Pump It Up!

High blood pressure is a silent killer. It is responsible for increased risks of heart disease, stroke, kidney disease, and many other serious health problems (not to mention being a symptom of obstructive sleep apnea).

Dentistry is unique among the health professions. Not only is virtually every visit invasive in some way, but local anesthetics are frequently used that can have cardiovascular effects. Combined with the anxiety many dental patients experience that can result in transient elevated blood pressure, the importance of taking blood pressure is clear, not only to be able to provide safe dental treatment, but to identify patients who have undiagnosed high blood pressure.

Over the past several years, I have asked key decision makers from various employer groups, as well as our own employees, whether they have had their blood pressure taken by their dentist, and their overwhelming response is either “no,” or maybe just a few have (recognizing that there are dentists who routinely take blood pressure readings at every visit).

With national issues looming for the profession, such as mid-level providers and independent practice of dental hygienists, there is an opportunity for dentists, who are the primary care providers of oral health, to make a big impact, so take out that blood pressure cuff and pump it up!

Dr. Keith Libou, Chief Clinical Officer
Delta Dental of New Jersey, Delta Dental of Connecticut

NOTABLE ARTICLES

- NJDA Supports Special Olympics NJ at Delta Dental Golf Classic
- They Protected Our Country. Now They Need Your Help
- New In-Net Vendor: The Dentist’s Choice

Important Change Regarding Procedure Codes D7960 and D7963

As of September 1, 2017, procedure codes D7960 and D7963 will no longer be a covered benefit when submitted as a separate procedure, and will not be payable by Delta Dental.

All denied submissions of D7960 and D7963 may be appealed. Any appeal must include a narrative. We may also require photographs and/or documentation of medical necessity from the referring physician.

The 2018 Participating Handbook will reflect the change under the processing policy section (Chapter 9) and in the required documentation table (Chapter 4).

NJDA Supports Special Olympics NJ at Delta Dental Golf Classic

Nearly 90 golfers participated in the recent Delta Dental Classic—including this foursome from the New Jersey Dental Association. NJDA was a “proud Platinum Sponsor” of the event, which raised more than $60,000 for Special Olympics New Jersey. Getting ready to tee up are Drs. Mitch Weiner, Mark Vitale, Charles Perle and Peter DeSciscio. Thank you for contributing to this great cause!
They Protected Our Country. Now, They Need Your Help

On Veterans Day weekend (November 11 and 12), the first New Jersey Mission of Mercy (MOM) will take place at Zufall Health Center in Dover, NJ. This two-day event will provide free dental care to veterans. We need volunteer dentists who can help make this a reality.

Delta Dental and Zufall Health Center, along with the New Jersey Dental Association, New Jersey Dental Assistants’ Association, and the New Jersey Dental Hygienists’ Association are hosting.

To learn more about how to volunteer for this event, please contact Jill DeCraine at jdecraine@zufallhealth.org or 973-328-3344, ext. 485. Up to 4 continuing education credits are also offered!

Mission of Mercy is a charitable organization that provides free healthcare, dental care, and prescriptions to the uninsured, underinsured, and those who fall through the cracks. Please help support our veterans by volunteering for NJ MOM. What better way to say, “Thank you for your service”?

Take Your Practice Where You Want It to Go

Build or expand your practice with our low-interest (or no-interest during year 1) loans

We partnered with Peapack-Gladstone Bank to offer you this below-market loan program. Participating Delta Dental PPO general dentists and specialists in New Jersey and Connecticut, and designated Delta Dental Loyal general dentists are eligible. To schedule a personal financial consultation, call Peter Cirignano, VP, PGB, at 1-844-742-3365 or visit www.pgbankdeltadentalnj.com.

You Can Now Get Dental News By Mail and Email

Starting with this issue, we are producing both print and digital versions of Dental News.

Each participating practice will continue receiving a print version by mail.

And, if we have your email address, you’ll get the digital version, too. Each digital Dental News will arrive about a week before the print edition.

If you don’t receive a digital copy and want to start, just visit Benefits Connection (www.deltadentalnj.com) and log in. Click “Office Details” and “Add Email.”

New In-Net Vendor: The Dentist’s Choice

Our newest In-Net vendor, The Dentist’s Choice, repairs dental hand pieces and small equipment. Participating dentists receive a 10% discount on all services (excluding minimal service items). Standard USPS shipping both ways is included. For more information, go to thedentistschoicepa.com.