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### SCDA Out of the Past: Dr. Stanley C. Baker 1894-1980

By Dr. Gene Atkinson, SCDA Historian

Dr. Stanley C. Baker distinguished himself as an outstanding dental practitioner in Greenwood, South Carolina. Active on the national scene, he had the honor of being the president of the American Academy of Periodontology for the entire United States in 1957.



Dr. Stanley Baker

Stanley Baker was born in 1894 in Prosperity, South Carolina to Kenneth and Beulah Barr Baker. He grew up in Prosperity and Greenwood, South Carolina. Upon graduating from Newberry College as an engineer, he practiced this profession for a short while afterward.

While doing so he became ill with malaria while surveying railroad trackage in the mountainous areas of North and South Carolina. During his convalescence in Greenwood his family was concerned about his future and convinced him to pursue the study of dentistry, as he was blessed with gifted skills working with his hands. Dr. Baker then attended the Atlanta Southern Dental School (later Emory University) to pursue his dental education and graduated there in 1919. He also served in the United States Navy during the World War I era.

Dr. Stanley Baker practiced dentistry in Greenwood, South Carolina for over 50 years. He prided himself with his abilities to perform full mouth reconstructions. The use of gold inlays, onlays, and crowns were the hallmark of his career. Years later younger dentists would marvel at the quality and longevity of his dentistry.

Dr. Baker had a passion for continuing to learn and enhance his dental skills, attending many post graduate courses in continuing education in dentistry. On the national level he always attended the Chicago Mid-Winter Meetings each year to further his education and skills, as well as meet his dental colleagues and friends from across the country.

Stanley Baker was very active in the area of Periodontology. He served as president of the Southern Academy of Periodontology and later became the president of the American Academy of Periodontology for the entire United States in 1957.

For his outstanding contributions to dentistry, Dr. Baker was inducted as a Fellow in the International College of Dentists, the Pierre Fauchard Academy, and the Federation Dentaire Internationale.

On the South Carolina level, he was the chairman of the South Carolina Dental Association's Relief Fund. In Greenwood he was chairman of the dental staff at Self Memorial Hospital for many years.

Civically in Greenwood, he was a member of the Kiwanis Club, the American Legion Post 20, the Greenwood Masonic Lodge No. 91 AFM, a 32nd degree Scottish Mason, and a member of the Hejaz Shrine Temple.

Dr. Baker's hobbies included hunting with his bird dogs and working in his woodshop with both iron and wood. He loved his lake home on Lake Greenwood that he helped build as well as thoroughly enjoying performing all the ongoing maintenance projects there over the years.

Religiously Dr. Baker was a very active member of Main Street United Methodist Church in Greenwood.

Dr. Baker married the former Mary Nicholson, and they had two children: Dr. Stanley C. Baker, Jr., a renowned surgeon, and Pierrine Baker, now Mrs. W.W. Johnson. He died in 1980 after a long and distinguished career in dentistry.

*\*Picture courtesy of Pierrine B. Johnson*

## ADA Offers Online Education for Dentists who Treat Nursing Home Residents

By Rhys Saunders, ADA

The American Dental Association (ADA) is offering online training for dentists interested in providing care for nursing home residents.

Nearly 1.4 million nursing home residents face the greatest challenges to accessing dental care of any group in the nation. At the same time, the elderly population of America continues to grow, and the number of people ages 65 and older is expected to nearly double by 2050.

Through the ADA's online continuing education course, "Dentistry in Long-term Care: Creating Pathways to Success," dentists are able to expand their practices to nursing homes, assisted living facilities and senior centers. The course provides strategies to work with challenging medical and cognitive conditions, getting access to patients, useful equipment and supplies, and information about caring for elderly people.



*Photo from ADA.org*

For a limited time, the 10-hour course is being offered to ADA members for \$250. Non-members can register for \$650. Dentists who register for the program can register up to three of their non-dentist team members at the reduced tuition of \$150 per person. Team members must register at the same time as the dentist to take advantage of the reduced tuition.

Registration is available [online](#).



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# WHICH BROKERAGE FIRM IS TRULY LOOKING OUT FOR YOUR INTERESTS WHEN SELLING YOUR PRACTICE?



*Dual-Representation  
Brokerage Firms?*



*Dental Supply Companies  
Who Also Act As Brokers?*



*Your Accounting Firm Who  
Offers Brokerage Services?*

**Is it a dual-rep brokerage firm?** **NO** You cannot serve two masters. Dual-rep firms charge buyers hefty fees, and as a result, their strategies usually negatively affect the final selling price and/or terms the owners agree to when selling. In addition, if a buyer has to choose between two similar practices- where one requires a substantial fee to a dual-rep firm, and the other does not- which practice and brokerage firm will they choose?

**Is it the equipment/supply companies who are also brokering practices?** **NO** In most cases, the owner is selling and retiring. The supply companies want to please the buyer in order to gain or retain their business post-closing. Whatever the terms, their priority is to get the deal done in order to pick up the buyer as a new client, at whatever cost to the seller.

**Is it your accounting firm that also owns a practice brokerage company?** **NO** This could be the biggest conflict of interest that exists. Sellers look to their accountants for advice asking, "Is the price or tax structure acceptable?" Will the accountant advise their client against a "bad" deal if a large commission is on the line to their firm, or to a brokerage company they are partners with or are profiting from?

**Is it the firm that has successfully represented sellers for over a decade?** **YES**

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### Keep Your Records Up-to Date!

These days people change information often: new phone number, email address as well as mailing addresses. Make sure your information is correct by logging into [www.scda.org](http://www.scda.org) to verify your information!

### Are You Retiring? Please Notify the SCDA

Call the SCDA office and ask for a retired affidavit so that you can continue to receive all the member benefits you've come to enjoy and expect, but at a quarter of the cost! You can also request a free copy of "Closing a Dental Practice" or click here to go to the SCDA's website to download a copy. Contact Maie Brunson at 800-327-2598 or by emailing her at [brunsonm@scda.org](mailto:brunsonm@scda.org).

### 1 out of every 10 dentists will suffer from alcohol or drug abuse at some time in their lives.

If you or someone you know needs help, contact the Recovering Professional Program available 24 hours a day, 365 days a year 877-349-2094

### Keep Your Records Up-to Date!

These days people change information often: new phone number, email address as well as mailing addresses. Make sure your information is correct by logging into [www.scda.org](http://www.scda.org) to verify your information!

## Provider Medicaid Status By DentaQuest

In an effort to provide Medicaid beneficiaries access to accurate dental provider listings and to reduce confusion, DentaQuest is requesting that Providers update DentaQuest with their status for accepting patients. For example, if you specified that your practice is only providing care to Existing Patients Only, this will help minimize or eliminate calls from a beneficiary that is not one of your existing patients. You can submit this information via the DentaQuest Provider Web Portal, call or email your Provider Engagement Representative, or the DentaQuest Call Center toll free at (888) 307-6553. The following information is requested to help us best direct Healthy Connections beneficiaries to the appropriate dental providers:



### What age ranges are you accepting?

- All ages
- 0 – 18 years Old Only
- 0 – 20 years Old Only
- 6 – 20 years Old only
- No Adult Patients
- Accepting Adult Patients



### Are you accepting new patients?

- Yes or No

### Are you accepting existing patients only?

- Yes or No

### Or, are you no longer actively participating in Healthy Connections?

This information will help us direct Healthy Connections beneficiaries to appropriate Providers that meet their criteria thereby reducing confusion at your practice. We thank you for your support of the Healthy Connections dental program!

### Send us your story ideas!

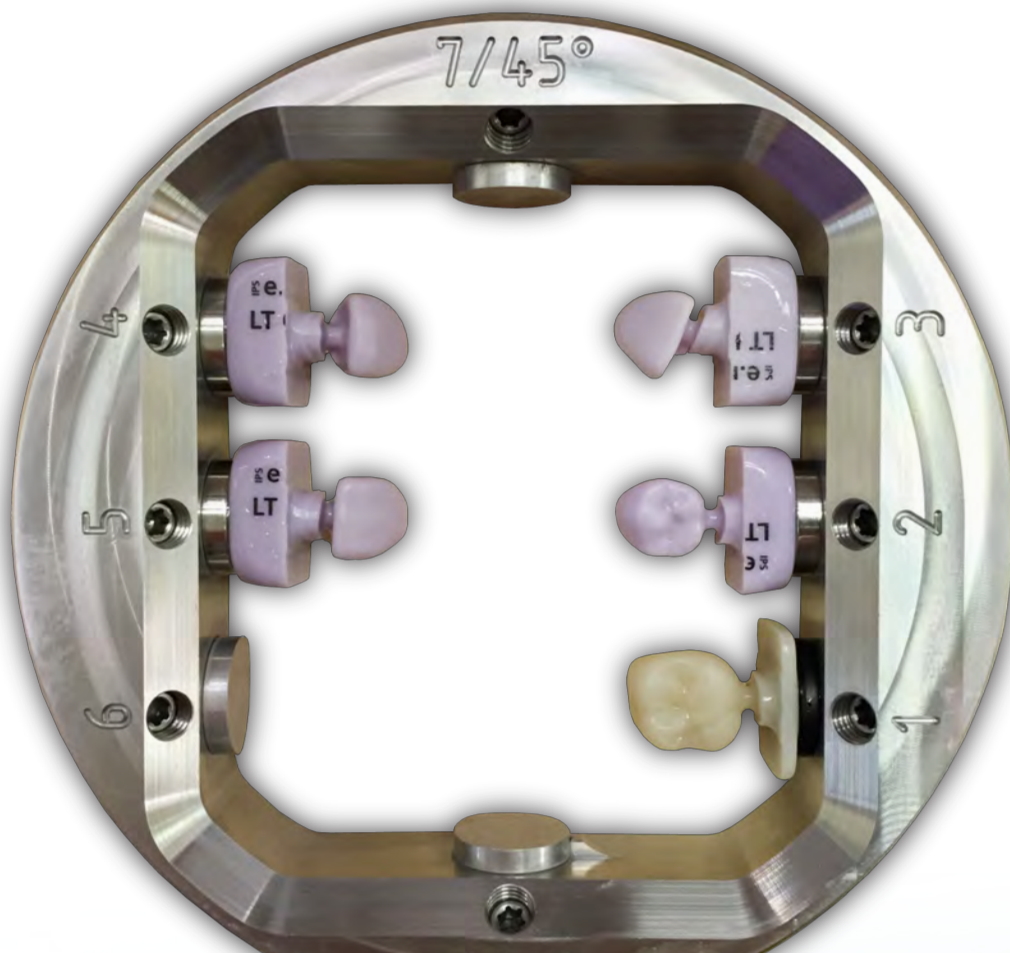
Do you have an idea for a story? We'd love to hear it. We're always looking for topics of interest to our members. If you have a suggestion, email Maie Brunson at [brunsonm@scda.org](mailto:brunsonm@scda.org) or call 800-327-2598. Please be specific We'll let you know if and when your idea will come to fruition. Thanks for your help!

To Unsubscribe from the hard copy Bulletin please email Sue Copeland at [copelands@scda.org](mailto:copelands@scda.org) or call us at 803-750-2277.

## August Calendar

August 7	SCDA Board Meeting	SCDA	9:00 AM
August 14	Member Benefits Group Board Meeting	SCDA	9:00 AM
August 20-22	DAD Project	Greenville, SC	





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## 16th District Trustee Report

By Dr. Hal Fair, 16th District Trustee

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I began my work on Thursday with a Future of Dentistry Workgroup Meeting which Dr. Feinberg appointed me to. This was in response to Res. 35H and B -Res 156 that we adopted at our December BOT meeting. Below you can see the background information and the timeline.

Background: At the September 2014 meeting, the Board considered the Council on Dental Education and Licensure Supplemental Report 1 to the House of Delegates: A Comprehensive Study of the Current Dental Education Models as well as a report and recommendation to the Board to consider a Future of Dentistry Study by 2020. **The Board supported the Council's Resolution 35 to the 2014 House of Delegates calling for a study of the current dental education models.** The Board also agreed with the Council that there may be significant value in more deeply investigating dental education and practice trends so that organized dentistry plays a proactive role in shaping and adapting to these likely new realities of the future of dental practice. Accordingly, the Board adopted Resolution B-110 in September 2014:

B-110. Resolved, that ADA Board of Trustees explore with appropriate ADA agencies, the need for a "Future of Dentistry" study by 2020 to analyze dentistry's role in the future health system, including implications for the role of dentists and allied dental personnel, dental practice models, and dental education models.

At its December 2014 meeting, the Board noted that Resolution 35H-2014 adopted by the House of Delegates and assigned to the Health Policy Institute (HPI) and the Council on Dental Education and Licensure with a directive that results be reported to the 2016 House of Delegates. The Board further discussed next steps regarding Resolution B-110 – Future of Dentistry Study by 2020.

To begin the process, the Board adopted Resolution B-156:

**B-156. Resolved that a work group be appointed by the President composed of representatives of the Board of Trustees, Council on Dental Education and Licensure, Council on Dental Practice and Council on Scientific Affairs, and be it further**

**Resolved, that the work group be charged with: (1) making a recommendation to the Board on whether to move forward with the study, (2) suggesting parameters for the study, (3) developing a plan for conducting the study, and (4) estimating the financial impact, and be it further**

**Resolved, that the work group report back to the Board in October 2015.**

The work group studied the 2001 Future of Dentistry Report and identified many activities that the profession has pursued since the release of the 2001 Report. Those activities and initiatives are summarized in the Overview of 2001 Future of Dentistry Report. While many of the recommendations were implemented, the work group noted that no system was put in place to monitor outcomes.

The face to face meeting proved to be very productive and the workgroup came up with some recommendations that will be presented to the BOT at our next meeting. After the Board has deliberated on these recommendations; I will be able to report on this subject in my next Trustee Report.

Our standing committees of the Board continued their thorough work on Friday and Saturday. This allowed the Board as a whole to be both efficient and productive.

On Sunday, we took time to explore our Medicaid initiative. We were joined by representatives from National Dental Association, Hispanic Dental Association, American Association of Woman Dentists, and the Society of American Indian Dentists who shared their organizations perspectives on this important issue. We appreciate their involvement in our discussions and hope to continue to work with them. While we discussed how we can address problems with Medicaid through working with the states and through coalitions, it is clear that funding remains a fundamental problem. We discussed the ER referral program, which provides a good example of both what works and the problems we face with Medicaid. Virtually every state is involved in the ER referral program and it involves natural coalitions, because everyone recognizes the problem. However, as with Medicaid in general, funding remains the stumbling block. We



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**James J. Howard,**  
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(910) 523-1430  
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asked the Board workgroup (of which I am a member) addressing Medicaid to consider our efforts on this issue and to report back to the Board on where we should be focusing our efforts. Based on their efforts, we have been informed that staff will narrow the focus on those Medicaid reform activities which seem to be working.

Over the last several years, we have all heard complaints about the search function our members face when using ADA.org and the **Board members have been just as frustrated as our members**. At this meeting, we agreed to fund development and implementation of a new search tool, which we expect will greatly enhance our members' experience. We can expect to see results on the website by the end of this year.

Our Diversity and Inclusion Committee presented a new toolkit to help trustees advance diversity and inclusion in their districts. This was a huge undertaking and we thank them for their effort in this endeavor. In addition, the Board approved the 2015-2016 class of the ADA Institute for Diversity in Leadership as well as three alternates. I hope to have future positive information on this project in later reports.

We are all well aware of the tremendous burden student debt has on our new dentist members and the effect that it could have on their career choice. Previously, we asked the Board's Student Debt Workgroup to investigate approaches to this problem and what role the ADA could play in addressing it. The Workgroup has made tremendous progress on this issue. At this point, the details of our next steps must remain confidential.

The Board addressed the needs of our members and potential members employed in the large-group-practice context. We all recognized the need to engage in dialogue on this matter, always remembering that our ultimate goal is to protect both our members and the public. A workgroup will be formed, which Dr. Feinberg will appoint, on DSO Practices, to advance the interests of dentists. We look forward to future work on this issue remembering that the ADA should strive to provide member value to all members regardless of the practice setting that they choose.

Dr. Perry Tuneberg, chair of CODA, attended our meeting and briefed the Board on current developments within CODA. This provided us with a valuable opportunity for dialogue between CODA and the Board of Trustees. Dr. Tuneberg's efforts were appreciated and gave the Board better insight into CODA's activities.

As you all know, a key responsibility of the Board is to monitor the Association's performance. This responsibility has been made easier for us with the advent of a new format for our Quarterly Management Report. This was the first report we have received in this format and our Executive Director assured us that additional changes and improvements will be made in the future. The Board thanks the Strategic Planning Committee for its initial review of the report and suggestions for improvement. We reviewed the report and had the opportunity to question staff about it. Part of our review related to our membership numbers and the failure of many states to remit dues in a timely manner.

Dr. O'Loughlin and Mr. Robinson presented the latest information on our membership numbers. There is some evidence that our market share erosion is accelerating in some states. This presents a very serious risk to the Association. And our problems are not limited only to the new dentist. For example, our non-renew rate is **increasing across all age groups**. One obvious concern is the uneven level of member value and service from state to state and local society to local society, and our limited ability to influence behavior at these levels. We are developing tools to help us address this issue by offering assistance to states based on each state's needs. Another concern is the broad range of membership dues because of the different dues structure of components and constituents across the country. One of the main reasons for non-renewal is the cost of membership and we all know that the ADA has not raised its dues in three years.

Closely related to our market share concerns is the growing share of the market employed in DSOs or other large group practice models. While the exact number of dentists practicing in this model is still difficult to identify with precision, we do know that among those we can identify, our market share is just at or below 50%. Clearly if this model continues to grow in the market, it will have a significant impact on our ability to reach our strategic plan goal of 70% market share.

Mr. Robinson, our Vice-President of membership, and his staff also reviewed survey results of former



members who chose not to renew ADA membership last year. Over 40% of those surveyed cited financial reasons for not renewing. Over 50% of new dentists surveyed cited cost or financial issues as the reason. Another lesson from the survey is that some who do not renew do so because they may not see the need to belong to more than one professional organization. We will use what we have learned from the survey to help us focus on non-renewals to better target vulnerable members and increase our retention rate.

Our Strategic Planning Committee also addressed pricing issues and we passed a resolution urging the council on membership to consider several initiatives relating to pricing of membership. We look forward to the council's consideration of the SPC report.

We also learned that remittance of dues by states to the ADA has fallen far behind prior year numbers. We are closing this gap, but it remains a concern. Staff has been contacting states about this. In many states, there are both capacity issues at the state level to effectively handle dues remittances and a financial need for some states to hold on to the money for as long as possible. Dr. O'Loughlin is working with our Legal Division to identify barriers in our Bylaws that make it more difficult for us to address this and related membership issues.

We were also introduced to our new vice president for the Science Institute, Marcelo Araujo. He explained for us his plans for the future of the institute. The work of the Science Institute includes two important member benefits, the Professional Product Review and the EBD Center. Of course, it also includes the ADA Seal program. Dr. Araujo explained his plans to reinvent and reinvigorate that program. We all look forward to working with Dr. Araujo into the future and welcome him to the ADA team.

Our IT Committee offered a demonstration of a new ADA member mobile application. This will allow members quick access too many on-line ADA member benefits, including the member directory, career center and discussion forums. The mobile app will be rolled out over the rest of this year. We thank the IT Division and the IT Committee for this exciting development.

Action for Dental Health is an important initiative of the Association. The results to date are promising. ADH is designed to change the terms of public debate around access issues. No longer will we allow Kellogg or Pew set those terms in a vacuum. Moreover, ADH represents a more comprehensive approach to the access issue, providing more and better care to the American public.

The Board addressed the Choosing Wisely campaign. After a rocky start, we seem to be back on track regarding the process for development, review and approval of key statements. Revised statements are being prepared after extensive input from various ADA councils, as well as outside groups. Once the revised statements are ready, which will be very soon, the CAPIR steering committee will provide another opportunity for input from stakeholders. Eventually, the Board will have the final say on the statements when CAPIR formally forwards them to the Board. We thank the steering committee and council for their work on this project. As liaison to CAPIR this year I can tell you first hand of all of the hard work that has gone into this project. If you are not familiar with the Choosing Wisely Campaign, go to [www.choosingwisely.org/](http://www.choosingwisely.org/) to learn more. This an initiative started by the American Board of Internal Medicine. They have over 70 partners and the ADA would be the first dental organization to be a part of this initiative.

On our last day of the meeting, we looked at new data on the "busyness" problem. We have all heard stories about dentists having too much free-chair time in their offices and this data validated that. Dental office visits across the country have declined approximately 9% over the last six years, and this is despite the growth in the U.S. population and the increase in the number of dentists. The two leading reasons identified from the data are perceived financial barriers and a perceived lack of need for care.

We discussed at a high level our options in the face of this data, including possible collaboration with outside organizations. We discussed the fact that this topic requires more consideration before decisions are made, but that process has started and will continue at a future strategic discussion.

Hope all you are having a great summer.

Respectfully,

Hal

# President's Message



Dr. Gloria Pipkin

***"I invite everyone to choose forgiveness rather than division, teamwork over personal ambition." -Jean-Francois Cope***

In these last seven months (WOW! I can't believe the year is more than half over!) I've addressed some pretty sticky issues in an attempt to get you to think about and share messages with your staff about these crucial elements of professional and ethical success. On that note I want to continue with my attempt to inspire with a less controversial but just as important topic of TEAMWORK.

I remember the first time I heard the story of the Geese and how their simple predictable behavior represents the epitome of the benefits teamwork. Although I'm sure many of you have heard it over the years, it's worth telling again. For those of you that have not had the pleasure of this lesson it's a great place to start to talk about teamwork.

Lessons from Geese provides a perfect example of the importance of teamwork and how it can have a powerful effect on any form of personal or business endeavor. When we use these five principles in our personal and business life it will help us to foster and encourage a level of passion and energy in ourselves, friends, associates or team members.

Remember that teamwork happens inside and outside of our professional lives when it is continually nurtured and encouraged.

In the interest of full disclosure, the original version of Lessons from Geese was written by Dr. Robert McNeish in 1972 in response to his fascination with the teamwork displayed by the "V" formation of migrating geese. I share it here along with my own thoughts on each of the lessons.

## The Importance of Achieving Goals

*"As each goose flaps its wings it creates an UPLIFT for the birds that follow. By flying in a "V" formation the whole flock adds 71% extra to the flying range."*

When we have a sense of community and focus, we create trust and can help each other achieve goals. Our goals are easily met with the help of others. In order to receive help achieving them, we must be willing to help others achieve theirs.

## The Importance of Team Work

*"When a goose falls out of formation it suddenly feels the drag and resistance of flying alone. It quickly moves back to take advantage of the lifting power of the birds in front."*

If we had as much sense as geese we would stay in formation with those headed where we want to go. We would be willing to give and receive help. When we leave the "fold" and go out on our own because we are impatient, think we are smarter, or think our colleagues are slow, old, young, or won't take risks, then we are usually the ones that lose. The load is always harder to carry alone.

## The Importance of Sharing

*"When a goose tires of flying up front it drops back into formation and another goose flies to the point position."*

It pays to take turns doing the hard tasks. We should respect and protect each other's unique arrangement of skills, capabilities, talents and resources. When a colleague has a bad day, or when we have a particularly

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good one, that's the time to be flexible about our "position." So what if it is not our job? If the phone needs answering, answer it. If the towels need to be washed, wash them. If the bank deposit needs to be dropped off, drop it off. As long as we stay within the confines of professional practice standards, the rest of the work is sharable. None of us are too good, or too smart, or too important to wash the dishes in the breakroom or wipe up the Starbucks the patient spilled in the waiting room.

### The Importance of Empathy and Understanding

*"When a goose gets sick, two geese drop out of formation and follow it down to the ground to help and protect it."*

To me, this is the most touching and amazing lesson from geese. If we had as much sense as geese we would stand by each other in difficult times, as well as when we are strong. We would cover for each other when one of us just can't make it. We would fill in the gaps when someone falls down on the job, rather than complain about having too much to do. Then when WE are the ones that can't finish the day, we would know someone else would be willing to fill the gap for us.

### The Importance of Encouragement

*"Geese flying in formation 'HONK' to encourage those up front to keep up with their speed."*

We need to make sure our honking is encouraging. There is a big difference between encouraging words, and criticizing or disapproving when someone doesn't come up to our standards. Telling someone what they did wrong or what they failed to do usually results in even poorer performance. Encouraging them results in the opposite. Give a hug, or a smile, or bring someone a cup of coffee or invite them to lunch. In groups and teams where there is encouragement, production is much greater. *"Individual empowerment results from quality honking."*

Those are my thoughts, albeit with a little help from the migrating geese. Keep the faith, keep working and keep working together – in the office, our association and at home. We are all in this together.

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## Executive Director's Notes



Mr. Phil Latham

The below article was received from Dr. Katy Wynne and is being reprinted as it provides valuable information regarding smoking cessation.

This message is for health care partners of DHEC who either deliver direct patient care or work with a network of direct care providers. Evidence-based practice supports health care provider intervention to increase the likelihood that tobacco users will get appropriate treatment and support to help them quit for keeps.

SC DHEC administers the SC Tobacco Quitline, a statewide telephone-based tobacco cessation treatment program that provides behavioral counseling services through highly trained Quit Coaches and supportive services, such as free Quit Kit materials and links to social media, text messaging and an online support community. Since 2006, the Quitline has served over 80,000 South Carolinians, 95% of whom are tobacco users seeking assistance to quit. Many of these participants have been referred by their doctor or other health care provider.

The Quitline has a Provider Referral Program in place that includes a "fax" option and a new form has been developed for this purpose.

You can access more information by visiting <http://www.scdhec.gov/quitforkeeps/HelpYourPatientsQuit/> or by contacting Dr. Katy L. Wynne at the SC DHEC Division of Tobacco Prevention and Control by calling 803-545-4464 or by emailing her at [wynnekl@dhec.sc.gov](mailto:wynnekl@dhec.sc.gov).

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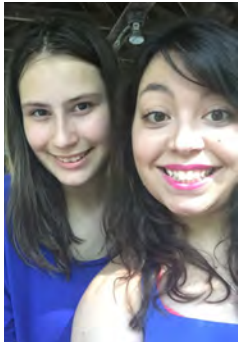
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ML-025292 05/06



## Get to Know Your SCDA Staff

By Tressa Crowley, Member Benefits Coordinator



Tressa (right) and Sister

Greetings! As your newest SCDA staff member, you may not have met me yet. (If you have, I may or may not have been dressed as a super friendly tooth). I grew up in Columbia and attended the University of South Carolina. I received a BA in Sociology. I just started working at the SCDA in April of this year and have enjoyed every minute of it! As the Member Benefits Coordinator, I will be helping you get in touch with our endorsed companies as well as keeping you in the loop when they run promotions. I am also here to help with any benefit questions you may have.

When I'm not whipping up snappy dental puns for your enjoyment, I spend time with my friends and family. I enjoy reading copious amounts of books and watching numerous episodes in a row on Netflix. During the fall I love to sample some of our local festivals as well as watch all the Gamecock football I can!

I believe that all our members are just friends I haven't met yet, so please feel free to contact me if I can help you with anything! I would also love to hear any suggestions you may have for me as well as benefits you would like to see offered in the future.



Like us on  
**Facebook**



Follow us on  
**Twitter**

Follow us on Facebook! We have posted pictures from our conventions and DAD projects. You can save the pictures, tag yourself and share them with other friends on Facebook. Join our group today [www.facebook.com/scdental](http://www.facebook.com/scdental). You can also follow us on twitter @SCDentalAssoc!

## DentaQuest and SCDHHS

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DentaQuest manages the Healthy Connections dental program. We greatly appreciate the contributions of providers. Our provider web portal makes it easy for you to submit claims and authorizations, check member eligibility and more. Responsive service from our call center reps keeps your offices running at peak efficiency.

To learn more about the Healthy Connections program or DentaQuest, contact a provider relations representative in your area.

**Anthony Banks**

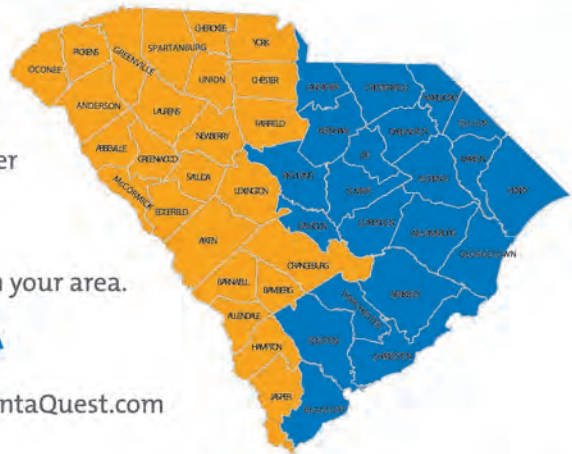
803.528.1336

[Anthony.Banks@DentaQuest.com](mailto:Anthony.Banks@DentaQuest.com)

**Tycie Sellers, CDA**

803.758.0490

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## Co-Endorsement Brings More Options to SCDA Members

By Mark Brown



Mr. Mark Brown

There is a growing awareness of the Environmental Protection Agency's (EPA) proposed dental rules with the federal register; which could impact dental practices nationwide as early as summer of 2016. This rule will require the proper handling and disposal of all amalgam waste within a dental office and will also require amalgam separators/disposal buckets.



Since 2010, the SCDA has been working with Solmetex in anticipation of these regulations. We are happy to announce we have entered into a co-endorsement with Dental Recycling North America, Inc. (DRNA) as well to provide more options for our members. Both companies have been endorsed for amalgam separators as well as waste compliance.

By co-endorsing these two companies, we hope to give SCDA members the best possible options to meet the needs of their practice. For more information about product offerings, please visit [Solmetex.com](http://Solmetex.com) or [DRNA.com](http://DRNA.com). Don't forget to ask about special pricing for SCDA members!



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## Get Help Overcoming the 5 Obstacles of Glove Buying

By Association Gloves, SCDA Endorsed Company



Dental professionals must wear examination gloves to provide the barrier protection they need to stay safe and in compliance with Occupational Health and Safety Administration regulations. Selecting the right glove is a critical decision made more complex by a practice's propensity to find one glove that all team members can agree upon. That can be really difficult.

Association Gloves, which administers the South Carolina Dental Association's Glove Program, understands the five obstacles to finding the right glove for your dental team, and offers help overcoming those obstacles.

1. **Fit.** A glove that does not fit the hand properly leads to hand fatigue and can contribute to mild or severe musculoskeletal pain. Indications that a glove does not fit properly include thumb pulling, tightness in the palm, and finger sleeves that are too long or too short.
2. **Feel.** Every glove has its own feel, often a by-product of the material from which it is manufactured and the treatments applied to the glove. The overall thickness of the glove and the thickness in the fingertips and palm often affect the way it feels on your hand. Grip is another factor to consider in the way a glove feels. Some gloves have textured fingertips or all-over texture, others are smooth. The only way to know what feel you like it to try various brands and styles of gloves.
3. **Comfort.** Comfort is highly subjective. It starts with how easy a glove dons. Some gloves are quite elastic and stretch a lot. Many gloves are treated with moisturizers to make them easier to don, doff and to provide skin soothing upon contact. Traditionally, glove manufacturers used cornstarch to make gloves slide on readily. Many dental practices have forgone powdered gloves over concerns about the possibility that powder residue might contribute to post-procedure irritations. While latex is known for its comfort, there is concern about latex sensitivities and allergies among patients and dental teams. Many dental offices are now latex-free.
4. **Quality.** Gloves that vary in quality from box to box are problematic. So are gloves that have an offensive odor. A good quality glove will go on and off easily and consistently, without tearing.
5. **Value.** This is more than the price of the glove. A low-cost glove is not a value if it tears, lacks consistency, or is uncomfortable. Time is money in a dental office, and time spent changing boxes of gloves may be a factor in determining value. Manufacturers are now producing thinner gloves that offer the same level of protection as thick gloves, but allow the gloves to be packed 300 per box. That means they take less space in your store room and you don't have to change the box as often.

Your glove distributor can add value to your purchase by asking the right questions to identify good glove options for your team and then providing free samples. Simplifying the purchase process is another aspect of value. Can you order gloves or samples online? Can you manage your inventory with a recurring order program to ensure you are never out of stock? Getting a 100 percent satisfaction guarantee on your glove purchases is also important. Finally, the quality of customer service is a vitally important component of value. Are you treated well by a representative who is knowledgeable about gloves, can access your sample request and order history, and who will put your needs first? Impersonal customer service can make you feel like a cog in a wheel and diminish the buying experience considerably.

Fortunately, the SCDA glove program is ideally positioned to help you overcome the five obstacles to finding the right glove for your dental team. Not only will you get exceptional SCDA-member prices on five nationally known, high-quality brands, but you get outstanding service from a team that specializes in gloves and in working with dental association members. Contact Association Gloves at 877-484-6149 or visit [www.mdagloves.com](http://www.mdagloves.com) to experience the difference first-hand.

  
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SCDA members will receive a collection container with proof of purchase of any of the Hg5 Series Systems. Fax proof of purchase to 508-393-1795.

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**Buying a home?** Regions Dentist Loan Program offers 100% financing to qualified borrowers. Primary residence only. Fixed rate or adjustable rate mortgages with no monthly mortgage insurance...saving you thousands. 90% cash out refinances for existing homeowners that need to tap into their equity. Contact Dan Canham 843-540-6676 or [daniel.canham@regions.com](mailto:daniel.canham@regions.com)

## Locum Tenens/Positions Wanted

**Dentist available for locum tenens.** Available daily, weekly or monthly. General Dentistry. 20 years plus private practice, 8 years contract dentistry. Private practice, city and county dental clinics. Dr. Garland L. Slagle 843-837-4126.

**General dentist seeking PT employment** in the Charleston, West Ashley and Mt. Pleasant area. Filling in while on vacation, maternity leave, illness/disability, or just need an associate. GPR trained with 30+ years experience. Call Fred Danziger 843-377-8311 or email [fziger@homesc.com](mailto:fziger@homesc.com).

Since 1975, **Dental Power has been placing dentists seeking work!** We have clients in SC with fill-in/locum tenens needs, short-term assignments (mobile dentistry and school based programs), long-term contract work and associate position openings. You can learn more and view specific opportunities at [www.DentalPower.com](http://www.DentalPower.com) or contact 800-710-9720

## Positions Available - Dentists

Family Dental, LLC desires **motivated, quality oriented dentists** for its offices in Columbia, Rockhill and Greenville. We focus on providing the entire family superior quality general dentistry in a modern technologically advanced setting with experienced staff. Our dentists earn on average \$230,000/yr, supported with health/malpractice insurance, 3 week's vacation, and visa/PR sponsorship. Call 312-274-4530 or [rmasoud@kosservices.com](mailto:rmasoud@kosservices.com).

**Volunteers Needed:** Our Lady of Mercy's Wellness House Dental Program on Johns Island is in need of volunteer SC licensed dentists to provide emergency & basic dental. Monday-Thursday and also Tuesday evenings for the emergency clinic. Please contact John P Howard DMD or Ms. Jakki Jefferson at 843-559-4493 for more info.

**Looking for long term (PT or FT) associate** (general, pediatric or endodontist) for fast growing multiple practices (not corporate) in Columbia and Irmo area. Please email Resume to [childrensdentalgroupsc@gmail.com](mailto:childrensdentalgroupsc@gmail.com) or fax 803-781-5142.

Large group dental practice looking for **associate dentist** to join our expanding team in Columbia, SC. Competitive and excellent pay for qualified candidate. Experience preferred. State of the art facility. Candidates must have great work ethic, excellent skills and good chair-side manner. Interested candidates email CV to [bromanoea@yahoo.com](mailto:bromanoea@yahoo.com)

**General dentist.** Full or PT in a FFS state of the art practice. Excellent trained staff in place. We are a paperless practice so computer knowledge required contact [drehortman@sc.rr.com](mailto:drehortman@sc.rr.com)

## Volunteer at the Helping Hands

**Emergency Dental Clinic** (Georgetown, SC). Licensed SC dentist, you can help us provide tooth extractions to alleviate pain and suffering for uninsured residents living in poverty. Thursday Evenings @ 5:00 pm. Contact Tracy Jones at 843-527-3424 or [acct.hhands@gmail.com](mailto:acct.hhands@gmail.com).

**Pediatric Dental Opportunity-** An exceptional opportunity to join a growing Pediatric Dental & Orthodontic practice with multiple locations in the Charleston area. Join a TEAM in fun, well-respected, state of the art paperless practice with competitive salary and benefits. To learn more, please email [isabel@coastalkidsdental.com](mailto:isabel@coastalkidsdental.com) or call 843-818-5437.

Jackson Smile Studio, LLC in Columbia is searching a **dental associate**. We are a high producing solo practice with an excellent staff and organization. We are looking for a confident self-starter ready to provide compassionate, personal care to our patients. Visit: JacksonSmileStudio.com. Please email c.v. to: [Nicole.JacksonSmileStudio@gmail.com](mailto:Nicole.JacksonSmileStudio@gmail.com)

**General dentist needed** 1-2 days per week. Digital up to date office with experienced staff. Position available immediately. Fax resume to 803-738-0277 or email [cdcsmiles@live.com](mailto:cdcsmiles@live.com)

DentalWorks Practices are seeking **General Dentists, Endodontists and Oral Surgeons**, who are focused on patient care and enjoy working in a busy environment. Inquire about how you may qualify for our Sign-On Bonus! DentalWorks offers current openings in Spartanburg, Greenville, Rock Hill. Interested? Contact Scott Williams at 919-437-8665 or email at [scott.williams@dentalonepartners.com](mailto:scott.williams@dentalonepartners.com).

**Seeking an associate** for our highly visible, established, busy, all digital practice located in suburb of Charleston, SC. Must be proficient in all phases of general dentistry. 1-2 years experience or GP residency preferred but not required. Competitive pay, high growth potential. Schedule will vary. Looking to hire by June/July. Contact [ngilreath@hotmail.com](mailto:ngilreath@hotmail.com).

Busy Greenville general dental office looking for **experienced/retired periodontist or oral surgeon** to work Friday's. Must not be actively working in Greenville otherwise. 1 year commitment minimum. For more information email [dentist2015@greenvillesnews.com](mailto:dentist2015@greenvillesnews.com) or call 864-986-0695.

**Associate Dentist** position available in Charleston, SC (Ladson) in a growing private practice (5-10 years experience, please). Seeking a gentle and caring Dentist who is thinking of their future and is interested in a long term career. Must have excellent clinical skills and enjoy restorative, implant and cosmetic dentistry. Please contact 843-312-7847 for more information or email [Trish.Nicklas@yahoo.com](mailto:Trish.Nicklas@yahoo.com)

**Associate General Dentist Full or PT**, Lexington and Northeast Columbia locations. Progressive, high tech, experienced dentist expanding practice into new facility. Unique opportunity for career development. Email [pgoose@gmail.com](mailto:pgoose@gmail.com) or call 803-600-3916.

We are looking for a **full time dental associate** to work in our state-of-the-art dental practice located in Sumter, SC. Contact 803-773-5413 for more information.

MUSC- Seeking applications for a full time **Removable Prosthodontist**. Primary responsibility will be undergraduate teaching. Successful candidate is expected to have knowledge and clinical experience in removable prosthodontics, to include digital design and prosthesis fabrication. MUSC is an EEO/AA employer—minorities and women encouraged to apply. Apply online <http://academicdepartments.musc.edu/hr/>.

Busy office looking for **dentist with at least 2 years experience**. Position will start part-time to determine if this is a good match however full-time is needed. Must be available early mornings, late evenings and 1 Saturday a month. Contact 803-329-4746.

**Dental Associate** needed in Powdersville, SC call 864-269-3662.



**General Dentist** for a FT position in Beaufort, SC. We are accepting resumes from qualified clinicians with five or more years experience. Tower Dental provides general dental services to a diverse population of patients. Contact [towerdentalofbeaufort@yahoo.com](mailto:towerdentalofbeaufort@yahoo.com) or 843-470-0333 for more information.

Sea Island Family Dentistry is looking for an **associate dentist** (ft or pt with flexibility of days offered). Looking for an established, motivated and experienced dentist. Competitive compensation. Our practice is a family oriented practice in Mt. Pleasant, SC. Position is available immediately. Contact [sifd@comcast.net](mailto:sifd@comcast.net).

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**General dentist needed** 3-4 days per week. Must be flexible with hours and proficient in most aspects of dentistry. Competitive compensation, 3 years experience is required. Contact [brandi@victorydentalcenter.com](mailto:brandi@victorydentalcenter.com).

Multi-Location Private Dental Group around Atlanta seeks **General/Pediatric Dentists** for our pediatric/teen practices in Lilburn/Dacula/Gainesville, GA. PT and FT opportunities available immediately! \$20,000 Sign-On Bonus with Standard Contract, Compensation Package and more. If interested, please send your cover letter, CV, and references to [HR@TebDental.com](mailto:HR@TebDental.com).

### **Positions Available- Staff**

Immediate position for an experienced only **Dental Assistant** with excellent communications, clinical and computer skills. Applicant must have a pleasant personality, be energetic, presentable and a team player. Competitive salary and benefits. Contact [om\\_fcfd@gmail.com](mailto:om_fcfd@gmail.com) or 843-903-4700 for more information

Private Practice in search of part-time **registered dental hygienist** in Newberry SC. Email resume to [dentalapply2015@gmail.com](mailto:dentalapply2015@gmail.com)

**Certified Dental Assistant-** Would you like to work in a positive, enjoyable atmosphere where you can feel proud of your work and be recognized for your efforts? If so, then look no further. Nitrous and x-ray certification required. Please send resume and cover letter to [info@ccd4kids.com](mailto:info@ccd4kids.com).

Now hiring **full-time expanded duty dental assistants** with 2+ years chair-side experience or certificate from accredited school for expanded functions to work in our growing pediatric practice. Seeking energetic team-players who enjoy working with children. Please email your resume to [hr@coastalkidsdental.com](mailto:hr@coastalkidsdental.com). EOE

**Dental Receptionist** needed for busy office in Greenville, SC. High School diploma or equivalent required; minimum 1 year experience required. Proficiency in Eaglesoft and bilingual is a plus. Please send resume to [tgroce00@gmail.com](mailto:tgroce00@gmail.com) or fax to 864-242-6944. Contact 215-432-0676 for more information.

**Practices/Office Space Available**  
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**Irmo/Dutch Fork Area** 1 Block from new Palmetto Health Baptist Parkridge Hospital Modern, Fully equipt 3 OP office All contents for sale or lease Perfect satellite office for specialist Great set up and even better location in this growing area. Building new larger office. Contact 803-781-3232 for more information.

**Dental practice for sale in Columbia, SC** - SC1037 Great practice in a prime location, collecting \$425k+ on 3 days a week. Huge upside potential! Please call 678-482-7305 or email [info@southeasttransitions.com](mailto:info@southeasttransitions.com) for details using listing ID SC1037.

**Dental Office for Rent in Rock Hill.** Built as a Dental Office this freestanding building has 3 operatories plumbed for nitrous oxide, suction and compressed air. Located in the center of the medical community at 1342 Ebenezer Rd. Contact John Rinehart at [jdrinehart@ccim.net](mailto:jdrinehart@ccim.net) or 803-517-0229 or contact Rinehart Property Management at 803-329-3285.

**Columbia General Practice #8843**-Gross collections-\$559K; sale price \$449K. 3 operatories; 1300 sqft. office space. For more information contact Dr. Jim Howard at 919-337-1162 or [jim@adssouth.com](mailto:jim@adssouth.com)

**Southwest SC #8930** -Gross collections-\$936K; 3 operatories; 4 days. SW Greenville Area #9016 - Gross Collections-\$640K; 5 operatories; 4 days For more information contact Dr. Earl Douglas at 770-664-1982 or [earl@adssouth.com](mailto:earl@adssouth.com)

**Upstate South Carolina** - Well established OMS practice. Practice has an I-Cat and 8 fully equipped ops. Real Estate also available. Free standing building in prime location with over 3,400 sq. ft.! Facility could accommodate 2 F/T specialists. Owner doctor retiring. Contact Henry Schein Professional Practice Transitions rep: Russ Baker, 704-776-2533 or [russ.baker@henryschein.com](mailto:russ.baker@henryschein.com). #SC101

Dental Practice for Sale in **Upstate, SC**. Rare opportunity to own a growing practice in a very desirable location. Dr is moving. Practice is collecting over \$325,000 on part time schedule with very low overhead. Please contact us at [info@southeasttransitions.com](mailto:info@southeasttransitions.com) or 678-482-7305 for information. Listing ID SC-1044. [www.southeasttransitions.com](http://www.southeasttransitions.com)

**Medical Suite For Lease** in Park Circle neighborhood of North Charleston. This 1,311 SF, former dental office is being leased for \$22/SF. Suite includes communal reception area, 3 exam rooms (equipped with vacuums, gas systems and sinks), 2 restrooms and a storage area. Contact Kathleen Boswell at (843) 725-6895 or [kboswell@cbcatlantic.com](mailto:kboswell@cbcatlantic.com).

Practice for sale- well established dental **practice in Columbia** (Irmo/Chapin area), SC averaging over \$747k collections, 4 state of the art ops, (2 more fully plumbed for expansion) call 866-519-1195.

**Dental practice for sale in North Augusta, SC** Excellent 7 operatory practice with real estate available. Collecting over \$550K. Seller retiring, but will stay on for a smooth transition. Please call 678-482-7305 or email [info@southeasttransitions.com](mailto:info@southeasttransitions.com) for details using listing agreement SC1041. [www.southeasttransitions.com](http://www.southeasttransitions.com)

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- Classified advertising is \$35 on a per issue basis. There is no charge for Help Wanted/Job Wanted (Job Bank) ads for members. The public can place ads for \$35 on a per issue basis. Ads are posted to the SCDA website during the month(s) of publication at no additional charge. Please use **no more than 50 words**.
- All ad copies and cancellations must be received no later than the 10th of the month prior to publication, which will occur on the first of the month, with remittances accompanying the ads.
- Contact: Maie Brunson, 120 Stonemark Lane, Columbia, SC 29210; call 800-327-2598; fax 803-750-1644; email [brunsonm@scda.org](mailto:brunsonm@scda.org).

# Looking for Better Protection Than This?

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The SCDA Member Benefits Group has been writing professional liability policies with the same malpractice carrier for years, providing our member dentists with the most reliable coverage in the state of South Carolina. Here are just a few reasons for the longstanding relationship with our carrier.

- ⇒ They have won over 90% of their cases that have gone to trial
- ⇒ They have closed more claims without payment than any other carrier in SC
- ⇒ They have successfully defended more medical professionals than any other carrier in SC
- ⇒ They have been operating in our great state for over 35 consecutive years
- ⇒ They are the only carrier endorsed by all 3 of the leading medical/dental professional associations in SC
- ⇒ They offer both claims-made and occurrence policies
- ⇒ Commission dollars stay within the SCDA instead of going to an outside agency
- ⇒ A fellow SCDA member sits on the Board of our carrier so you know your best interest is the priority

**SO WHO DO YOU HAVE IN YOUR CORNER?**

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