### **Bronx County Dental News**



A PUBLICATION OF THE BRONX COUNTY DENTAL SOCIETY

### **BCDS Dentists Serve Their Community**



BCDS's Dr. Amarilis Jacobo and Joy Patane supported an event hosted by Dr. Christopher Lane and St. Barnabas Hospital Health Systems. Free dental health screenings were provided for adults and children in our Bronx community.

Dr Jacqueline Samuels
represented the Bronx County
Dental Society alongside Hostos
Community College Dental
Hygiene students and Bronx Care
Pediatric residents to promote
oral health awareness during the
annual Give Kids A Smile event.

This year's event was held at PS 160, where over 80 children received oral health education and gift bags. ■





### Greater New York Dental Meeting+m



**MEETING DATES:** 

NOV. 28 - DEC. 3

**EXHIBIT DATES:** 

**NOV. 30 - DEC. 3** 

### The Premier Dental Meeting in the United States

At The Jacob K. Javits Convention Center, New York City



### 10 Specialty Programs For Everyone



































### **NEW DENTISTS!**

## \$50 first-year policy

Newly graduated dentists entering private practice for the first time immediately following the completion of training can now qualify for a flat-rate premium of \$50 for either a first-year Claims Made policy or an Occurrence policy - at limits of \$1,000,000/\$3,000,000.



Additional New Dentist Discounts for years 2 through 4:

• 2nd year: 60%

3rd year: 25%

4th year: 10%

Even if you don't qualify for the \$50 flat-rate premium, you may still be eligible for a 75% first-year discount off the standard rates for either Claims Made or Occurrence coverage.



Call 800-416-1241 to inquire today.

You may also visit MLMIC.com/dentists or e-mail dental@mlmic.com.

MLMIC is the only dental professional liability



Berkshire Hathaway company

FIFTY YEARS



### Risk Management Tip: Tracking Test Results

### The Risk

The receipt and review of test results are important aspects of patient care and safety in dental practices. Tests may not be completed, or results may be lost, overlooked, or not received, leading to a potential delay in diagnosis and subsequent liability exposure. Followup procedures should be an integral part of your practice and can help ensure that patients obtain the necessary testing as ordered and that results are received, reviewed, and properly addressed.

### Recommendations

- 1. Inform patients about the indications for the test(s), and document this conversation in the record.
- 2. Implement a follow-up system in your practice to ensure that patients have undergone the recommended test(s) and that the results are returned to the office.
- 3. The follow-up system should allow you to track the following information: the patient's name, the name of the test(s), the date the test(s) was ordered, the date the results were received.
- 4. The record should indicate the date of the provider review.
- 5. It is the dentist's responsibility to notify patients of significant test results. This should be documented in the patient's record.
- 6. Your process should include follow-up when patients have not undergone the recommended test(s). This may include telephone and/or electronic communication. All attempts to reach the patient should be documented in the record.
- 7. A follow-up mechanism that utilizes the same process should also be in place to track consultations. ■

MLMIC Risk Management Department · (518) 786-2815 · RMC@mlmic.com



## Statement from State Health Commissioner Dr. James McDonald on Health Benefits of Water Fluoridation

Apr 14, 2025

### "SAFE AND AVAILABLE WATER FOR DRINKING

and for recreation promotes healthy people, healthy communities, and a healthy economy. Considered to be one of the greatest health achievements in the past century, the New York State Department of Health supports optimal levels of water fluoridation as a significant and costeffective public health measure.

"Fluoride is a mineral that is often naturally present in drinking water. When it is not naturally present, adding it at low levels prevents tooth decay or cavities, the most common chronic childhood disease. Drinking water with fluoride at the optimal level contributes to maintaining good oral health. Scientists have found that when fluoride is removed from water, tooth decay increases across the population.

"Good oral health and physical health are inseparable. Poor oral health can lead to oral conditions that cause inflammation in the mouth and signal a response in the body that can impact chronic diseases like diabetes and cardiovascular disease. Loss of teeth due to dental decay can limit consumption of fruits and vegetables that impact chronic health conditions, especially in older adults.

"The benefits of proper dentition, or oral hygiene, which includes flossing and brushing twice a day, in addition to community water fluoridation, go beyond physical health. Studies show poor access to dental care contributes to poor oral health and can have lifelong psychological effects and can be a

barrier to self-confidence and social belonging.

"Because the fluoridated water supply reaches everyone equally, health disparities decrease, as we know not everyone has access to regular dentist checkups. Water fluoridation provides everyone with the same starting opportunity of having a healthy smile.

"The low levels of added fluoride that we recommend for water systems are optimal for the promotion of dental health and the protection of public health. When water is fluoridated at those levels, there is no reason for concern about health risk. Water supply professionals continuously and carefully monitor these levels to ensure public safety.

"The U.S. Public Health Service recommends a fluoride concentration of 0.7 parts per million in drinking water, equivalent to three drops in a 55-gallon drum; this is a safe and effective level carefully chosen and monitored to prevent cavities. Those New York State water systems that are fluoridated provide this safe level of fluoride.

"Water fluoridation is determined at the local level, and not all communities have fluoridated water. However, currently, about 13 million New York State residents receive the benefits of water that is fluoridated or contains naturally occurring fluoride at approximately optimal levels. The Department will continue to support the right of local municipalities to have this public health option for their communities."

#### **BRONX COUNTY DENTAL SOCIETY**

### **CPR Training**

### Basic Life Support for Healthcare Providers

Current CPR Certification is a requirement for licensure. You must take an in-person class.

Tuesday, September 16, 2025 | 6:00pm

Maestro's Caterers 1703 Bronxdale Avenue, Bronx New York 10462

Wraps, Crudite, and Beverages at 6:00pm CPR Training at 6:30pm

BCDS Members and their staff - \$125/person

Non BCDS Members and their staff - \$150/person

This is a renewal class intended for those who have an American Heart Association certification card and wish to renew it. Bring your current card to the class. There will be a written test that can be completed online, after class, to receive your new certification card.

The class will start at 6:30 pm. It is a 2½ hour class so please arrive on time.

YOU MUST REGISTER IN ADVANCE FOR A SEAT IN THIS CLASS. EMAIL JOY PATANE AT BRONXDENTAL@OPTONLINE.NET OR CALL 718-733-0186 ■

3CE Credits.

### Dr. Joshua Gindea

### How to Attract New Patients in 2025 and Beyond

Tuesday October 28, 2025 | 6:00pm

Maestro's Caterers 1703 Bronxdale Avenue, Bronx, New York 10462

### Buffet Dinner at 6pm Lecture at 7pm

\$35 for BCDS members | \$75 for non-members | Free for residents of Bronx Hospital programs

While dentists are among the most highly educated and talented groups of people, most will admit to being totally uninformed about how to grow their practices. The business of dentistry is never discussed in school and must be self-taught or learned through (sometimes) very uncomfortable experiences.

Dr. Joshua Gindea, a practicing dentist for more than 3 decades and one of the owners of DoctorsInternet. com, among the nation's leaders in website design and internet marketing for health professionals, is uniquely qualified to train his fellow health practitioners in the use of todays marketing and business tools to help restore and build a practice's revenues during these uncertain financial times.

### Dr. Joshua Gindea

Dr. Joshua Gindea is an honors graduate of the combined BA-DDS program at NYU over 40 years ago. He completed a GPR residency and went into private practice, owning and operating 4 dental practices in NYC for over 35 years. Dr Gindea and his partners have created several dental related businesses, including Westchester Dental Product, Professional Offsite Data Backup and DoctorsInternet.com. Dr. Gindea has lectured extensively throughout the country.



TO REGISTER FOR THIS DINNER LECTURE, EMAIL JOY PATANE AT BRONXDENTAL@OPTONLINE.NET

3CE Credits. ■



### All people deserve healthcare.

Healthfirst celebrates

### Bronx County Dental Society

We share your commitment to connecting New Yorkers to quality dental care.

We look forward to continued collaboration and engagement with the dental community.



Healthfirst is the brand name used for products and services provided by one or more of the Healthfirst group of affiliated companies.

25-5205



### Classifieds

### Neil H. Goldman

neil@neilgoldman.com Mobile: 914-953-7126

### BROOKBEAM DENTAL GENERAL DENTIST - KINGSTON, NY

Full Time only - Large, Very busy practice! Very supportive team! Extremely well established practice (80+Yrs). 13 operatories, 6 FT Dentists, 6 FT Hygienists, mentors, and VERY busy!!

### Unusually RICH compensation:

- · salary against HIGH % of production
- · 100% company paid lab fees
- 401K plan + employer contribution
- · CE Allowance
- · company paid malpractice insurance
- · company contribution health insurance
- · 3+ weeks PTO
- · Equity interest available
- Average earnings \$225,000 \$425,000 depends on days worked and procedures performed

### Qualifications

DDS or DMD degree, licensed in New York State or have the ability to obtain licensure in New York State.

Please apply with resume.

### BROOKBEAM DENTAL GENERAL DENTIST - CLIFTON PARK, NY (ALBANY AREA)

Full Time only - Very busy practice! Very supportive team!

### Unusually RICH compensation:

- salary vs HIGH % of production
- · company paid lab fees
- 401K plan + employer contribution
- · CE Allowance
- · company paid malpractice insurance
- · company contribution health insurance
- 3+ weeks PTO
- · Equity interest available
- Average earnings \$225,000 \$425,000 depends on days worked and procedures performed

### Qualifications

DDS or DMD degree, licensed in New York State or have the ability to obtain licensure in New York State.

Please apply with resume. ■



Endorsed by the Bronx County Dental Society

Representing dental practices in the areas of:

Dental Practice Transitions
Office Leasing
Estate and Tax Planning
Retirement Plan Design and Administration

#### Offices in Long Island and Westchester:

1133 Westchester Ave., Suite N208, White Plains, NY 10601
105 Maxess Rd., Suite 124, Melville, NY 11747

Contact: Gary S. Sastow, Esq. 914-948-1556 gsastow@dmlawyers.com

gsastow@dmlawyers.com danzigermarkhoff.com



# Congratulations to Dr. Amarilis Jacobo on being honored by the New York Women's Chamber of Commerce

The NY Women of Excellence Award celebrates her leadership, dedication and advocacy in fostering a more inclusive and equitable business landscape. Amarilis has made significant strides in uplifting her community, promoting diversity and supporting women and minority entrepreneurs.



### **GROW YOUR PRACTICE'S SUCCESS**

### Zoom into Increased Profitability & Patient Satisfaction with Our Team!

Schedule a Lunch & Learn or One-on-One meeting with one of our local **Philips Oral Healthcare Consultants** today to learn how **Sonicare** and **Zoom Whitening** can promote:

- New Patient Acquisition
- Increased Case Acceptance
- Patient Retention
- Practice Differentiation
- · Best Practice Marketing Strategies







RICHARD GRZENIA MANHATTAN EAST & THE BRONX 914-274-0769





JONATHAN GRANOFF BROOKLYN & STATEN ISLAND 347-814-4232



MANHATTAN WEST 917-882-9188

### Transition on your Terms with DDS match



DDS match.com

**Professional Guidance & Proven Processes** 



**Michele Gabriel** 

DDSmatch NYC & Long Island Direct: 862.409.9925 mgabriel@ddsmatch.com **Justin R. Baumann**DDSmatch NY & Western PA

Direct: 716.266.9707 jbaumann@ddsmatch.com

Services We Offer:

Practice Sales, Mergers & Partnerships
Associate Placements I Transition Planning | Practice Valuations

It's not too early to start a conversation.

Call today to schedule your complimentary, confidential call.

# Bronx Dental Implants & Periodontics

Michael T. Cote, DDS MPH • Sylvia E. Arsuaga, DMD
Board Certified in Periodontology & Dental Implant Surgery

Practicing the full scope of Periodontics with expertise ranging from dental implants to cosmetic periodontal surgery, gum grafting and crown lengthening

1550 Pelham Parkway South Bronx, NY 10461 Tel: 718.597.8457 Fax: 718.597.8869

www.hitechperio.com info@hitechperio.com



### Dr Stuart E Chassen

Celebrating his 50th anniversary of providing superb endodontic care

918 Pelham Parkway South Bronx, NY 10462 Tel. (718) 863-3200 34-43 213th Street Bayside, NY 11361 Tel. (718) 229-6600

www.chassenendodontics.com chassenendo@gmail.com

Advanced Technology

Microscopes

Surgical Endodontics

Most PPO insurance plans accepted

**ADA** 

AAE

Pierre Fauchard Honor Society
Past President Bronx County Dental Society
Queens County Dental Society
Educator





## good orthogontics

3515 Henry Hudson Pkwy W Bronx, NY 10463 440 East 57th 1A New York, NY 10022









You're in the caring business.

So is our local financing team.

Our dedicated healthcare specialists can help guide you through all the stages of your practice life cycle—from acquisitions, buy-ins and buy-outs to renovations, expansions, equipment, commercial real estate financing needs and beyond. David Barry Healthcare Practice Financing Specialist

631-962-1277 david.barry@td.com tdbank.com/healthcare



Contact our healthcare financing specialists today at tdbank.com/healthcare



<sup>1</sup>All loans are subject to credit approval. Some credit restrictions may apply. Other terms and conditions may also apply.

Member FDIC, @2023, TD Bank, N.A. and/or its affiliates. All rights reserved. The TD logo and other trademarks are owned by The Toronto-Dominion Bank and used under license.

# Eighth Letter from the ADA Second Trustee District to the NYSDA Components

April 2025 | Trustee's Corner

### SPRING IS HERE AND IT IS EVEN WARMING UP IN

my hometown of Buffalo. I hope all of you and your families have made it through the winter in good order and are looking forward to an enjoyable summer. There have been several changes at the American Dental Association, and I will try to get you up to speed with my correspondence to you. To begin with, we are officially in our new headquarters on the top four floors of a 35-floor building at 401 North Michigan Avenue in Chicago. We have a very agreeable long-term lease and just completed the leasehold improvements in February. If you make a trip to Chicago any time soon, please stop by for a tour. The view is spectacular, and the location is second to none.

There has been a change at the top of the ADA administration. Our previous Executive Director, Dr. Ray Cohlmia, stepped down from the position in early February this year. The decision was reached amicably, and the ADA Board is extremely proud of Dr. Cohlmia's service to our organization. We continue to follow his vision for the ADA and hope to see many of the projects he and the ADA Board agreed upon over the past four years come to fruition and/or be completed. Dr. Cohlmia worked incredibly hard during his tenure at the ADA, and we are extremely grateful for his service. In the meantime, Dr. Betsy Shapiro was unanimously approved by the Board as Interim Executive Director. Dr. Shapiro previously served as Chief of Governance and Strategy Management. She originally graduated from dental school at the University of Illinois Chicago College of Dentistry and was in private practice for several years. She has a Juris Doctor from Northern Illinois University. Dr. Shapiro began her career at the ADA as a Hillenbrand Fellowship scholar and ended up staying at the ADA working in many different

areas of the organization.
The ADA Board is very pleased to have Dr.
Shapiro as our interim Executive Director as we conduct a national search for a permanent director.



I would like

to apologize to all our members due to the delay of the implementation of the Salesforce Fonteva IT program. Unfortunately, there have been many technical challenges. The ADA has received the help of an external consulting firm, Datazuum, to assist us with a health check of the system and implementation. It considered the overall system health rating "at risk" and recommended targeted remediation to stabilize and standardize the program over the next several months. Remediation will be discussed with the states and the Strategic Forecasting Committee during that time. Although this will take some time, the American Dental Association believes we are making progress and taking the proper corrective measures to get our organization on the right path.

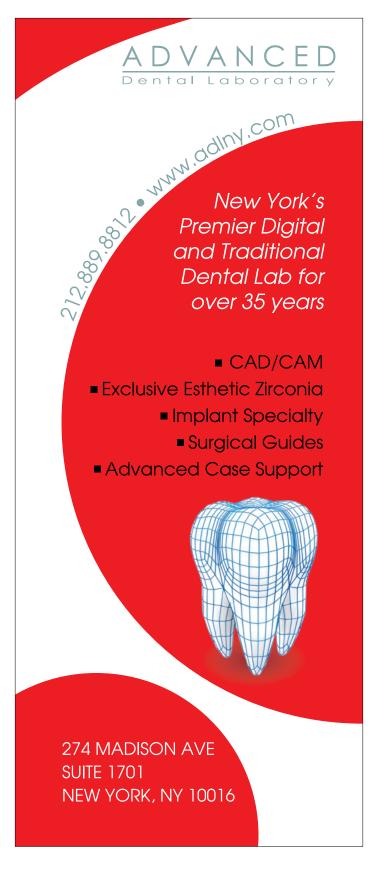
The ADA credit union will be scheduled to launch at the end of Q3 or early Q4 of this year. As many of you know, this has required much background work and due diligence over the past year. The ADA is finishing the final touches on a contract with an established credit union with extensive experience in this area to provide financial services to all ADA members and their families. You will be receiving information on this exciting venture in the very near future.

I know that I talked to you in my last Trustee's Corner about water fluoridation, but the landscape has changed even more since our last correspondence. The entire state of Utah has passed a law to eliminate water fluoridation in their state. Approximately fifteen other states are discussing it at various levels of their legislative process. Countless other municipalities nationwide have it under review. Not all the news is bad though. New Hampshire just reaffirmed its commitment to water fluoridation as did North Dakota. It is a state by state and municipality by municipality battle, depending on your location in the country. Albion, New York, located between Buffalo and Rochester, has had a hearing about it and will have another one later in the spring. The most unfortunate factor is the rhetoric of our HHS Secretary in Washington, DC, Robert Kennedy Jr. He has called water fluoridation a toxic process and should be eliminated nationally. Although there is a plethora of well-done evidence-based studies over the past 80 years, he and the anti-fluoridation folks point to poorly controlled dubious international studies that have faulty conclusions. It is sad we have reached this point in our country where some of our national leaders do not understand settled science.

The ADA will not lay down due to this national trend. We have started an ADA Fluoride Ambassador program to sign up an army of dentists, hygienists, physicians, nurses, and community leaders to be ready to testify, be interviewed or provide information as needed all around the country as these hearings are announced. Currently, we have 72% of the communities in this country with properly titrated fluoridated water at .7 parts per million. The goal is to keep it at that level or increase the percentage, along with keeping a running tab of the outcomes to keep practicing dentists apprised of what is going on. The purpose is to keep our members informed to treat their patients properly as things change.

Thank you for letting me continue to serve you as your ADA Trustee and please email me at dowdb@ ada.org or call me at 716-510-3217 if you have any questions. Enjoy your summer!

Sincerely, Brendan
Brendan Dowd DDS
ADA Trustee, Second District ■





### \$50 BONUS FOR BCDS MEMBERS



(Precious metal scrap value must exceed \$350. Members must self-identify as BCDS members and include promo code NYBC-25 to get offer.Cannot be combined with any other offers. Limit 1 per office. Offer expires 12/31/2025.)





### Practice Financing<sup>1</sup>

- New Office Start-Ups
- Practice Sales and Purchases
- Office Expansions
- Business Debt Consolidation<sup>2</sup>
- Owner-Occupied Commercial Real Estate<sup>3</sup>
- · Equipment Financing

### To learn more, contact a practice specialist today:



Jarrett Mathews 845.642.8099 | jarrett.mathews@bofa.com Practice Acquisitions



Robert Malandruccolo 516.508.2040 | robert.malandruccolo@bofa.com Startups, Projects, Refinances, and Real Estate



<sup>1.</sup> All programs subject to credit approval and loan amounts are subject to creditworthiness. Some restrictions may apply. The term, amount, interest rate and repayment schedule for your loan, and any product features, including interest rate locks, may vary depending on your creditworthiness and on the type, amount and collateral for your loan. Repayment structure, prepayment options and early payolf are all subject to product availability and credit approval. Other restrictions may apply.

<sup>&</sup>lt;sup>2</sup> Bank of America Practice Solutions may prohibit use of an account to pay off or pay down another Bank of America account.

For Owner-Occupied Commercial Real Estate loans (DCOE), terms up to 20 years and 51% occupancy are required. Real Estate financing options are subject to approval and product availability is subject to chapter for SBA loans, SBA eligibility and restrictions, apply. Small Business Administration (SBA) Inancing is subject to approval through the SBA 504 and SBA 7(a) programs. Loan terms, collateral and documentation requirements apply. Actual amortization, rate and extension of credit are subject to necessary dedit approval. Bank of America Practice Solutions property and, as such, cannot be changed, altered or modified, orally or in writing. All questions regarding these materials should be directed or referred to a Bank of America Practice Solutions Sales Associate.

All promotional and marketing materials are Bank of America Practice Solutions property and as such, cannot be changed, altered or modified, orally or in writing. All questions regarding these materials should be directed or referred to a Bank of America Practice Solutions Sales Associate. Sponsorship of endorser's products and services is not an expressed opinion or approval by the Bank Bank of America and the Bank of America logo are registered trademarks of Bank of America Corporation. Bank of America Practice Solutions is a division of Bank of America, NA.

(©2023 Bank of America Corporation | ARN-SWM/M4 | Rev. 0.5/24



### Empowering people to pay for the care they want and need

The CareCredit healthcare credit card helps improve the payment experience for patients and clients, and your financial performance.

### Why offer CareCredit?



Reduce cost concerns

Our simple, budget-friendly financing options give patients and clients a flexible way to pay over time for all types of care.



Support your business goals

When people pay with CareCredit, your practice gets paid in two business days – speeding up cash flow, and reducing A/R.



Deliver a positive experience

CareCredit has a contactless, digital experience as flexible as the financing it delivers. Ideal for today's consumers.

### Ready to help more patients and clients get the care they want and need?

Visit www.carecredit.com to get started!

### Advertising in our newsletter

### MEMBERS CAN NOW PURCHASE ADVERTISEMENT SPACE IN

the BCDS Newsletter. Our newsletter is a quarterly publication that is emailed to over 300 member dentists.

#### Rates:

- Quarter Page \$250
- · Half Page-\$500
- · Full Page- \$750

If you prepay for 4 consecutive issues there is a 25% discount. Classified ads will continue to be free to members in our newsletter and on our website

To place an ad or classified, contact Joy at <a href="mailto:bronxdental@optonline.net">bronxdental@optonline.net</a> ■

### See our website:

### www.bronxcountydentalsociety.org

### THE SITE IS DESIGNED TO BE A RESOURCE FOR MEMBER

dentists as well as the public we serve. Take a few minutes to take a tour of the site. Some of the new features are:

- A Member Center full of resources for your practice.
   All information here is updated constantly by the ADA and NYSDA to keep you informed in real time.
- A Public Resource Center for the general public.
  The Find A Dentist feature enables patients to
  search for ADA member dentists by zip code and
  specialty.

Please give us feedback. This is your site and we have the ability to adapt it to better serve our members.

### **BCDS Officers**

#### **PRESIDENT**

Dr. Jerica Cook

#### PRESIDENT-ELECT

Dr. Jemima Louis

### **PAST PRESIDENT**

Dr. Keith Margulis

### **TREASURER**

Dr. Don Safferstein

#### **SECRETARY**

Dr. Kirti Tewari

### **EXECUTIVE DIRECTOR**

Dr. Stephen Harrison

#### **EXECUTIVE SECRETARY**

Joy Patane

#### **NYSDA TRUSTEE**

Dr. Jacqueline Samuels



### We would like to thank our sponsors.



































