QCDS Installs Its New Slate of Officers
As Dr. Mota-Martinez Becomes President

Braving unseasonably cold temperatures and ice, a crowd of nearly 300 guests were warmly welcomed by outgoing Queens County Dental Society President Dr. Ashok Dogra at the QCDS Installation Ceremony and Dinner Dance, held January 22 at the Terrace on the Park.

The evening started with an elaborate cocktail hour followed by a full course dinner served in the elegant setting overlooking Queens Flushing Meadows Park and the Unisphere, the symbol of the last World’s Fair.

Following an inspired invocation by Dr. Steven Gounardes, an ADA trustee, a long list of dignitaries were welcomed by Dr. Rekha Gehani. They included Dr. William R. Calnon, ADA president elect; Dr. Anthony DiMango, past ADA vice president; Dr. Robert Doherty, NYSDA president; Dr. Chad Gehani, NYSDA president elect; Dr. P. Deborah Weisfuse, NYSDA vice president; and Dr. Mark Feldman, NYSDA executive director and ADA past president.

For the second consecutive year, QCDS members had the distinct honor of having the ADA president elect address them. Dr. Calnon congratulated the incoming officers on their induction.

Many of the diverse dental communities were represented at the event, including the Latin American Dental Federation and its president, Dr. Adolfo Rodriguez; Hispanic Dental Association; Dominican Dental Association with its president, Dr. Ruben Moronta; Indian Dental Association with its president, Dr. Viren Jhaveri; Puerto Rican Dental Association; and the Spanish American Medical Dental Society of New York.

In addition, neighboring components were represented by Dr. Eugene Porcelli, president of the Nassau County Dental Society; Dr. Maria Maranga, president of the Suffolk County Dental Society; and Dr. Janice Pliszczak, president of the 5th District Syracuse Dental Society.

Also in attendance were the chairpersons of local hospital dental residency programs, including Dr. Burton Wasserman from New York Medical Center of Queens and Dr. Sherman Klein and Dr. Stephen Quacceo from Flushing Hospital Medical Center.

QCDS officers were installed by Dr. Chad Gehani, in—Continued on page 14

New QCDS officers installed at the Terrace On the Park were, left to right, Historian Ronald Garrett, Treasurer Sudhakar Shetty, Secretary Bijan Anvar, Vice President Doron Kalm an, President-Elect Beatriz Vallejo and President Mercedes Mota-Martinez. The officers were installed by NYSDA President-Elect Chad Gehani.

PHOTO: Alan N. Queen, D.D.S.

—Continued on page 14
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Medicaid Audit Sweep Is Hitting the Crisis Point

The New York State Office of the Medicaid Inspector General is an independent entity within the New York State Department of Health charged with improving and preserving the integrity of the Medicaid program by conducting and coordinating fraud, waste and abuse control activities for all State agencies responsible for services funded by Medicaid.

The OMIG conducts and supervises all prevention, detection, audit and investigation efforts. It has come to the New York State Dental Association’s attention that investigative efforts have reached a critical point because OMIG is resorting to any technical claims error made by a participating dentist to demand refunds from the dentist.

OMIG is conducting preliminary audits reviewing claims records for the past five years focusing primarily on the following:

- Fillings replaced within three years of original treatment
- Claims for D9310, “consultation – diagnosis service within six months of delivery of new dentures” that do not include the name and NPI or license # of the referring dentist when there are consultation billings. Claim forms must be completed properly or OMIG will deem it to be a billing abuse and seek recovery on the claim. NYSDA urges all Medicaid providers to immediately establish that all Medicaid filings are complete and accurate.
- NYSDA is working to address various policy issues with the New York State Department of Health pertaining to these audits and to resolve disparities between the DOH’s policies for reimbursement and the criteria used by the OMIG to determine if payments were improperly made. OMIG asserts that it need not follow the DOH’s policies it deems to be incorrect, allowing OMIG to recover money even when claims meet guidance issued by the DOH. Sometimes, only expensive litigation by providers with valid claims will drive OMIG away from their more extreme policy interpretations.

If you are contacted by OMIG, consult a knowledgeable attorney immediately...

The action is being taken in the public interest. It is the Department’s public policy to pursue recoveries of overpayments made to providers. The focus is on ensuring the necessary funds are returned to consumers, and that the integrity of the program is preserved.

Claims for D9310, “consultation – diagnostic service provided by a dentist or physician” that do not include the name and NPI or license # of the referring dentist when there are consultation billings. Claim forms must be completed properly or OMIG will deem it to be a billing abuse and seek recovery on the claim. NYSDA urges all Medicaid providers to immediately establish that all Medicaid filings are complete and accurate.

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Our Installation and Dinner Dance is reported elsewhere so I won’t belabor the details, other than to note that it was quite a success in that over 260 guests attended, including virtually the entire NYSDA leadership as well as ADA President Elect, Dr. William Calnon. Dr. Calnon’s attendance, representing the ADA, continues a long line of ADA dignitaries who have attended our recent Installation events, including ADA Past Presidents Mark Feldman, Kathleen Roth and, most recently, Raymond Gist, which is quite an honor for a local component. In addition, Senators Jose Peralta and Adriano Espaillat presented proclamations to our new president and expressed their support for many of the initiatives supported by NYSDA, including the retention of adult Medicaid services, which they view as essential to protecting the health of New Yorkers in need of assistance.

It is reassuring to know that we can count on both of these influential legislators to support programs that protect the well-being of their constituents and who understand that one’s overall health is clearly related to one’s oral health.

Finding Prospective Patients

Members often neglect to use benefits available to them, and a perfect case in point is use of the ADA Website for the “Find-a-Dentist” function. You have the ability to place your profile information on this site as a tool to lead prospective patients to your practice. This service is a member benefit available at no cost to you. You have the ability to place photos, practice information, languages spoken, location map, insurances accepted, payment options and other information to assist a prospective patient in selecting your practice for dental services. The ADA reports 20,000 unique visitors each month to this site is proof that patients are turning to the web and ADA.org when looking for a dentist. She encourages all to make use of this benefit.

Have a CE Suggestion?

A reminder for you “early birds” the ADA annual session in Las Vegas begins registration on April 6 for the annual meeting scheduled for October 10-13. A number of official ADA session hotels include Mandalay Bay, the MGM Grand, the Luxor, Four Seasons and others can be reserved online at <www.ada.org/session> beginning April 6. This is one occasion that “what happens in Vegas stays in Vegas” does not apply, as you can expect detailed information on actions taken and policies implemented at the annual session.

Our next membership meeting, scheduled for March 1, features the NYSDA president elect component visitation by our own Dr. Chad Gehani, who will become the NYSDA president this June. I encourage all our members to attend this meeting, as our next NYSDA president elect from QCDS will not occur for 13 more years. This is an opportunity to show our support for one of our own and I look forward to seeing many of you at this meeting.

Time To Renew Membership

For those of you who have procrastinated, it is time to renew your membership. Please take it off the “to do” pile in your office and return your membership renewal to NYSDA. It is our strength in numbers that allows the voice of organized dentistry to be heard and given credibility and we rely on your continued membership to keep our voice loud and clear.
The Greater New York Dental Meeting Celebrates Dr. Burton S. Wasserman for 25 Years of Service

Dr. Burton S. Wasserman developed the concept of a General Practice Residency (GPR) Fair in 1985. The creation of the GPR Fair was the result of a partnership between the American Association of Hospital Dentists and the Greater New York Dental Meeting.

The General Practice Residency Fair provides dental students an opportunity to gather information regarding general practice residency and advanced education in general dentistry programs in an informal atmosphere. Approximately 65 hospital dental residencies were present at the 2010 Greater New York Dental Meeting GPR Fair to discuss the content and nature of their programs, patient populations and treatment needs.

Dr. Wasserman was honored for his idea to create the General Practice Residency Fair and for his 25 years of service to maintaining its excellence at the Celebrity Luncheon in November.

The Greater New York Dental Meeting is the largest dental convention in the United States, with a registration in 2010 of exactly 58,135 dentists and attendees including 19,431 dentists from 132 countries.

NYU College of Dentistry Dean Speaks at General Membership Meeting

Despite the snow on the ground and the miserable weather condition with ice and sleet falling throughout the day, 35 hearty souls made their way to the general membership meeting held on the evening of February 1. Dr. Mercedes Mota-Martinez, the newly installed QCDS president, welcomed all and on a somber note, asked for a moment of silence for Dr. Barry Weinberg, the director of dentistry at Jamaica Hospital, who had recently passed away.

Those in attendance welcomed Dr. Charles Bertolami, the Dean of New York University College of Dentistry, who spoke on the topic of mid-level providers and dental therapists addressing the implications of these providers in changing the dental care delivery systems. His program provided interesting statistical and narrative information relative to the introduction of mid-level providers and their effect on access to care issues. We thank Dr. Bertolami for once again taking the time from his schedule to enlighten QCDS members on this significant development in the delivery of dental services.

Dr. Robert Horowitz followed with a clinical presentation titled “Simplified Extraction Socket Therapy— Biphasic Calcium Sulfate in a Syringe.” His presentation was sponsored by MIS and QCDS thanks both Dr. Horowitz and MIS for making the presentation possible.

The next general membership meeting is Tuesday, March 1, and will feature the component visitation by NYSDA President Elect, Dr. Chad Gehani, in addition to the usual meeting format.

Indian Dental Association President Dr. Viren Jhaveri Becomes a Fellow of the American College of Dentists

The nation’s oldest national honorary organization for dentists, the American College of Dentists, has granted membership to Dr. Viren Jhaveri who is now a Fellow. FADC members exemplify excellence through outstanding leadership and exceptional contributions to dentistry and society.

Founded in 1920, the College seeks to elevate standards of dentistry, encourage graduate study and grant Fellowship to those who have done meritorious work. Dr. Jhaveri is also a Fellow of the International College of Dentists as well as a Fellow of the Pierre Fauchard Academy. He is a previous editor of the QCDS Bulletin, former QCDS president, serves as a Delegate to both the ADA annual session and the NYSFDA House of Delegates annual meeting, is currently president of the Indian Dental Association and a faculty member in Implant Dentistry at the NYU College of Dentistry.

He is in private practice with his wife, Sharmila, and has two sons.

QCDS February membership meeting speaker Dr. Charles Bertolami, Dean of NYU College of Dentistry, second from left, was greeted by left to right, Drs. Chad Gehani, Mercedes Mota-Martinez and Robert Horowitz.

A QCDS Scrapbook

The Greater New York Dental Meeting Celebrates Dr. Burton S. Wasserman for 25 Years of Service

Dr. Burton S. Wasserman received his award at the Greater New York Dental Meeting GPR Fair from Dr. Richard Rausch, general chairman-elect, Greater New York Dental Meeting.

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TAX TIPS FOR DENTISTS

He IRS has suspended the mandatory withdrawal rules from pension plans and IRAs for 2009. You will not have to add the skipped payment to your 2010 withdrawal. Your 2010 withdrawal will be based on your age and December 31, 2009 balance. Inherited IRAs and pensions get the same break. If you turn 70.5 years of age in 2009, you needn’t take any pension withdrawal.

*Subject to credit acceptable and term and amount are subject to underwriting. Some restrictions may apply. **Best of American Metrology Solutions may exclude one or several offerings depending on your age or retirement status and/or other factors. © 2009 Bank of America Corporation. © 2009 Bank of America Corporation.
QCDS Members Bring Children of Queens ‘Bright Smiles, Bright Futures’ At Screening

QCDS volunteers brought a dental screening to the students of another county school last month, The Renaissance Charter School, as part of Colgate’s ongoing Bright Smiles Program.

Longtime QCDS supporter State Senator Jose Peralta, in cooperation with the school’s director of development, Rebekah Oakes, coordinated a dental screening program.

Renaissance has 537 predominantly minority students drawn primarily from the neighborhoods of Jackson Heights, East Elmhurst, North Corona, Astoria and Long Island City. QCDS President Dr. Mercedes Mota Martinez lead a group of QCDS volunteers to the school, where the Colgate van was waiting, and provided free dental screenings and education to the children.

“Colgate’s Bright Smiles, Bright Futures” program, in conjunction with screenings performed by volunteer dentists, works to increase oral health literacy and promote good oral health care habits for children in 80 countries.

Senator Peralta noted that many children do not have access to basic dental care and the education needed to maintain good oral health. In recognition of this service, he said “many thanks go to Colgate for the great work it does through this program with the Queens County Dental Society for making this program available to the children and families in the community.”

In partnership with Colgate, QCDS has scheduled additional dental screening programs at local community schools and welcomes members who can volunteer some time to “give back” to local communities. Contact Executive Director William Bayer for further information or to become a volunteer. “Programs of this nature are made possible by the generosity of members donating their time to this worthwhile program,” Mr. Bayer said. “We look forward to continuing our partnership with Colgate in bringing this service to our communities.”

By Harris Markhoff, Esq. and Michael Markhoff, Esq
Danziger & Markhoff LLP.

On December 17, 2010, the President signed “The Tax Relief, Unemployment Insurance Reauthorization, and Job Creation Act of 2010” (the “Act”). The Act includes an extension of various provisions of the Bush-era tax cuts, but this article will focus on the changes to the estate tax law.

Contrary to media reports, estate planning in 2011 is not a concern only for high net worth individuals. While the tax planning aspect has always been of particular concern for most people, the basic need for the use of trusts for asset protection, safeguarding family members and addressing personal issues remains paramount. Also, just to complicate the matter more, the Act is only a two-year patch. Based on the parsimony of Congress in the last few years, it would be impossible to predict how much of this Act will survive after 2013, but for now, the Act provides some excellent planning opportunities.

Estate, Gift and Generation-Skipping Tax

For individuals dying after 2010, the estate tax exemption will be $5 million per individual for 2011 and 2012 with a tax rate of 35 percent on the amount exceeding the exemption. The gift tax exemption for the next two years is now unified with the estate tax exemption so that an individual can now gift up to $5 million without incurring a gift tax. Furthermore, the generation-skipping exemption is also $5 million, which means that a large amount of wealth (up to $5 million per taxpayer or $10 million for husband and wife) can now pass down two generations (such as to grandchildren). All three exemptions will be indexed for inflation after 2011.

This does not mean that individuals with assets below this level should ignore estate planning, especially since the exemption and rates are set to revert on January 1, 2013 (absent Congressional action) to their pre-2011 levels of $1,000,000 and 55%, respectively. Instead, 2011 and 2012 may prove to be the best opportunity to plan to transfer the largest amount of wealth in history and exemplifies the importance of taking advantage of this two year window of opportunity.

In the past, in order to take advantage of the estate tax exemption, the estate planning documents of a married couple would have required the use of a “credit shelter trust.” The first spouse to die would allocate assets equal to the estate tax exemption ($3.5 million in 2009 and $5 million in 2010, 2011 and 2012) in a trust for the to-die spouse (the surviving spouse subsequently dies, the amount in trust will pass to descendants free from estate tax. Beginning in 2011, the concept of portability has been introduced so that if this technique is not used, the surviving spouse has an opportunity to use both exemptions without any advanced planning and can shelter $10 million from estate tax. While this was meant to facilitate planning, there are a number of serious flaws with relying on this provision:

• Portability only extends to the “last deceased spouse.” In other words, assume Husband dies in 2011 and Wife remarries and New Husband dies in 2012 leaving his estate to his children from his first marriage. If Wife dies, she only has a $5 million (not a $10 million) estate tax exemption. In essence, there is no ability to “collect” exemptions through remarriage.

• The credit shelter trust can be used as a hedge to ensure that any future appreciation is sheltered from estate tax and that the combined assets of a married couple stay below the $10 million exemption.

• Portability is set to expire after December 31, 2012. Assume Husband dies in 2011 without sheltering his $5 million exemption in a “credit shelter trust” and leaves every cent to Wife in the hopes that she will be below the $10 million combined exemption. If Wife dies many years later under a new tax regime with a lower exemption, the couple incorrectly gambled and wasted an opportunity to save estate tax in exchange for simple planning.

• There is no portability for generation-skipping planning, so if the ultimate goal of the estate plan is to keep the assets in the bloodline and away from sons-in-law and daughters-in-law, wills must have credit shelter trusts.

• Trust planning is still necessary for asset protection purposes since assets in a trust are generally exempt from the creditors of the beneficiary, to protect from remarriage where the new spouse could receive assets instead of children, to insulate the surviving spouse from the survivor’s creditor who wants financing for a business venture which may not be a prudent investment, to provide the surviving spouse with a formal structure to manage the estate assets and avoid mismanagement or to avoid problems if the surviving spouse is unable to manage finances by reasons of dementia or similar disorders.

From a gifting perspective, for individuals who exhausted their $1 million gift tax exemption under the prior law, they will now have an opportunity to gift another $4 million of assets in 2011 and 2012. All old gifting plans must be reviewed to determine which additional assets can be given away.

Life Insurance

Since the Act is only a temporary patch, insurance that was purchased to pay estate tax (also known as survivorship insurance) and which should be reviewed. It would be drastic to cancel existing coverage based on the assumption that the current tax law is sufficient to avoid estate tax. If laws subsequently change and life insurance has to be repurchased at a future date, changes in health and possible uninsurability may reoccur.
QCDS Installs Its New Slate of Officers
As Dr. Mota-Martinez Becomes President

QCDS Special Event

including Dr. Mota-Martinez, Dr. Beatriz Vallejo, president elect; Dr. Doron Kalman, vice president; Dr. Bijan Anvar, secretary; Dr. Sudhakar Shetty, treasurer; and Dr. Ronald Garrett, historian.

New York State Senator Jose Peralta, a regular supporter of QCDS, followed with a presentation to Dr. Mota-Martinez of a plaque honoring her service to QCDS and her local community. He congratulated her on her ascension to the presidency of QCDS.

Dr. Mota-Martinez told the audience of the importance of unity, collaboration and increased involvement among the membership.

Dr. Alvin Orlian then introduced Dr. Stephen Quarcoo, the recipient of the Society’s highest honor, the Emil Lentchner Distinguished Service Award.

Institute for Continuing Dental Education officers installed included President Dr. Rekha Gehani, Vice President Dr. Joseph Caruso and Secretary/Treasurer Dr. Stuart Kesner. They were installed by Dr. Deborah Weisfuse.

The installation concluded the formal program of the evening and opened up the dance floor—led by Dr. Mota-Martinez—to show off their Meriengue. Judging by the dance moves exhibited by many on the floor, QCDS has certainly not lost its rhythm.

As the evening drew to a close, it appeared that everyone had an enjoyable time and the membership could not have asked for a better way to start off the new administrative year.

—Continued from page 1

The swearing in of the 2011 QCDS officers.

Dr. Chad Gehani introduced Dr. Mercedes Mota-Martinez.

Installation celebrating: Drs. Chad Gehani, Mercedes Mota-Martinez, Alvin Orlian, Chad Gehani and Bijan Anvar.

New QCDS President Dr. Mercedes Mota-Martinez celebrated her installation with family and friends.

Dr. Chad Gehani presented an award to outgoing president Dr. Ashok Dogra.

The 2011 ICDE officers were sworn in by NYSDA Vice President Dr. P. Deborah Weisfuse.

Dinner Dance guests: Dr. Alan N. Queen, Dr. David Miller, Dr. Mercedes Mota-Martinez, and Dr. and Mrs. Burton Wasserman.

At the installation: Drs. Gehani, Mota-Martinez, William Gehani and Steven Gounardes.

The 2011 ICDE officers were sworn in by NYSDA Vice President Dr. P. Deborah Weisfuse.

Celebrating the installation: QCDS Executive Director William Bayer, Dr. Chad Gehani and Nassau County Dental Society Executive Director James Garrett.
CRESO Corner: Register Your Dental Facility

By Martin Schnee

About ten percent of the existing active dental facilities in New York City are either not registered or have expired registrations. If you have a new facility, which means that you have opened a new dental practice or taken over an existing dental office, you are required to register 30 days prior to starting. The fines can be $1,000 - $2,000 or more if you are caught without a valid registration.

If you are a new owner here are the steps required to register:

1. Hire a CRESO to perform an initial inspection and also a complete radiation protection survey of each x-ray unit.
2. Complete an application form requesting a new registration.
3. Have proof of Worker’s Compensation insurance for your office (form C-150 is best).
4. Have proof of Disability Insurance for your office (form DB-120.1). The requesting agency will be the New York City Department of Health and Mental Hygiene, 2 Lafayette Street, New York, NY 10007.

Note: If you don’t have any employees than an exemption form CE 200 must be downloaded and submitted instead of the third and fourth items above. This form can be found at the Workers Compensation site: www.WCB.State.NY.US and should be notarized. The above should be submitted for review to the New York City Office of Radiological Health, 2 Lafayette Street, New York, NY 10007.

In about two to three weeks you should be notified that you have been approved and will be asked to mail a check for $100 for a two-year registration.

If you are an existing owner and have an expired registration or cannot find your registration for verification, then these are the steps you should take:

1. Verify that your registration has expired by calling the New York City Department of Consumer Affairs at (212) 487-4060, (212) 487-4065 or (212) 487-4085. Give them your CAMBS number, which can be found on your old registration or an old inspection report.
2. If your registration has expired, ask them to fax or mail you a renewal application.
3. You will need to obtain the third and fourth items from above or the exemption form CE 200.
4. Write a check for $100 or the amount owed to the New York City Department of Health and Mental Hygiene.
5. Send all the above in, and in two to three weeks you should have your new registration.

In either situation, after three weeks if you have not heard from the department, you should call to inquire as to the status of your applications.

If you have any questions concerning this topic contact Mr. Schnee at (718) 986-4396 or Scientist004@aol.com. His web page is NY-CRESO.com
State Estate Tax

While the Act makes significant changes for federal purposes, 21 states (notably New York, New Jersey and Connecticut) still impose separate estate taxes. Based on the fact that most states are suffering economically, it is highly likely that state estate taxes in those states will not disappear and planning to minimize state estate tax will become an important issue.

Business Succession Planning

Regardless of exposure to estate taxes, planning to effectively transfer the operations of a closely held business to the next generation is critical during a lifetime. The goal should be to ensure that the individuals who actively participate in the company are given control of the business operations while the family of the deceased owner is compensated for the deceased’s equity. Buy/Sell agreements should be reviewed to ensure that the purchase prices in the agreements are consistent with the current value of the company. In the case of family businesses, the $5 million gift tax exemption is a great opportunity to insulate the business from estate tax as well as the future appreciation.

The Act further proves the proverb that there is nothing permanent except for change. No estate plan can be placed on a shelf and left alone until after an individual dies. The Act provides some wonderful opportunities, but like a television program, the planned and the un-planned will be part of the new reality. In helping purchasers procure the best financing terms, a common phenomenon we see is that dentists in their 50s and up often become tired of being business owners. They don’t like managing staff issues, dealing with insurance companies and the other daily responsibilities inherent in running a practice. A practitioner’s dislike of administrative responsibility can hurt his productivity and practice profit. This can result in a stagnating or declining practice.

In the past, dentists might try to counter a financial downturn by raising fees. However, this strategy has become more difficult in the current economic climate. There are options available if you’d like to wind down but can’t afford to retire yet. One way to lock in your practice equity is to merge your practice into a colleague’s in the area, and then arrange a working relationship.

In sum, all of these factors have made now an excellent time to sell a dental practice. For pre-transition advice on your own circumstances, call Countrywide for a confidential consultation at 800-222-7848.

Martin and Risë Mattler are the principals of Countrywide Practice Brokerage, the endorsed practice broker of the Ninth District Dental Association. Visit their website at www.ddsbrokers.com.

Is This A Good Time for a Practice Transition?

By Martin and Risë Mattler
Countrywide Practice Brokerage

There’s no question that we are currently experiencing one of the worst recessions in many years. How has the economic downturn affected the value of dental practices? Would you like to retire soon but you’re worried about the timing of the transition?

If so, you’re not alone.

But the good news is that there are a number of sound reasons to sell your practice now.

Practice Values Are Now at Their Peak

Good practice opportunities are scarce, especially in the New York metropolitan area, where many dentists want to practice and live. The scarcity of opportunities and the abundance of prospective buyers have kept practice prices at the high end of the spectrum.

A number of factors have created this situation. While many predicted that baby boomers would be retiring in record numbers, the reality is that lots of dentists in this population group are putting off retirement, due to savings losses and a decline in the value of their real estate holdings. Another factor is the increase in the number of women dentists who are becoming the primary wage earners in their families and looking for the same opportunities as their male counterparts. And finally, more dentists today own more than one practice and are hiring associates to work for them. Taken together, these factors have resulted in fewer ownership opportunities and higher prices for the practices that are available.

Financing Is Still Available

Today there is still 100 percent financing available from a number of specialty lenders and they are offering attractive rates and terms for qualified purchasers. This means that you can expect to get all your proceeds at the closing.

In helping purchasers procure the best financing terms, we find that the following loan criteria are important: good credit; demonstrated ability to produce the volume of dentistry for the practice being purchased, and an ability to live on the profit that the practice will provide.

It’s a Good Time to Get the Best Tax Treatment

A seller can typically expect 80 percent of the practice sales price to be taxed as a capital gain. The capital gains rate for sellers is currently at an historic low of 15 percent. Also, buyers are able to depreciate and/or amortize the entire amount of the purchase price. By reducing future tax liability, this write-off of the purchase price typically pays for 40 percent of the cost for most practitioners.

Many Older Dentists Are Getting Tired of Running Their Practices

A common phenomenon we see is that dentists in their 50s and up often become tired of being business owners. They don’t like managing staff issues, dealing with insurance companies and the other daily responsibilities inherent in running a practice. A practitioner’s dislike of administrative responsibility can hurt his productivity and practice profit. This can result in a stagnating or declining practice.

In the past, dentists might try to counter a financial downturn by raising fees. However, this strategy has become more difficult in the current economic climate. There are options available if you’d like to wind down but can’t afford to retire yet. One way to lock in your practice equity is to merge your practice into a colleague’s in the area, and then arrange a working relationship.

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Pre-registration is required for all continuing education courses, except General Membership Meetings.

**CE Courses March - May 2011**

**Tuesday, Mar 1**
6:15 p.m.

**General Membership Meeting**
2 C.E. Credits

NYSFDA President Elect Visitation
7:00 p.m. “HIV Testing in the Dental Chair”
Instructor: Dr. David Nasery, D.M.D.
8:00 p.m. “Esthetic Dentistry for the Child”
Lecture to discuss esthetics in pediatric dentistry. Every child has the right to have an esthetically pleasing smile. During the formative years, it is especially important for all children to exhibit a normal appearance and not to be singled out by their peers. Space maintenance and proper speech are integral for the growing dentition.
Instructor: Dr. Charles Citron, D.D.S., M.S.D.

**Friday, Mar 4**
9:00 a.m.

**Topic: Risk Management**
4 C.E. Credits
Areas discussed include professional liability, record keeping, patient history, informed consent, patient access to records, patient relations, confidentiality, peer review and more.
Objective is to provide licensee with knowledge of laws and regulations as well as methods to avoid or resolve patient conflicts.
Course qualifies for malpractice policy discount offered by most insurance companies.
Instructor: Dr. Kenneth Treitel
Tuition: ADA member/staff $135 Non-ADA member: $260

**Sunday, Mar 6**
9:00 a.m.

**CPR - Certification & Recertification**
4 C.E. Credits

**Topic: Basic Cardiac Life Support**
Certification will cover 1 and 2 rescuer CPR, Heimlich Maneuver, child CPR and AED. The ability to recognize the signals of a heart attack and provide stabilization of the victim at the scene of a cardiac arrest is a priceless commodity. Life over death may some day become a reality to someone you know or care for.
Class begins promptly at 9:00 a.m.
Registration at 8:30 a.m.
Instructor: Robin Zalewski, BLS Instructor
Tuition: ADA member/staff $105 Non-ADA member: $260

**Friday, Mar 11**
9:00 a.m.

**Infection Control**
4 C.E. Credits

**Topic: Infection Control**
In the past this course has had an overwhelming positive response from those clinicians and their staffs who earnestly want to stay informed of the latest infection control and recommendations out there and does so through the eyes and thoughts of a speaker-clinician who understands the nature and demand of everyday dental practice. There’s more: bring your entire staff and satisfy OSHA’s annual staff training requirements.
Course qualifies for relicensure.
Instructor: Safety Compliance Services
Tuition: ADA member/staff $85/$70 Non-ADA member: $260

**Friday, May 6**
9:00 a.m.

**CPR - Certification & Recertification**
4 C.E. Credits

**Topic: Basic Cardiac Life Support**
Certification will cover 1 and 2 rescuer CPR, Heimlich Maneuver, child CPR and AED. The ability to recognize the signals of a heart attack and provide stabilization of the victim at the scene of a cardiac arrest is a priceless commodity. Life over death may some day become a reality to someone you know or care for.
Class begins promptly at 9:00 a.m.
Registration at 8:30 a.m.
Instructor: Robin Zalewski, BLS Instructor
Tuition: ADA member/staff $105 Non-ADA member: $260

**Study Clubs March – April**

**Steinway Study Club**
CONTACT DR. KIRCHNER (718) 634-3125
Location: Mezzo Mezzo Restaurant, 31-29 Ditmars Blvd., Astoria
Mar 15
6:30-9:30 p.m.
Topic: LANAPTM & A New Paradigm in the Approach to Comprehensive Periodontal Therapy
Speaker: Dr. Neal Lehman
Apr 26
6:30-9:30 p.m.
Topic: Understanding CAMBRIA-Caries Diagnosis and Management
Speaker: Mr. Chris Mortarita, MA

**New York Hospital Queens**
CONTACT PAMELA WILLIAMS (718) 670-1419
Mar 28
7:00-9:00 p.m.
Topic: Updates in Antibiotics
Speaker: Sorana Segal, M.D.
Location: Cardiac Rehab Conference Room
174-11 Horace Harding Expwy, Fresh Meadows

**Glen Head Study Club**
CONTACT DR. LEWIS (718) 326-1212
Location: Bacco Restaurant
253-08 10th Northern Blvd., Little Neck
Mar 2
7:00-9:00 p.m.
Topic: Endodontics/Trouble Shooting
Speaker: Dr. Michael Feldman
Dr. Evan Chung
Apr 6
7:00-9:00 p.m.
Topic: (1) Bite Procedure for Full Mouth Reconstruction for Implants
(2) Basic Behind Sleep Apsena
Speaker: Larry Borman

**JACOBSON GOLDBERG & KULB, LLP**
585 Stewart Avenue
Garden City, New York 11530
(516) 222-2330
**Attorneys and Counsellors at Law**

**Friday, May 6**
9:00 a.m.

**Topic: 'Substance Abuse: Your Patients, Your Practice, Your Family’ 2 C.E. Credits**
Dr. Bohlin will present an overview of the substance abuse problem as it affects all those around us. A clinically oriented approach will suggest management philosophy and strategies. Attendees will leave prepared to manage these issues in the office and at home. A disease approach with referral and treatment will be discussed.
Instructor: Dr. Dennis Bohlin
Tuition: Member Benefit Program-No Fee

**Friday, May 6**
7:00-9:00 a.m.

**CPR - Certification & Recertification**
4 C.E. Credits

**Topic: Basic Cardiac Life Support**
Certification will cover 1 and 2 rescuer CPR, Heimlich Maneuver, child CPR and AED. The ability to recognize the signals of a heart attack and provide stabilization of the victim at the scene of a cardiac arrest is a priceless commodity. Life over death may some day become a reality to someone you know or care for.
Class begins promptly at 9:00 a.m.
Registration at 8:30 a.m.
Instructor: Robin Zalewski, BLS Instructor
Tuition: ADA member/staff $105 Non-ADA member: $260

**Tuesday, May 3**
6:15 p.m.

**General Membership Meeting**
2 C.E. Credits

7:00 p.m. “Maximizing Investments for Dentists”
Instructor: Dr. Lewis Altfest, Ph.D. and Ekta Patel, M.B.A.
The 2010 ADA Survey on Retirement and Investment reveals many dentists expect to delay their retirements due to investment losses experienced in recent years. Lewis Altfest, Ph.D., CFP®, CPA, PFS, CEO and Chief Investment Officer of Altfest Personal Wealth Management, will discuss the firm’s economic and market outlook, how to build a portfolio that works best for you and how to maximize the benefit of your practice’s retirement plan. Ekta Patel, M.B.A., Managing Advisor at Altfest Personal Wealth Management, will also be contributing to the seminar, which will include:

- Findings from the 2010 ADA Survey and Altfest client observations,
- Altfest’s economic and market outlook,
- The five-step process to creating an investment portfolio that works best for you,
- How to maximize the benefit of your practice’s retirement plan.

Registration at 8:30 a.m.
Instructor: Dr. Robert Peskin
Wednesday, May 4
6:30 p.m.

**Topic: Site Preservation, Technique and Materials**
2.5 C.E. Credits
Instructor: Dr. Andrew Kelly, D.D.S.
Tuition: ADA member: $25 Non-ADA member: $25

**Dietary Concerns**
Please note that QCD5 wishes to accommodate the dietary needs of all students attending our meetings and programs. It is requested that anyone requiring kosher or other specialized foods notify the QCD5 office at the time of your registration so that proper plans can be made.

**Miles R. Jacobson**
**Amy T. Kulp**
**Daniel M. Goldberg**
**Jeffrey A. Granat**
When Can Life Insurance Make Sense In Planning for Your Retirement Needs?

By Michael Klotz, CPA, CFP® and Janee Bricourt, Account Executive

As the time you reach retirement, you know a lot more about life insurance than when you bought your first policy in your 20s or early 30s. Specifically, you know:

- A primary role of life insurance is to protect the financial security of your dependents. This need usually is not as important in retirement as when you are raising a family.
- Retired people have a higher risk of dying than younger people, and so their life insurance coverage costs more. These points are well known. So, an intelligent discussion about how to use life insurance strategies during retirement should begin when these points leave off.
- For most retired people, there is no reason to consider life insurance until a specific need for it has been identified in personal retirement/estate planning.
- That need probably will be different than it was earlier in life.

"Retirement Phase" Needs Met By Life Insurance

There are four major needs that life insurance can help retired people meet:

- Leaving assets to heirs on a tax-efficient basis without going through probate.
- Planning for and pre-paying estate taxes and settlement costs.
- Arranging the transition of a business to a partner or successor owner.
- Generating additional retirement income

Leaving Assets to Heirs

Many retired people want to leave some money to their family members. But do they also want to leave their families or other expenses to pay? Often, this is a question that most retired people don’t address until after it is too late to do serious planning.

Life insurance isn’t the only way to leave assets to heirs with tax advantages, but it can be one of the best. The death benefit in a life insurance contract passes to the beneficiary income tax-free. By purchasing the life insurance inside an irrevocable trust, it also is possible to pass assets to heirs without federal estate taxes and other expenses to pay. Often, this is a question that many retired people don’t address until after it is too late to do serious planning.

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Planning for and Pre-Paying Estate Taxes and Settlement Costs

A half century ago, a large part of the life insurance sold in the U.S. was designated for “burial costs.” Today, funerals cost far more than they did then, but burial is a small part of the cost in wrapping up affairs of a deceased. Despite recent changes in the law, estate taxes remain uncertain and potentially costly for some people. Other costs include state inheritance taxes, payment of the deceased’s debts, probate and executor fees, preparation of the deceased’s final reports and tax returns, and final tax payments. Life insurance can be useful in planning for and pre-paying these costs.

Generating Additional Retirement Income

Most people don’t think of life insurance as the best source for obtaining retirement income. But it is often used to generate supplemental retirement income that “tops off” amounts generated by Social Security, pensions and retirement plans. Most types of permanent life insurance allow retirement income to be obtained from two sources:

- Low-cost loans that are tax-free and may be repaid at any time.
- Withdrawals of cash value that are allowed often without withdrawal charge, and are received tax-free (as a return of premium) up to the total amount of premium paid in.

Look at Life Insurance Through Different Eyes

When you were in your 20s, 30s and 40s, life insurance was a critical part of your financial foundation if you had dependents to feed and shelter, you needed life insurance—whether you wanted it or not. Once you approach retirement, your needs have changed. Life insurance is not a necessity, but it can be a valuable planning option for meeting specific needs in a cost-effective and tax-efficient way. It also can increase your peace-of-mind, create the income you need to afford special opportunities, and keep your heirs from squabbling. What doesn’t change from your 30s through your 60s and beyond is the need to shop wisely for strong life insurance companies, with the help of a qualified financial professional.
Are Your Investments As Diversified As You Think? They Should Be Reviewed Annually!

By Lewis J. Altfest, PhD, CFA, CFP®, CPA/PFS and President Altfest Personal Wealth Management

Several years ago, a potential client asked my opinion of his investment portfolio—15 stocks in different industries. After doing a little research, I told him that too many of the companies were small firms with weak balance sheets, low returns on invested capital, and whose stocks had suffered a series of sharp price swings. Nine months later he returned to my office, his portfolio’s value down by two-thirds. The decline had nothing to do with a debacle in the technology sector, which had happened at about the same time. It happened because he owned lower quality, unattractive stocks and wasn’t sufficiently diversified.

As I explained to my new client, you can’t spread your bets properly without considering the following factors: the type of investment (stocks, bonds, real estate, etc.), its size (small, medium, large), investment style (value or growth), business sector and specific industry (health care and nursing homes, for example), and base of operation (domestic vs. international). By owning a variety of investments, you’ll lower your portfolio’s volatility and may even increase its long-term return.

The box below is a sample target investment allocation that takes into account each of the main asset categories. I’d recommend it for a moderately aggressive investor age 40 or older.

These percentages are only guidelines. If you’re younger than 40, very tolerant of risk, or both, you can invest more heavily in stocks. To gain further diversification, you can add real estate, oil and gas, international bonds, and specialties mutual funds—that hold solely in Japanese companies or in utilities, for instance. Some of these investments can be particularly volatile, though, so don’t buy them just for the sake of diversification. If you don’t understand them and neither does your adviser, stay away from them.

As you saw with the client I mentioned earlier, owning a handful of individual stocks doesn’t necessarily provide adequate diversification. That’s why I recommend my clients buy mutual funds in a variety of investment categories. A typical stock fund owns more than 100 stocks.

Another benefit of investing through funds: You have a simple way to measure how similar they are to a broad index. For each of your funds, examine the “R-squared” figure for the funds they evaluate. Fidelity Blue Chip Growth Fund, for instance, has an R-squared of 95 against the S&P 500. That close correlation isn’t surprising, given that the S&P 500 is loaded with blue-chip stocks. Fidelity Select Natural Gas, on the other hand, is a specialty mutual fund that owns a fair number of midsized companies in addition to large companies. It has an R-squared of 52 against the S&P 500. That moderate connection is typical of the index as many funds that more closely follow the index.

Whether or not you change the investments in your portfolio, you ought to review it annually and rebalance it as necessary, to bring the allocations back into line with your targets. Keeping close tabs will prevent you from betting too heavily on one area of the market. Not only will you enjoy more consistent long-term returns, but knowing you have a sensible portfolio will help you sleep well at night.

### Stock Funds Allocation

<table>
<thead>
<tr>
<th>Stock Category</th>
<th>Percentage of Assets</th>
</tr>
</thead>
<tbody>
<tr>
<td>Large-cap domestic</td>
<td>25%</td>
</tr>
<tr>
<td>Mid-cap domestic</td>
<td>5%</td>
</tr>
<tr>
<td>Small-cap domestic</td>
<td>6%</td>
</tr>
<tr>
<td>International</td>
<td>21%</td>
</tr>
<tr>
<td>Special Equity</td>
<td>6%</td>
</tr>
<tr>
<td>REITS</td>
<td>2%</td>
</tr>
<tr>
<td>Total</td>
<td>65%</td>
</tr>
</tbody>
</table>

### Bond Funds Allocation

<table>
<thead>
<tr>
<th>Bond Fund Category</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Multi-sector / Long-term</td>
<td>7%</td>
</tr>
<tr>
<td>Intermediate-term</td>
<td>11%</td>
</tr>
<tr>
<td>Short-term (money-market funds)</td>
<td>10%</td>
</tr>
<tr>
<td>Inflation Indexed</td>
<td>3%</td>
</tr>
<tr>
<td>Foreign</td>
<td>4%</td>
</tr>
<tr>
<td>Total</td>
<td>35%</td>
</tr>
</tbody>
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Altfest Personal Wealth Management is the nationally recognized, fee-only investment management and financial planning firm that is endorsed by NYSDA Support Services for NYSDA members. Lewis Altfest will be leading “Maximizing Investments for Dental Professionals” at the May 3 QCDS General Membership Meeting. This is the first in a series of contributions from Altfest to help members of the Queens County Dental Society plan and think intelligently about their finances. If you would like to reach Altfest, you can call Mike Prendergast, MBA, CFP®, at 212-406-0850 or mike@altfest.com. Questions for potential future bulletin articles can be emailed to mike@altfest.com.

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