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## More than 1,500 Patients Receive Free Dental Care at Two-Day Clinic Value of Services Estimated Over \$1 Million

Over 1,500 patients received approximately \$1 million in free dental services at the seventh annual Dental Access Days event held on August 21 and 22 at the TD Convention Center in Greenville.

Dental Access Days is organized by the South Carolina Dental Association and sponsored by Delta Dental. Over a period of 26 hours, more than 200 clinical volunteers delivered a range of services including x-rays, professional cleanings, extractions and restorative care (i.e. fillings). Clinical volunteers included dentists, periodontists, oral surgeons, endodontists, dental hygienists, assistants and students from the dental school at the Medical University of South Carolina.

More than 400 non-clinical volunteers, most of them members of Grace Church in Greenville, helped with registering and escorting patients through each step of the process. Local companies and numerous other dental companies helped sponsor the event with funding and equipment.

In addition to dental services, all patients received helpful tips for establishing and maintaining a healthy mouth, along with complementary dental supplies, including toothpaste, a toothbrush and dental floss.

Including this year, Dental Access Days has provided more than 10,400 adults with \$5.5 million in free dental care since the event's inception in 2009.

"Once again, the impact of Dental Access Days has exceeded our expectations," said Phil Latham, executive director of the South Carolina Dental Association. "Each year, we are reminded that this event is about much more than the number of people treated. It is so fulfilling to be able to make a difference for those without access to dental care, whether that is easing their pain or giving them newfound confidence to smile."

"We were happy to lend our support as the lead sponsor of Dental Access Days again this year," said Spann Laffitte, vice president of sales and account management for Delta Dental. "As a nonprofit organization, our company has a social mission to improve oral health in the communities we serve, and this year's event once again reminded us of the importance of helping our fellow citizens receive access to these critical dental services."

For more information on the South Carolina Dental Association, visit [www.scdar.org](http://www.scdar.org).

For more information on Delta Dental, visit [www.deltadentalsc.com](http://www.deltadentalsc.com).



## Connect with Colleagues at ADA 2015- America's Dental Meeting

There's no better place than the ADA annual meeting to connect with your colleagues from across the nation. Incorporate these events into your schedule and you'll realize the value of a wide-reaching network.

- **Opening General Session and Distinguished Speaker Series**

Thursday, November 5, 8-9:30 a.m.

Featuring: **Eleanor Clift**, Washington Correspondent for The Daily Beast and McLaughlin Group Panelist (formerly with Newsweek) and **Charles Krauthammer**, Pulitzer Prize Winning Syndicated Columnist and Commentator

Listen to different perspectives on the political issues of the day from two leading journalists.

The 2015 Distinguished Speaker Series is presented by Church & Dwight, the makers of ARM & HAMMER™, Spinbrush™ and ORAJEL™ oral care products.

- **New Dentist Reception**

Friday, November 6, 5:30-7 p.m.

Cost: Included in New Dentist Conference package. For those not attending the New Dentist Conference, \$20 per ticket by Oct. 9

Unwind with friends and colleagues at one of D.C.'s hottest spots, Penn Social. Your ticket includes all food and drink, plus access to games.

- **Evening Networking Event Honoring the President, Board of Trustees and House of Delegates**

Monday, November 9, 2015, 7-10 p.m.

Cost \$50

The ADA is excited to announce a new networking event to honor the President, Board of Trustees and the House of Delegates. Join your friends, colleagues, peers and guests for a night of fine food, drinks and fun!

- **ADA Mission of Mercy**

Sunday, November 8, 5:30 a.m.-5:30 p.m.

Join your colleagues from across the country in bringing free dental care to our nation's capital. The ADA and D.C. Dental Society will host the third ADA Mission of Mercy (MOM), a free dental clinic to treat local residents without regular access to care. Participating in MOM as a dental team is a rewarding experience and a great way to give back.

**Don't miss these special events and much more at ADA 2015!**

**Register today at [ADA.org/meeting](http://ADA.org/meeting).**

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!

  
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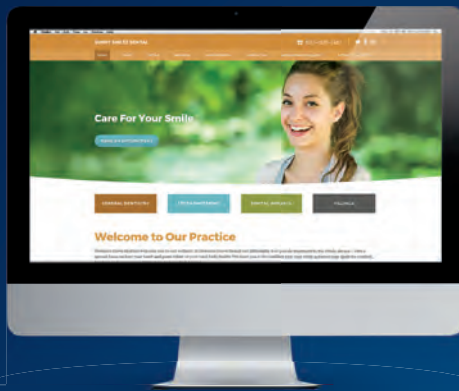


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### Keep Your Records Up-to-Date!

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!

## Get To Know Your SCDA Staff

By Mark Brown, Director of Operations

My name is Mark Brown and I serve as the Director of Operations for the SCDA and the SCDA Member Benefits Group. It would appear that it's my turn to tell you a little bit about myself in this "Get to Know Your SCDA Staff" series, so if you are still awake at the end of this column, I commend you.

I graduated from the University of South Carolina (the USC) in the bicentennial year of the University's founding, 2001. I received my Bachelor of Science in Business Administration in both Management and Marketing. I started with the Association back in 2002 as the Member Benefits Coordinator. My position and responsibilities have vastly evolved since then, but my primary goal is still the same – benefit the members of this association in any capacity possible. The fact of the matter is that I have great respect for the profession of dentistry and for organized dentistry as a whole and I feel it has been good to me and vice versa.



I got married to my beautiful wife Kristen while working here at the SCDA and subsequently we were blessed with two adorable children Macy (age 7) and Miles (age 4). I'm confident you noticed that I am far too intelligent to have placed my wife's age in this article. Kristen is a licensed realtor who is a member of the South Carolina Realtors Association and might I say an outstanding cook as well, as my co-workers could attest to due to the leftovers I bring into the office. Macy is our inquisitive chatter box who enjoys playing the piano. She will be entering the 2nd grade in a few weeks where she will continue to be engaged in her elementary school's French Immersion program. Miles is, well...our little wrecking ball. He's full of life, loves to be outside and played his first year of tee-ball this past spring and will be playing soccer for the first time this fall. We live in Lexington and are members of Lexington Baptist Church. We enjoy hanging out on Lake Murray, boating and fishing with family and friends.

I hope to be able to provide you with an update on myself again in this publication sometime in the future, but in the meantime don't hesitate to contact me if I can be of any assistance.

**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.**

## September Calendar

September 11	Central District Meeting	Columbia Conference Center	8:00 AM
September 18	Radiation Safety Exam	Midlands Tech Airport	9:30 AM
September 25	Pee Dee District Meeting	Pine Lakes Country Club	
September 25	Coastal District Meeting	Charleston, SC	

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Will Greene 843-384-3549

Disability, Long Term Care and Life  
Jeremy Withers 843-424-7154

Medicare Supplements  
Bill Pace 800-452-4931

Property & Casualty  
Caroline Deevey 800-845-3163

### Accounts Receivables/Collections

TekCollect  
Susan Rackcliff 704-904-2969

### Amalgam Separators

Solmetex  
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### Credit Cards

Bank of America  
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### Credit Card Processing

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### Dental Practice Loans & Acquisitions

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## Ethical Moment

By Carol M. Wolff, DDS, ADA Council on Ethics, Bylaws and Judicial Affairs

Before I release patient records to another dentist, should I tell the patient about state board actions against that dentist?

**Q: I am a member of my state's board of dental examiners and have inside information on disciplinary actions that have not yet been made public. I also am in private practice. On occasion, patients tell me they will be switching dentists for insurance reasons and ask me to send their records to the new dentist. Unfortunately, sometimes that new dentist—as I know but the patients do not— either is under investigation or is in the process of being charged (the process can take a long time). Do I have any obligation to the patient—or should I just say nothing and send the records?**

A: This is an interesting situation because it involves several aspects of the ADA Principles of Ethics and Code of Professional Conduct<sup>1</sup> (ADA Code) regarding patient care, as well as confidentiality rules of the state laws governing disciplinary action—matters of public record and private consent orders. Because there are many legal concerns here, you definitely should contact your state board's attorney for advice as well.

Members of a state board of dental examiners often are aware of complaints, investigations and disciplinary hearings, but board members typically are bound by confidentiality rules and laws until a party has been publicly disciplined. This usually involves a vote or action by the full board, which then is a matter of public record. Unless or until the matter under investigation becomes public record, the member generally is prohibited from discussing the case with anyone.

Given such legal duties, you may feel that you have ethical conflicts because the ADA Code is weighted heavily toward the preservation of the patient's welfare. You always should be careful to keep your roles as a board member and a private practitioner separate, and to avoid giving your patient any inference that you are speaking from an official point of view.

Advisory Opinion 1.B.1, under the Principle of Patient Autonomy ("self-governance"), obligates a dentist to transfer records when requested:

A dentist has the ethical obligation on request of either the patient or the patient's new dentist to furnish in accordance with applicable law, either gratuitously or for nominal cost, such dental records..., including dental X-rays..., as will be beneficial for the future treatment of that patient.

However, the Principle of Beneficence "expresses the concept that professionals have a duty to act for the benefit of others. Under this principle, the dentist's primary obligation is service to the patient and the public-at-large." In other words, we always should put our patient's welfare first. If you know of impending disciplinary action that might affect your patient's dental health, you may indeed be caught between these two principles.

The Principle of Veracity addresses truthful communication, and the Principle of Justice warns against unjustifiable criticism. Advisory Opinion 4.C.1 reminds us, in part, that "the dentist should exercise care that the comments made are truthful, informed and justifiable." Until the other dentist's board action is complete, you cannot know for sure if there is cause for you to say anything, one way or the other— and, again, you should take care to avoid demonstrating even the appearance of a conflict of interest.

I would suggest that you send the patient's records as requested, since you are both ethically and, in most jurisdictions, legally obligated to do so. You should talk openly with your patient about the reasons for the change. Many states have Web sites that allow the public to verify licensure information. But I also would suggest that it is up to the patient to discuss his or her new dentist's background and licensure status with that dentist.

Most importantly, you may wish to invite the patient to return to your practice should he or she desire to do so. And just as importantly, you should encourage the patient and his or her subsequent treating dentist to call you, with no obligation, if there is any question or concern about the treatment you provided.

*Carol M. Wolff, DDS, practices general dentistry in Atlanta and is a member of the American Dental Association Council on Ethics, Bylaws and Judicial Affairs.*

Ethical Moment is prepared by individual members of the American Dental Association Council on Ethics, Bylaws and Judicial Affairs (CEBJA) in cooperation with The Journal of the American Dental Association. Its purpose is to promote awareness of the ADA Principles of Ethics and Code of Professional Conduct. Readers are invited to submit questions to CEBJA at 211 E. Chicago Ave., Chicago, Ill. 60611, e-mail "ethics@ada.org".

Address all reprint requests to the American Dental Association Council on Ethics, Bylaws and Judicial Affairs, 211 E. Chicago Ave., Chicago, Ill. 60611.

The views expressed are those of the author and do not necessarily reflect the opinions of the American Dental Association Council on Ethics, Bylaws and Judicial Affairs or official policy of the ADA.

1. American Dental Association. Principles of ethics and code of professional conduct, with official advisory opinions revised to January 2005. Chicago: ADA; 2005.





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Thank you to Dr. Antley & family, Dr. Goins & staff and Dr. Rocky for making Countdown to Kindergarten at EdVenture Friday, August 7th a Fun Success!

It is great for our dentist's to take time to educate and contribute to our local community's oral health.



Dr. Natalia Antley and Family



Dr. Rocky Napier



Dr. Felicia Goins and Staff



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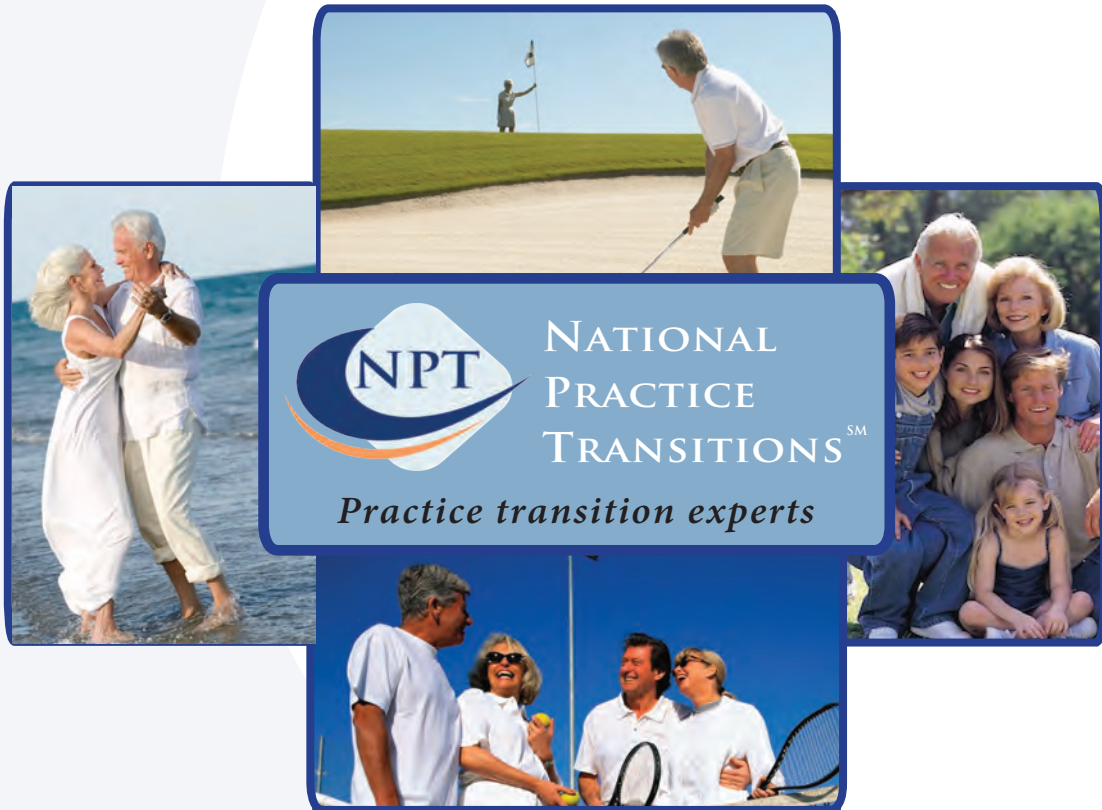
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# President's Message



As I was trying to come up with an interesting and useful subject for this month's newsletter, I was derailed by a series of office "emergencies." You know, those unexpected deviations from the daily routine that seem to take up more time than the routine itself! And there you have it – a great discussion topic: how to prepare for the "what ifs," manage the unexpected without sacrificing the routine.

The simple answer is: DON'T be caught off guard, DON'T let an emergency become a crisis and DO expect the unexpected. That is what our offices are about every day. Right?

Dr. Gloria Pipkin

Emergencies are the uninvited guests that we need to anticipate. How do we do this? We need to make sure everyone in the office is trained in protocol for when a guest arrives, we treat it like an old friend. Be prepared. How well an emergency is handled will depend primarily on how the office staff has prepared for it. Of course, it's also essential that the office has the necessary equipment/supplies, and that everyone knows where they are. You can be sure the ONE person who has the key to the drug cabinet or knows where the first aid kit is will be out for coffee when Mrs. Fossil, your eighty eight year old patient with a walker and a toothache falls and splits her lip on your dental chair.

Research indicates that medical emergencies are almost six times MORE likely to occur in a dental office than a medical office. The sheer volume of patients we see with medical conditions under poor control, the invasive nature of some procedures, and the fact that we administer drugs. Kind of a recipe for disaster, huh?

The ADA provides pretty clear guidance regarding our responsibility to be adequately prepared for emergencies. There are many scary stories about lawsuits and huge plaintiff awards – that, by the way, are not usually wholly covered by malpractice insurance – for falling short in handling medical emergencies that result in severe patient harm. Most often, successful suits come down to finding a failure to adequately prepare. NOT because a procedure caused the emergency, but because the response to the emergency was inadequate, bumbled, or untimely. The ADA Commission on Dental Accreditation states that dentists "must be competent in providing appropriate life support measures for medical emergencies that may be encountered in the dental practice." Further, the ADA Council on Dental Practice states, "The entire dental office team must be prepared to handle medical emergencies." It also states, "Every dental office must have an emergency plan that outlines the steps it takes in the event of an emergency."

There are obvious things like making sure we all have the right tools: Oxygen, Epinephrine, Nitroglycerin, Glucose, Benadryl, Albuterol, Aspirin, an AED, to name a few. And it's so important that you develop a checklist or other tool to make sure these drugs and equipment are checked on a regular schedule to make sure they are still potent, sufficiently stocked and in excellent working order.

All the equipment in the world won't help if the person responding doesn't know how to use it – so training of all personnel is essential. Once trained remember to, practice, practice practice. Have regular "drills" for different emergencies – with various contingencies such as the "usual" person who gets the meds is out for coffee, or the new receptionist who just started yesterday is the first to identify the emergency, or the hygienist freezes and drops that last bottle of Nitro.....

Finally, make sure all procedures are written, with procedural summaries and "how to" steps posted around the office. Make sure everyone knows not only their own role, but how to step into someone else's if the need arises. Cross train! And yes, practice, practice, practice. I didn't forget I already said that, I just wanted to stress the importance.

I hope everyone is having a great summer, and hope that unexpected guest (Mr. What-If) doesn't show up – but if he does, make sure you are ready for him, and prepared to act like he's just another part of the routine...

**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!

# DentaQuest and SCDHHS

Working together to improve the oral health of South Carolina's residents

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**

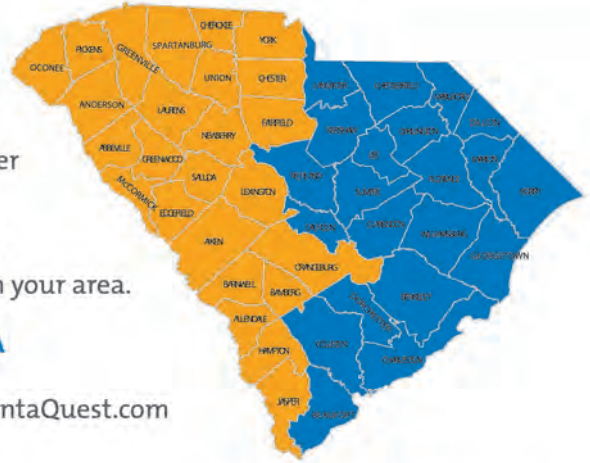
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# Executive Director's Notes



Mr. Phil Latham

School is back in session, football is kicking off and the weather will be turning cooler and that means your Association will be busy this fall as we complete 2015. At the most recent SCDA Board meeting:

- A report was provided on the final numbers for the 2015 Convention. Although in the past, attendance numbers have been decreasing, the numbers actually increased in 2015 as we hosted the meeting in a different location. The Convention Committee, headed by Dr. Scott Cayouette, put together an excellent meeting. Make plans to attend the 2016 Convention which will be held, April 28th through May 1st, 2016 at the Hilton Head Marriott.
- A report was given on several legislative items. The SCDA continues to work with the State Board on regulations for the recent Sedation bill that was passed in 2014. The State Board is also considering some regulation changes regarding infection control. Lastly, the Board unanimously approved draft language regarding a bill to change the licensure requirements for those hired by MUSC. This draft language will be sent to the membership and discussed at the upcoming House of Delegates in December.
- The Board heard reports from EdVenture, DHEC's Division of Oral Health and Dr. Amy Brock Martin, director of population health at MUSC.
- Numerous other items and reports were also offered at the Board meeting.

On another note, the 2015 DAD Project held in Greenville was very successful. Although final numbers have not been totaled, approximately 1,500 patients were seen with over \$1million of care provided. The location of the 2016 project will be announced soon.

I hope those of you who participated in this year's project saw the wall of thanks where hundreds of thank you notes were written by those who received treatment. There was one note that was actually posted on the SCDA Facebook which sums up why we do a DAD project:

"Thank you, South Carolina Dental Association, for having Dental Access Days in Greenville. I got all my teeth removed Friday and looking forward to getting dentures soon. I'll be smiling again soon without keeping my mouth shut for the first time in 20 years!"



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**Overview:** In 2012, the South Carolina Dental Association partnered with Dental Lifeline Network • South Carolina to develop a Donated Dental Services (DDS) program to help South Carolina residents with disabilities or who are elderly or medically fragile and have no other access to dental care. The South Carolina DDS program is similar to 41 other state programs developed by Dental Lifeline Network that this fiscal year will collectively generate almost \$25 million in donated services by June 2015. **Since inception, DDS volunteer dentists and labs have donated \$688,614 of comprehensive treatment for 175 vulnerable people in South Carolina! Thank you!**

DDS Program Totals: Fiscal Year Comparison		
	7/1/14-6/30/15	7/1/13-6/30/14
Donated Treatment Value	\$235,200	\$202,452
Donated Lab Value	\$29,182	\$24,967
Patients Treated	67 <sup>1</sup>	50
Average Value of Treatment	\$3,553 <sup>2</sup>	\$4,049
Participating Dentists	110	94
Participating Labs in SC	23	19
Participating Labs outside SC	12	9
Active Patients	50	41
Pending Applications	216	210

<sup>1</sup> Of this amount, 2 patients received \$4,254 in ongoing care from DDS volunteer dentists who provided these patients with initial restorative treatment and have elected to continue providing them with routine and ongoing care.

<sup>2</sup> Does not include treatment for patients receiving ongoing care.

The DDS program transforms the lives of the patients we serve, like 46-year-old Mr. C. who lives in Marietta with his wife. He suffers from juvenile rheumatoid arthritis and chronic bone spurs, and he had surgery to remove a herniated disc in his neck after a car accident many years ago. Mr. C. used to work as a car mechanic, but his health prevented him from performing his job. His wife was also in a serious accident last year that broke several bones in her face and is unable to work while she recovers. Thanks to amazing DDS volunteers, Mr. C. received nearly \$2,000 in donated care that restored his oral health and his ability to chew. He wrote to express his sincere gratitude for this life-changing gift:

*"Thank you for going above and beyond to make my life better than I could have ever imagined. Now my health is improving every day and for once in my life, I feel good about myself."*

**Special thanks to the 110 dentists in South Carolina who already volunteer for DDS! More volunteers are needed NOW! Today 216 vulnerable people are waiting for care and we are only accepting new applications in 10 counties. If you are not currently a DDS volunteer, please begin today by going to <http://dentallifeline.org/> and click on the "Volunteer" tab or contact Dawn Peltier, DDS Coordinator at [dpeltier@DentalLifeline.org](mailto:dpeltier@DentalLifeline.org). Thank you!**

## SCDA Member Benefits Group

By Mark Brown



Mr. Mark Brown

### Getting the Most From Collections

Nothing hurts your bottom line more than patients who do not pay for the procedures you have performed. Are you looking for a better way to collect your payments without wasting valuable staff time? TekCollect, an SCDA endorsed company, is here to help!

Their comprehensive portfolio of products and services are custom-designed to address the full collection cycle. What sets TekCollect apart is their commitment to non-alienation. By providing you with completely automated account management solutions, they make account placement and motoring easy, accessible, and convenient. TekCollect strives to recover your money without damaging the patient relationship. Better yet, they guarantee

a four hundred percent return on investment. With the special discounts you receive as an SCDA member, make sure to make the most of your member benefits! For more information and rates, please contact Susan Rackcliff at 704-904-2969 or via email at [susan.rackcliff@tekcollect.com](mailto:susan.rackcliff@tekcollect.com).



### Making the Most of Your Website

As a dentist, building your patient base can be a tough job. In the age of the internet, it is important to have a well managed online presence. Why does your web presence matter? More and more people are looking online to locate a dentist. Having a website is only the first step to building your online presence. By using Officite, a SCDA endorsed company, they do most of the work for you! From websites to Search Engine Optimization, Officite ensures you always look professional. Want to get the most for your money? In September, Officite is offering FREE upgrades on their web presence packages. Make sure to check it out at [www.officite.com/dental](http://www.officite.com/dental). You can also contact Officite at 866-731-8834. Don't forget to mention your SCDA membership for special discounts of up to 33%!

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- No timer
- No additional charges for shipping to recycling facility

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## What is Early Intervention and Why Should I Use It?

By TekCollect, SCDA Endorsed Company



If your dental practice is like most others in America, you occasionally encounter patients who are slow to pay or refuse to pay. **How are you dealing with this?** Your best bet is to keep your patient as a productive part of your practice without alienation, while still re-capturing that income.

### Let's talk about early intervention.

**What is it?** *It's an A/R management philosophy that promotes proactive communication at the beginning and throughout the patient relationship.* Once the patient's account falls behind, you make contact with them beginning 30 days after the EOB has been issued. Communication remains friendly and customer-oriented, identifying any disputes, complaints, secondary insurance or hardships early on, so that the account may be restored without patient loss. Essentially, it takes your practice out of the collection business.

**How does it work?** Remember, age is the biggest deteriorating factor in the collectability of an account. When a patient is treated and then misses a scheduled payment after EOB has been issued, why wait another 30 days to reach out? With third party early intervention services, you can have a coordinated contact plan that includes friendly Balance Verification Notices, courtesy calls, statements and more. This establishes communication and stimulates cash flow, all while maintaining a non-alienating, patient-focused approach.

**Why use it?** Our dental clients have found that that patients who are contacted 30 days after EOB are much more likely to pay their balance and remain a profitable part of your practice. However, wait just 15 days more, and the rates of payment dive down considerably! In the dental world, 15 days may not seem like much time but in A/R management, it makes a world of difference.

The bottom line is this – don't write off your unpaid patient balances as bad debt, and don't wait beyond 30 days EOB to establish contact! Dental practices who use early intervention are reporting that over 75% of the money they used to write off now stays within the practice, retaining the patient relationship as well. Think about how employing early intervention could change the entire culture of your practice – less pressure on your staff to chase down delinquent accounts, and stronger patient rapport than ever. It's more than just a solution for you – it's really a natural extension of the services you provide for your patients.

TekCollect provides the most advanced accounts receivable, collections, and client retention services available. To learn more about us, visit our [website](#) and follow us on [Facebook](#) and [Twitter](#).



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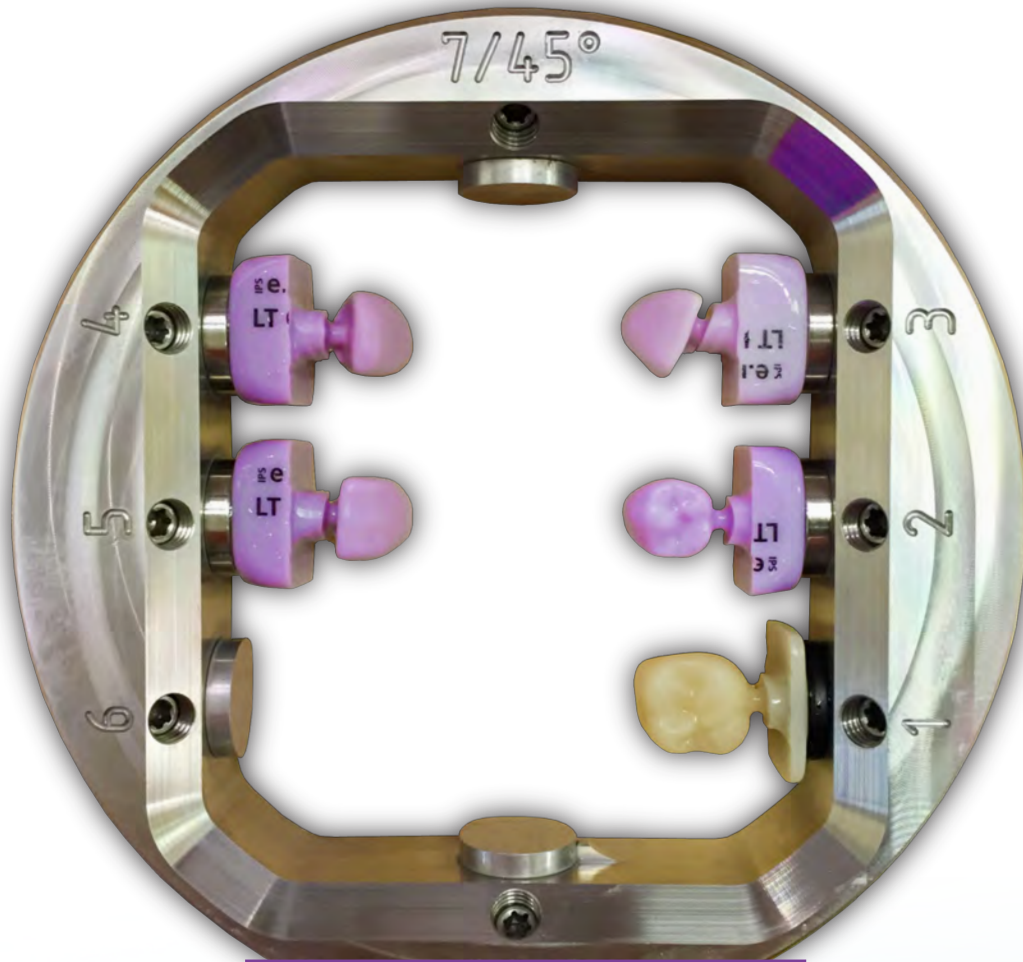
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# Classified Ads

## Dental Related Services

**Palmetto Dental Personnel Inc.** is owned and operated by a dental professional with 20+ years experience and has exclusively provided professional staff for Columbia and the surrounding Midlands areas for 20 years. PDP has dental hygienists, assistants and front office personnel available for temporary and permanent positions. Contact Gail Brannen at 1-800-438-7470, fax 866-234-8085, email [gbrannen@palmettodentalpersonnel.com](mailto:gbrannen@palmettodentalpersonnel.com) or visit us at [www.palmettodentalpersonnel.com](http://www.palmettodentalpersonnel.com).

**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)

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## 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).

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. 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)

**Volunteer at the Helping Hands Dental Clinic** (Georgetown, SC). Licensed SC dentist, can help provide extractions to alleviate pain and suffering for uninsured residents. 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](http://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@dentalonpartners.com](mailto:scott.williams@dentalonpartners.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 [pgooose@gmail.com](mailto:pgooose@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.

**Myrtle Beach area- Full time.** Mature, restorative patient clientel. Minimum 3 year private practice experience. Proficient in molar endo. Opportunity for buy-in and or buy-out. Six operatories with room for expansion. Long term lease in place. Contact [chadrlamar@yahoo.com](mailto:chadrlamar@yahoo.com) for more information.

**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@TeboDental.com](mailto:HR@TeboDental.com).

New Horizon Family Health Services Dental Practice is expanding in Greenville, SC. Seeking **dentists, dental hygienists and dental assistants**. Apply online at [newhorizonfhs.org](http://newhorizonfhs.org) or email your resume to [hrdept@newhorizonfhs.org](mailto:hrdept@newhorizonfhs.org)

Expanding practice **seeking dentist** to join office immediately, full or part-time. Salary negotiable & commensurate with experience. Please call 803-798-6333 or fax application to 803-798-0701.

**Associate Dentist FT/PT** for well established practice in Myrtle Beach. Fee for service, no PPO's or HMO's. Digital and paperless! Fully trained, highly experienced team. Income potential is excellent. Please e-mail your CV along with cover letter to [lisa@marketcommondentistry.com](mailto:lisa@marketcommondentistry.com)

**Wilmington, NC:** Associate opportunity providing care to youth up through age 20. Excellent compensation package with a guaranteed minimum and production, comprehensive benefits including health/life, disability, malpractice insurance, CE, paid vacation and more. Peds experience desired but not required. New grads encouraged. Contact Roger Walters 704-816-1403 or [rwalters@smilestartersdental.com](mailto:rwalters@smilestartersdental.com)

Established dental practices needing **general dentists** for office located in the Upstate, Lexington/Columbia market, Pee Dee and Low Country regions. We provide training, guaranteed daily rate, profit sharing, ownership opportunities, malpractice insurance assistance, free ceus, no contracts, sign on bonuses and health insurance. DDS or DMD degree, state license. Contact 813-417-2156 for more information.

**Associate dentist** needed for practice with locations in Northeast Columbia & Lexington. Please contact 803-609-9212 for more information.

#### **Positions Available- Staff**

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

Drs. Ellis, Green and Jenkins Pediatric and General Dentistry is currently seeking a **part-time hygienist** to work Wednesdays from 1-5 and Thursdays from 7:45-5 and Fridays from 7:15-12. Competitive salary. To apply please email a cover letter with your resume to [va.earhart@gmail.com](mailto:va.earhart@gmail.com) or fax 803-788-3123, Attn: Victoria.

**Dental Assistant** need Monday-Wednesday. Immediate position for an assistant (x-ray certified) with good communication, clinical & computer skills. Applicant must be pleasant, energetic, professional and a team player. Contact [dr.jscottrogers@gmail.com](mailto:dr.jscottrogers@gmail.com)

**Dental Hygienist** need Monday-Wednesday. Immediate position for a registered hygienist with good communication, clinical & computer skills. Applicant must be pleasant, energetic, professional and a team player. Contact [dr.jscottrogers@gmail.com](mailto:dr.jscottrogers@gmail.com)

**Full time faculty position** available at Georgia Regents University College of Dental Medicine, Department of General Dentistry. Responsibilities include participation in pre-doctoral courses in comprehensive care/ general dentistry. Faculty practice and research are expected. Interested applicants please apply on-line at [www.gru.edu/jobs/faculty](http://www.gru.edu/jobs/faculty), enter Job Opening ID 9334, Position #00000467 ; ID 9895, Position #00000409; ID 9900, Position#00000475.

#### **Practices/Office Space Available**

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**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 [jjim@adssouth.com](mailto:jjim@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 operator 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)

**Dental practice for sale in Coastal, SC** Excellent location, FFS, high end practice with 5 operatories in an all, digital facility. Working only a part time schedule collecting an average of \$450,000. Real Estate is also available to purchase. This is an opportunity to practice the dentistry you've dreamed of in paradise. Please call 678-482-7305 or email [info@southeasttransitions.com](mailto:info@southeasttransitions.com) for details using listing ID # SC1047. [www.southeasttransitions.com](http://www.southeasttransitions.com)

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Do you have an **opus 5/ or 10** which is now obsolete. We have fibers to sell!! Contact [drgrace@islc.net](mailto:drgrace@islc.net).

- 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

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