

INCIDENTALS

Registration is open for 2018-2019 FRVDS meetings. A season ticket is your best value for this year's CE!
Registration is also open for the FRVDS and WCDS Golf Outing.

September 12, 2018

FRVDS 2018-2019 Meeting Registration Details

This year's continuing education dinner meetings have been established. A terrific variety of speakers and venues have been arranged by Dr. Jim Nudera, FRVDS Vice President/Program Chairman.

For 2018-19, your Season Ticket applies to four meetings: September, October, January, and March. **Purchase your Season Ticket prior to the September meeting for the greatest value!** Your Season Ticket saves you \$20 for the year of CE. Order your Season Ticket by clicking [here!](#) Print out the form and fax, mail or email it to the FRVDS office.

The April meeting is still being discussed as a possible staff event, which is not included in the Season Ticket.

We look forward to seeing you at the meetings!

Joint Golf Outing with Will County Dental Society



Wednesday, Sept. 12
11:00 a.m. Registration
1:00 p.m. Golf
6:00 p.m. Dinner
Aurora Country Club
1548 W. Prairie Rd.
Aurora
\$185 golf & dinner
Includes golf, lunch,
dinner, and two drink tickets.
\$65 dinner only
(details Page 4)

Scramble Format: All levels of play are welcome!
Gather your foursomes or have the FRVDS office pair you with other golfers.

Hurry! Spots are still available, and the outing is approaching fast!

September 18, 2018



Effective Dental Insurance Fee Negotiating

with Benjamin Tuinei

Tuesday, Sept. 18
6 pm
Eagle Brook Country Club
2288 Fargo Blvd.
Geneva
\$65 / Attendee.
Free with Season Ticket
Open to staff!

Discover how to negotiate rates with insurance carriers.
(details Page 5)

October 16, 2018



ENT Pathosis Overlap with Odontogenic Pathosis

with Neal Lofchy, M.D.

Tuesday, October 16
6 pm
Riverside Receptions
35 N. River Lane
Geneva
\$65 / Attendee.
Free with Season Ticket

Explore the sinus pathology and dental pathology connection.
(details Page 6)

INCIDENTALS

THE FOX RIVER VALLEY DENTAL SOCIETY

PHONE: 630-232-4229
FAX: 630-232-4240
email: info@frvds.org
web site: www.frvds.org

Executive Board: **President**

Tricia Crosby, D.D.S.

Vice President/Prog. Chair. **James Nudera, D.D.S.**

Treasurer

Brian Penniall, D.D.S.

Secretary

Ramona Bosma, D.D.S.

Past-President

Tim Skidmore, D.D.S.

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Salvador Cardenas, D.D.S.
Ellena Kontos-Vranas, D.D.S.
Mary McAuslan, D.D.S.
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Frank Maggio, D.D.S.

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Maureen Emma Radecki

All expressions of opinion and all statements of supposed fact are published on the authority of the writer over whose signature they appear, and are not to be regarded as expressing the view of The Fox River Valley Dental Society unless such statements or opinions have been adopted by its representatives. *This publication solicits announcements, essays and articles of interest to the general membership of The Fox River Valley Dental Society. Articles must include name and address of writer and should be no longer than 500 words.*

FRVDS Executive Board 2018-2019



From left to right: Tim Skidmore, Past-President; Ramona Bosma, Secretary; Tricia Crosby, President; Jim Nudera, Vice President/Program Chairman; Brian Penniall, Treasurer.

ISDS Annual Session

The following FRVDS members will be attending the ISDS Annual Session September 7 and 8 at the Eaglewood Resort in Itasca. They will be casting votes on your behalf in regard to the stance Illinois dentists will take on proposed policies that could affect the industry. If you have questions or concerns, please contact these representatives prior to the State meeting.

Delegates:

Mary McAuslan
Tim Skidmore
Jim Nudera
Frank Maggio

Alternates:

Sonia Belani
Salvador Cardenas

New Members

Welcome:

Marlene Beeson, D.D.S.
1441 Randall Road, Ste. C
Geneva, IL 60134
630-402-0359
beemarl@yahoo.com
(general dentist)

David Dominguez, D.D.S.
201 N. Constitution Dr.
Aurora, IL 60506
630-896-4516
ddomin8@gmail.com
(general dentist)

Save these Dates: Scheduled 2018-2019 Meetings and Social Events

Online Meeting Registration will be available at the following link:

<https://ebusiness.ada.org/Meetings/DefaultPo3.aspx?PO3ORGAPICODE=ILFRV87G87T8G8B>

A clickable link on the FRVDS web site will take you there, too: <http://www.frvds.org/>

Simply log into the online registration site using your ADA number and password. If you need assistance, contact Maureen Radecki at the FRVDS office mradecki@frvds.org.

Please note: You will be notified by email when meeting registration for 2018-2019 becomes avail-

FRVDS Program Calendar

2018-2019

DAY/DATE	TIME	LOCATION	TOPIC/SPEAKER
SEPTEMBER 6-8, 2018 - ISDS ANNUAL SESSION - ITASCA, IL			
Wednesday September 12, 2018	11:00 a.m. lunch 1:00 p.m. golf 6:00 p.m. dinner	Aurora Country Club 1548 W. Prairie Rd., Aurora	Annual Golf Outing Joint outing with Will County D. S.
*Tuesday September 18, 2018	6:00 p.m./ 7:00 p.m.	Eagle Brook Country Club 2288 Fargo Blvd., Geneva	Effective Dental Insurance Fee Negotiating Benjamin Tuinei, Veritas Dental Resources
*Tuesday October 16, 2018	6:00 p.m./ 7:00 p.m.	Riverside Receptions 35 N. River Lane, Geneva	ENT Pathosis Overlap with Odontogenic Pathosis Neal Lofchy, MD (ENT)
OCTOBER 18-22, 2018 - ADA ANNUAL SESSION - HONOLULU, HI			
*Tuesday January 15, 2019	6:00 p.m./ 7:00 p.m.	Eagle Brook Country Club 2288 Fargo Blvd., Geneva	Sleep Dentistry Adam Winckler, DDS
FEBRUARY 2019 - NATIONAL CHILDREN'S DENTAL HEALTH MONTH			
FEBRUARY 21-23, 2019 - 154TH CHICAGO MIDWINTER MEETING - McCORMICK PLACE, CHICAGO			
*Tuesday March 19, 2019	6:00 p.m./ 7:00 p.m.	Aurora Country Club 1548 W. Prairie Rd., Aurora	How in the World Does Endo Even Work? William Nudera, DDS
Joint meeting with Aurora Dental Society			
APRIL 3, 2019 - ISDS CAPITAL CONFERENCE - SPRINGFIELD, IL			
Tuesday April 16, 2019	6:00 p.m./ 7:00 p.m.	Location TBD	Staff Appreciation Night! Details TBD

6:00 pm/7:00 pm = cash bar at 6:00 pm; dinner at 7:00 pm; presentation begins immediately following dinner

***THE MEETINGS WITH THIS SYMBOL ARE INCLUDED WITH YOUR SEASON TICKET.**

AS A SEASON TICKET HOLDER, PLEASE REMEMBER TO REGISTER ONLINE OR THROUGH THE FRVDS OFFICE FOR EVERY MEETING. THANK YOU!

REGISTRATION INFORMATION TO COME THIS SUMMER!

Phone: 630-232-4229 / Fax: 630-232-4240 / e-mail: mradecki@frvds.org

Fox River Valley Dental Society Joint Golf Outing with Will County Dental Society

Wednesday, September 12, 2018
Aurora Country Club
1548 W. Prairie Road, Aurora

Registration / Cookout Lunch: 11:00 a.m.
Shot-Gun Start: 1:00 p.m.
Dinner: 6:00 p.m.

Scramble Format:
All levels of play are welcome!

Golf Outing: \$185
Dinner Only: \$65

**Gather Your Foursomes Now or Have the
FRVDS Office Pair You With Other Golfers!**

Either way, you are guaranteed a terrific day on the links!

Lunch, dinner, two drink tickets, green fees, cart fees, driving range, lockers, golf and professional scoring are all included in the fee for golf.

FRVDS members, WCDS members, family members, staff, friends, associates, and/or suppliers reps are invited to attend the Golf Outing. Form your favorite foursome. If you do not have a foursome, sign up anyway; you will be paired with other golfers. Because we have many single golfers, as well as sponsors who enjoy golfing with our members, call the FRVDS office if you are in need of additional players to round out your foursome.

Don't miss this fun event!

Registration: Forms for the golf outing are available at <http://frvds.isds.org>. Send the golf registration form along with your payment to FRVDS, 2258 Newport Lane, Geneva, IL 60134, prior to **Wednesday, September 5, 2018**. Check or credit card payments are accepted. Online registration is not available for this event.

Hole Sponsorship is just \$300!

FRVDS and WCDS members are encouraged to seek sponsors and are also invited to sponsor a hole. If you are interested in sponsoring a hole or know of a rep, supplier, or other business person who may be interested in doing so, please call the FRVDS office; or, go to <http://www.frvds.org/> for a sponsorship application. Sponsor applications and payment are due to the FRVDS office by **Wednesday, September 5, 2018**. Thank you for helping to make this year's outing a success!



Effective Dental Insurance Fee Negotiating

with Benjamin Tuinei, Veritas Dental Resources

Open to staff!

Date: Tuesday, September 18, 2018
Time: 6:00 pm social hour / 7:00 pm dinner
Location: Eagle Brook Country Club
2288 Fargo Blvd., Geneva
Registration: \$65 / Attendee.
Free with Season Ticket
Purchase your Season Ticket prior to the September meeting for best value!
ST order form available [here!](#)

Deadline: Monday, September 10

About the Presentation: Dental insurance fee negotiations is still a foreign concept to dentists worldwide. Mr. Tuinei has spent the last 7 years improving and perfecting this relatively new fad in the dental business world and will be sharing a few secrets about how to effectively negotiate better fees with dental insurance companies. He will discuss pros and cons of working with PPOs, how to maximize your leverage with insurance carriers, and how to recognize and reach the key person with which to negotiate. He will review the negotiation process and how to assure that it can be re-negotiated before contracts run out. Understanding dental insurance laws and procedures for keeping up with dental billing and industry changes and will also be covered.

Course Objective: Attendees will better understand how to negotiate rates with insurance carriers.

Continuing Education: Two hours of credit will be issued.

Registration: Forms are available at www.frvds.org. Please send registration form and payment to Fox River Valley Dental Society, 2258 Newport Lane, Geneva, IL 60134; fax: 630-232-4240; phone: 630-232-4229; e-mail: info@frvds.org. Online registration is also available. Find the link on the home page of the FRVDS web site. Season Ticket holders enter code: FRVDS1819 at check out. Staff must be registered separately, as Season Ticket only applies to doctor. Registration deadline is **Monday, September 10, 2018**.



Benjamin Tuinei

In 2007, while working for a small dental corporation in Phoenix, Mr. Tuinei created systems and operating protocols and restructured a 12-person billing department that improved collections from 65% to 98%. He learned how to negotiate with 3rd-party payers that gave a boost in annual insurance-related revenue of nearly \$1 million for a team of 10 general dentists. This caught the attention of other group and solo practices in surrounding states, which revealed 3rd-party payer negotiating to be an under-served section of the dental industry. He opened Optimum Dental Solutions (now Veritas Dental Resources) in 2009 to fill this void. In May 2014, Optimum merged with Veritas Dental Resources for which Mr. Tuinei serves as President. To date he has worked with more than 5000 dentists, influencing nearly \$1 billion of newly-negotiated revenue for his clients through implementing proprietary PPO optimization strategies and effective 3rd-party payer negotiating. Mr. Tuinei is recognized by many State Dental Associations as the authority on PPO strategies and PPO fee negotiating.



The Fox River Valley Dental Society is designated as an Approved PACE Program Provider by the Academy of General Dentistry. The formal continuing dental education programs of this program provider are accepted by the AGD for Fellowship, Mastership and membership maintenance credit. Approval does not imply acceptance by a state or provincial board of dentistry or AGD endorsement. The current term extends from April 1, 2016, to March 30, 2019. Provider #212178.

Members: Bring a Non-Member Free! A WIN WIN for all!

FRVDS members are encouraged to bring a guest dentist to a meeting for free. This is a great way for your guest to become acquainted with the Society and meet its members. Register a nonmember dentist or member dentist, who has not attended FRVDS events in two or more years as your guest, and they attend free! You are then entered in a drawing to attend fall 2019 through spring 2020 evening meetings free (a \$300 value)! If you would like to bring a guest to a meeting, indicate your intentions on your registration form, and provide the name of your guest. If they decide to join the Society, they will receive a voucher for their first meeting as an FRVDS member -- also at no charge! Raffle drawing will take place at the end of the program year.

ENT Pathosis Overlap with Odontogenic Pathosis

with Neal Lofchy, M.D.

Date: Tuesday, October 16, 2018
Time: 6:00 pm social hour / 7:00 pm dinner
Location: Riverside Receptions
35 N. River Lane, Geneva
Registration: \$65 / Attendee.
Deadline: Free with Season Ticket
Monday, October 8, 2018

About the Presentation: Dr. Lofchy will review the anatomy of the paranasal sinuses and pathophysiology of sinusitis with focus on odontogenic cases. He will combine a didactic lecture with interactive discussion of cases. Attendees will be encouraged to share cases and ask questions.

Course Objective: Attendees will better understand and appreciate the role of paranasal sinus pathology in the care and treatment of dental patients. They will also learn more about the role of dental pathology in the care and treatment of sinus patients.

Continuing Education: Two hours of credit will be issued.

Registration: Forms are also available at www.frvds.org. Please send registration form and payment to Fox River Valley Dental Society, 2258 Newport Lane, Geneva, IL 60134; fax: 630-232-4240; phone: 630-232-4229; e-mail: info@frvds.org. Online registration is also available. Find the link on the home page of the FRVDS web site. Season Ticket holders enter code: FRVDS1819 at check out. Registration deadline is **Monday, October 8**.



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Neal Lofchy, M.D.

Dr. Lofchy is a board certified Otolaryngologist and subspecialist in Rhinology. He earned his medical degree from the University of Toronto in Canada and did postgraduate resident training in General Surgery at UCLA, followed by an Otolaryngology/Head & Neck Surgery residency at the University of Toronto.

In 1993 he moved to Chicago, where he did a year of sub-specialty training in Rhinology and Skull Base Surgery at Rush University under the mentorship of Drs. W. R. Panje and R. M. Bumsted. Dr. Lofchy partnered with his fellowship mentors at the Midwest Sinus Center, where he is now Senior Partner and co-president. He is Assistant Professor and attending physician/surgeon of Otolaryngology/Head & Neck Surgery at Rush University Medical Center and is also on staff at Advocate Good Samaritan Hospital in Downer's Grove. He has authored research papers and book chapters and practices Rhinology in Oak Brook, Tinley Park and Chicago.

Register Online Here!

<https://ebusiness.ada.org/Meetings/DefaultPo3.aspx?PO3ORGAPICODE=ILFRV87G87T8G8B>

You can also find the clickable link on the home page of the FRVDS web site: <http://www.frvds.org/>. Once you are taken to the online registration site, simply log in using your ADA number and password. If you need assistance, contact Maureen Radecki at the FRVDS office.

Season ticket holders must register staff separately from themselves. To receive your season ticket benefit, enter FRVDS1819 at checkout. This code is case sensitive and only applicable to those who have purchased a Season Ticket for 2018-2019. Staff registrations must be completed in a separate transaction as the Season Ticket only applies to the doctor's registration fee.

FRVDS Mission Statement

The mission of the Fox River Valley Dental Society is to provide quality educational and social programs, promote humanitarianism, act as political advocates for dentistry and create an awareness of dentistry in the community.



OTHER NEWS

It's Time to Renew Your Dental License! Here's How...

The Illinois Department of Financial and Professional Regulation (IDFPR) has opened its renewal for all dentists and dental hygienists to renew their dental licenses. To renew your license(s), go [here](#).

If you had an e-mail address on file at IDFPR, you were emailed a notice and pin number on Thursday, June 7th.

Things to Know:

- You have until September 30, 2018 to renew your license(s). The new term will run from October 1, 2018 – September 30, 2021.
- The IDFPR online renewal system requires that you renew each of your licenses (general dental, dental specialty, dental controlled substance, dental sedation) individually. You will have to log-in and pay each one separately; there is NOT a cart function like Amazon to gather all the renewals in on transaction.
- If you are a dental specialist, remember to also renew your general dental license as well.
- If you are renewing a dental controlled substance license, and have not already done so, you are required by State law to also register with the Illinois Prescription Monitoring Program. To do your one-time registration go [here](#).
- If you have not renewed by September 30th, you could temporarily experience a loss of hospital privileges, the ability to purchase certain supplies from dental manufacturers, and suspension from dental insurance plan networks.
- There is a grace period to renew from October 1st – December 31st, but you will be required to submit the actual CE certificates to prove you have acquired the mandated 48 hours of continuing education during the last three years (October 1, 2015- September 30, 2018) and show proof that you are current with your basic life support (BLS) certification.

2015 was the first time IDFPR used an online license renewal process and hundreds of dentists did not renew correctly. Based on what we have learned from that experience, ISDS suggests that you do not delegate the renewal of your license to anyone. We recommend that you do it yourself; if it is not done correctly, it is your livelihood and practice that is at risk. **RENEW NOW!**

If you are having problems with your dental license renewal process, you may contact Mr. Jerry Miller, IDFPR State Board of Dentistry Liaison at Jerry.R.Miller@Illinois.Gov or by calling 217-782-7524.

A T T E N T I O N Medicaid Providers!

This is a reminder that the State of Illinois' IMPACT (Illinois Medicaid Program Advance Cloud Technology) system serves as provider enrollment system for all Medicaid providers. It is the responsibility of the provider to manage, monitor and update his/her own information.

When updating your dental and specialty licenses with the Illinois Department of Financial and Professional Regulation (IDFPR), it will also be your responsibility as the dentist to update your license information within the State's IMPACT system. **Currently, the Illinois Department of Healthcare and Family Services (HFS) cannot guarantee that your updated license information at IDFPR will transfer over to IMPACT.**

If your license information is not updated in IMPACT in a timely fashion, it is highly likely that your enrollment within the dental Medicaid program will automatically terminate on or around the termination date currently recorded in IMPACT. ISDS recommends that dental providers update license information as soon as possible in IMPACT to assure no interruption of reimbursement.

If you have additional questions or need assistance, please contact the IMPACT Help Desk:

- By email: IMPACT.Help@Illinois.gov
- By phone: 877-782-5565, select option #1

For basic Medicaid questions or comments, please feel free to e-mail Dionne Haney, ISDS Director of Professional Services, or by calling 800-475-4737.