.com.

Closed Practice: (2) Ritter Commander Delivery w/Cuspidor Ceiling Light, Ritter Chair (CL2) \$250 each; (2) Ritter Assist. Stools w/Bar \$100 each; (1) Sybron Curing Light \$100; (2) GE 100 X-ray unit w/Control \$500 each; (1) Crescent Wig-L-Bug Amalgamator \$200; (1) DENTSPLY Model 800 Cavitron w/Assorted Tips \$100; (1) Matrx AMD 100 Compressor \$2,500; (1) Sterident Dry Vacuum System \$200; (1) TMaster Model Trimmer ¼ HP \$100; (1) Ried Wing Lathe ½ HP Std Chuck \$100. Please contact Ann Paula at 845-255-6040 or SHAYNACATS@AOL.COM

Adec chair: with ritter light; functioning unit, works fine. \$1000 or best offer. Call 845-594-9274

Pelton-Crane Units-three units for sale. One (1) full unit with sink and cabinet wings; two (2) partial units with-out sinks. \$2500 - \$2800 per unit; 3 year old Gendx control/box for 2 G.E. x-ray tube heads (control & heads = \$1,800); Pelton Crane compressor - \$1,000; suction machine - \$400; (5) chair side stools - \$70 each. Dentist retiring, contact Dr. Robert Zinderman 845-339-4974

2 GE X-ray tube heads; (1) Dental Ez chair @ \$1350; (1) Dental Ez chair w/chair mounted light @ \$1600; (1) torrid model trimmer @ \$75; (1) lead apron @ \$50. Call Robert Zinderman 845-339-4974

Zoom chair side whitening lamp: unused, still in box, cost \$1,000 will sell for \$500. Call 518-828-0115

Dental Office equipment: For sale – Orthodontist retired September 1, 2006; GE X-ray and cephalometric set-up, cabinets – wall mount and moveable, beauty chairs, model trimmer, autoclave, lab hand piece, orthodontic brackets, bands, wire, etc... and assorted hand instruments. Private office desk and chairs and much more! Make offers! Call Bernard Pasquali. 518-456-1388

EQUIPMENT NEEDED

Nitrous Flowmeter: with quick disconnects. Portable or wall mount. Please call 518-427-2447

VOLUNTEER OR EQUIPMENT DONATIONS

Glens Falls Medical Missionary Foundation accepting donations of dental equipment or supplies for Guatemala. Contact the Foundation at PO Box 627, Glens Falls NY 12801 or contact Dr. Fred Phillips at 518-584-3162, email ktbraico@aol.com

Congratulations To Our 2007 Retirees

Stephen Christiansen
Thomas Cinelli
Morton Cohen
Bernard Pasquali
Robert Zinderman

We wish you a happy retirement.

In Memoriam

Please remember our deceased members
William Godfried on January 20, 2007
Henry Essig on February 20, 2007

We extend our deepest sympathy to their family and friends.

PRSRT STD
U.S. POSTAGE

PAID

THIRD DISTRICT
DENTAL SOCIETY
PERMIT #65

**Third District Dental Society
Officers for 2006 — 2007**

President: Douglas B. Smail, DDS

President elect: Vladimir Cubano, DDS

Vice President: Howard Bresin, DMD

Treasurer: John H. Essepian, DDS

Secretary: Christopher Walsh, DDS

Immediate Past Pres: Steven L. Essig, DDS

Editor: Howard J. Bresin, DMD

Executive Director: Kathleen M. Moore

Upcoming Meetings

Executive Committee - Monday, September 10, November 5, December 3, 2007 held at the Albany Memorial Hospital, Conklin Conference Room, Northern Blvd. in Albany. All are welcome.

Annual Membership Meeting - October 4-5, 2007
Albany Marriott

Study Group meeting dates posted on the district web page www.third-district.org

ADA Annual Session September 28-Oct 2
San Francisco

NYSDA Board of Governors
November 15-16 Albany Crown Plaza