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Published by the
South Carolina
Dental Association

Design: Maie Burke

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State of South Carolina

Governor's Proclamation

WHEREAS, the South Carolina Dental Association (SCDA) was established on December 10, 1869, in Columbia, South Carolina; and

WHEREAS, the mission of the association has been to contribute to the elevation of the dental profession in South Carolina, advance the standard of dental education, promote the usefulness, honor and interest of its members, and to enlighten and direct public opinion in regard to the duties, responsibilities, and requirements of the dental profession; and

WHEREAS, the Association worked toward the establishment of the 4-year dental school at the Medical College of South Carolina, which was signed and passed into law April 15, 1953; and

WHEREAS, the South Carolina Dental Association continues to work with policymakers at the federal, state, and local levels to enact policies aimed at creating a strong and viable dental delivery system that improves access to dental care for all residents; and

WHEREAS, members of the SCDA are dedicated to speaking to its mission to promote dental care for the public; and

WHEREAS, the South Carolina Dental Association members provide millions in donated care through programs that improve access to dental care in the state, including Dental Access Days, Donated Dental Services, Give Kids A Smile, and National Children's Dental Health Month; and

WHEREAS, the South Carolina Dental Association remains at the forefront of advocating for the adoption of best practices to ensure patient safety.

NOW, THEREFORE, I, Henry McMaster, Governor of the great State of South Carolina, do hereby proclaim 2019 as

SOUTH CAROLINA DENTAL ASSOCIATION 150TH ANNIVERSARY YEAR

throughout the state and encourage all South Carolinians to recognize and commend the South Carolina Dental Association for 150 years of service to the people of the Palmetto State.



HENRY McMASTER
GOVERNOR
STATE OF SOUTH CAROLINA

The Radiation Safety Exam is Now Online

By Sue Copeland

The SCDA has worked hard to make it easier for chairside-trained Dental Assistants to get X-ray certified. There is a **NEW Radiation Study Guide** available on our website <https://www.scdca.org/resources/radiationsafety> devised from great resources: DHEC Regulatory Guide B3 Complying with Title B-Dental Facilities, International Atomic Energy Agency, Colgate Dental X-rays; Types, Safety, Children Dental X-rays & Dental Radiographic Examination: Recommendations for Patient Selection and Limiting Radiation Exposure. This study guide is great information for all dental offices and should be used as part of radiation safety training for employees in dental practices. However, this study guide is only a prerequisite to the exposure and processing of radiographs. Formal training in proper techniques and skills by a licensed dentist or a structured radiology course should also always be included.

Applicants can now register-pay \$60.00 online by bank/credit card or PayPal, take the exam online and receive their certificate and receipt by PDF, when they have completed the exam.

State Board Regulations for Radiation Safety:

Dental Assistants must pass a SC State Board of Dentistry approved Radiation Safety exam before they are allowed to take x-rays within a dental office in South Carolina. Board Regulation 39-16 requires that the employing dentist is responsible for verifying the credentials of all dental assistants who expose radiographs in his/her office, and for verifying that all personnel in his/her office who expose radiographs have met the required training and have a copy of their certification from a Board-approved program:

You are approved to take X-rays in South Carolina if you have completed one of these CODA accredited schools, we now have a link to the ADA CODA approved programs to verify if the out of state Dental Assisting program is an accredited school: [American Dental Association \(ADA\) CODA](#)

List of South Carolina ADA CODA- accredited schools:

- Aiken Technical College
- Florence-Darlington Technical College
- Greenville Technical College
- Horry-Georgetown Technical College
- Midlands Technical College
- Spartanburg Community College
- Tri-County Technical College
- Trident Technical College
- York Technical College

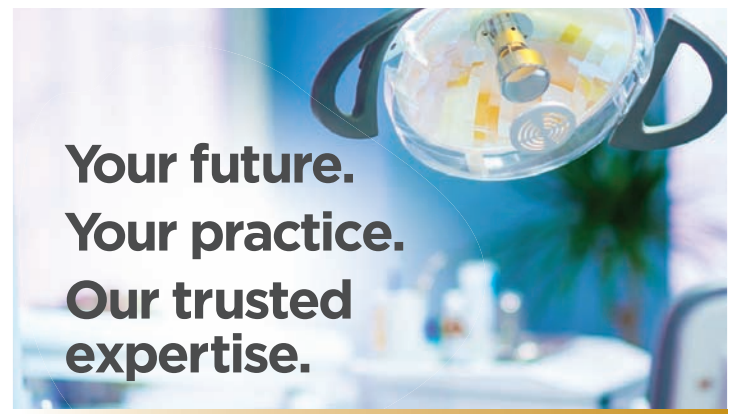
Or if you took the RHS (Radiation Health and Safety) Dental Assisting National Board (DANB)

Or South Carolina Dental Association (SCDA) Radiation Safety Exam

To register for this exam, the registrant must work for a South Carolina Dentist for three months full-time or worked in another state with a radiation safety certification.

If you have any questions, please email Sue Copeland copelands@scda.org or call 803-750-2277

Do you work for a Free Dental Clinic?
The SCDA gets calls every day from patients looking for Free or Reduced Dental Care. We are trying to update our records with current clinics. If you know of any clinics in your area to help these patients, please notify Sue Copeland, copelands@scda.org or 800-327-2598.




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Starting in May, you'll have access to **tdsc.com**, a shopping site that leverages organized dentistry's collective buying power.

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* Price comparisons are made to the manufacturer's list price. Actual savings will vary on a product-by-product basis.



150th SCDA Annual Session

By Phil Latham, SCDA Executive Director



Don't miss out! The SCDA annual session in Myrtle Beach is quickly approaching and it's not too late to register!

In addition to returning to a location that offers unlimited activities for you and your family, the annual meeting will offer a variety of top-notch CE and numerous vendors to help you enhance the way you practice dentistry. This is also an opportunity for you and your staff to satisfy your OSHA/Infection Control and CPR at one meeting!

While taking a break from CE to visit the vendors in the Exhibit Hall, you must walk over and bid on items at the ever-popular Dental Foundation silent auction. The auction is an Annual Session tradition that raises money for scholarships.

The convention committee has also put together a wonderful selection of social events for you and your family.

Thursday, the SCDA is honored to welcome ADA President, Dr. Jeff Cole who will serve as the keynote speaker for the SCDA Awards Luncheon. The SCDA Past Presidents will also be honored at this event. In addition, the SCDA will offer the traditional welcome reception in the Exhibit Hall 5:00 pm to 6:30 pm. There will also be the President's dinner at the beautiful Dunes Club that will include music by 20 Ride. Check out a promo on [20 Ride](#) and dress is casual for the event.

Friday morning's DENPAC meeting includes breakfast and there is no cost to attend. Simply register for the event.

Reach out to your colleagues and friends and plan a trip to the 150th SCDA Annual Session this year. This is a special year because it marks the 150th anniversary of the SCDA. The Annual Session also provides a great opportunity to learn, reunite and meet new people. Social media allows us to stay connected with people, but nothing takes the place of spending time together to learn, share ideas and create new relationships. Visit <http://www.scdannualsession.com/> for all of the details and to register.



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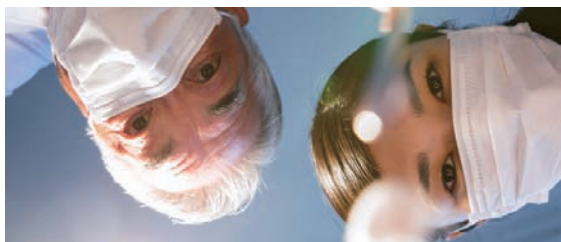
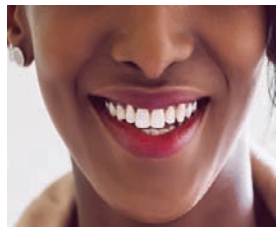
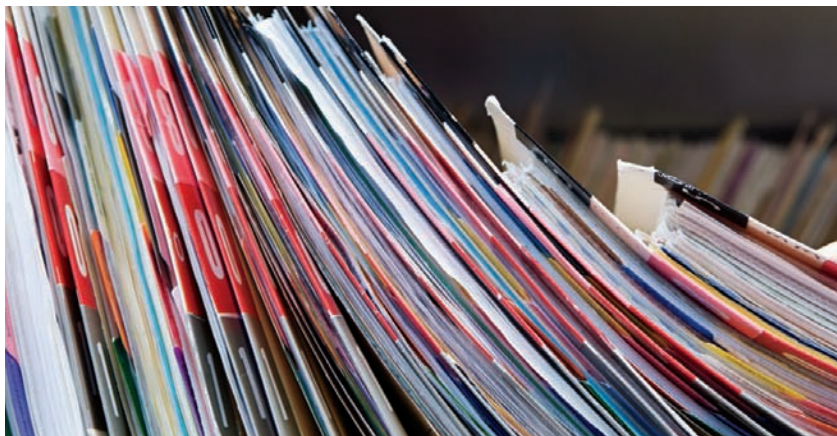


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DHEC, Infection Control and OSHA

By Sue Copeland

We have updated our website with important information on DHEC, Infection Control & OSHA for our members. Therefore, you must login with your ADA number and password, <https://www.scdca.org/dhec-infectioncontrol-osh>.

Checklist for DHEC Inspection for Dental Facility

Please have available the following records for the DHEC inspector:

- Records of x-ray equipment performance testing, including calibration and service records (A list of registered vendors is available on our website Class III Registered Vendors)
- Documentation that all x-ray operators have machine specific training on equipment at the facility (RS employee Training Template is available on our website)
- Verification that all x-ray operators have received training that meets the SC Dental Practice Act requirements. Please have the lead Dentist sign the Facility General Information Form to indicate compliance. (For clarification on State Board Regulations for Radiation Safety <https://www.scdca.org/resources/radiationsafety>)
- Documentation of protective apparel inspection/testing must be checked at least annually for cracks and holes
- Personnel monitoring reports, if applicable (see the 2017 DHEC Guidelines: page 5 Personnel Monitoring)
- Records of previous occupational dose for employees (see Occupational Dose Form available on our website)
- Records of occupational dose for employees working at multiple facilities, if applicable (see 2017 DHEC Guidelines: page 6 Occupational Exposure at Multiple Facilities)
- Records of processor maintenance and cassette cleaning, if applicable (see 2017 DHEC Guidelines: pages 7-8 Manual, Automatic Film Processing & Digital Imaging Acquisition Systems)

Please be familiar with and be prepared to show the DHEC inspector the following items:

- Technique chart must be posted at each control panel for units without built-in settings. Chart must state the patient's body part and anatomical size versus technique factors (kVp, mA, and time) used.
- Posted pregnancy warning signs (Pregnancy Posters in English and other languages is available on our website)
- Posted radiation area signs, if required (Caution sign is available on our website)
- Posted Notice to Employees (Notice to Employees is available on our website)
- Copy of shielding plan and area survey/as-built drawing, if required (<https://www.scdhec.gov/health-regulation/x-ray-facilities-radioactive-materials/x-ray-facilities/facilities-employees-facilities/shielding>)

More DHEC information available on our website include:

- DHEC Form 819 Registering Equipment
- DHEC Equipment Replacement Notification
- DHEC Facility Registration Approval Request Form
- DHEC Guide B2 for Cephalometric Dental CT Units
- Hand-held X-ray

Continued from Page 6

- Full DHEC X-ray Regulations
- Prenatal Radiation Exposure

ADA information available on our website include:

- ADA Oral Health Resources
- ADA /FDA Dental Radiographic Examinations Recommendations

Infection Control information available on our website include:

- ADA Instrument Sterilization
- Guidelines for Infection Control in Dental Health-Care Setting - 2003
- Summary of Infection Prevention Practices

OSHA information available on our website include:

- OSHA Medical and Dental Offices
- Bloodborne Pathogens Training
- Exposure Control Plan Contents
- Hazard Communication Program
- OSHA checklist for the Dental Office
- OSHA Checklist Manual

If you have any questions regarding these, please call the SCDA office (803) 750-2277 or (800) 327-2598 in SC.

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

We are pleased to announce...

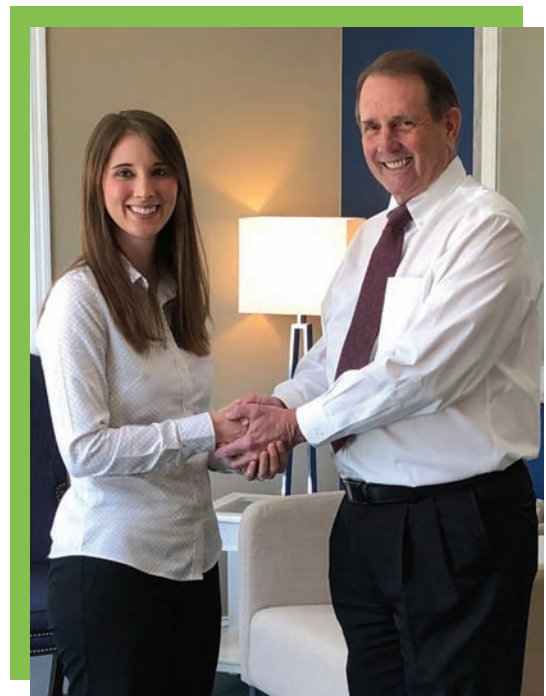
Dr. Mollie Duke has acquired the Columbia practice of Dr. Creig DuPuis. Dr. Robin Turner of US Dental Transitions team is pleased to have assisted in this transition.



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150th SCDA Annual Session

By Dr. Scott Cayouette, SCDA President



Can you believe a fourth of the year has passed and Spring is in full swing? It is that time of the year to make a trip to Kingston Plantation in Myrtle Beach, SC for the 150th SCDA Annual Session May 2nd through May 4th. Yes, I did say 150th SCDA Annual Session! This is the Sesquicentennial Anniversary of Dr. Thomas Moore forming the South Carolina Dental Association in his dental office. It is hard to comprehend how Dentistry as a whole has transformed in 150 years. What was once known as a trade is now a well-respected profession that our male and female predecessors worked tirelessly to achieve. Over time with all of the great advances in materials and techniques have helped to propel our profession into one of the most trusted in the world.

What a better way to kick off our 150th Annual Session than to have the master of multidisciplinary approach to dental esthetics, Dr. J. William Robbins, leading off the CE wonderland on Thursday. Dr. Robbins will not disappoint you with his wealth of knowledge in esthetics. Do not forget to bring your staff! The hygiene track will start on Thursday morning as well with Ms. Amy Kinnamon's lecture titled "Optimizing Hygiene: Regenerative Therapies." If you are interested in expanding your knowledge on the business side then go hear Mr. Eric DeVriese the founder of RealTime CPAs. Mr. DeVriese built his firm solely for the dental professional. He will be covering several topics of interest such as: maximizing cash flow and how to prepare for a practice transition or an associateship. Head over to the Exhibit Hall and attend our Welcome Reception and mingle with your colleagues and exhibitors. On Friday our head liner will be Dr. Bruce Cassis with his sessions, "Rock Star Lasering." Dr. Cassis is a world-renowned lecturer on lasers and he will provide a simple approach for general dentists to implement soft and hard tissue procedures in their everyday practice. If you want to get an update on dental adhesives, composites, and CAD/CAM materials, listen to Dr. Scott Coleman's "Cutting Edge Composite/Adhesives & CAD/CAM Materials." If you need to meet your SC State Board of Dentistry CE requirement on Infection Control and OSHA then you and your staff should go to Dr. Karson Carpenter's "OSHA Compliance and Infection Control Made Easy for Dentistry." Dr. Carpenter is, yes, a dentist that serves as the President of Compliance Training Partners. Dr. Carpenter and his team at Compliance Training Partners are certified in all 50 states by the CDC to give your mandated Infection Control requirement. Since Dr. Kelly Jones was such a hit last year with his session "The Pain Conundrum: It's Time For a Redesign," we brought him back so you can satisfy your State Board of Dentistry Opioid CE Requirement. Rounding out Friday with the TUSK Group will quench your business thirst for learning market trends and fundamentals of forming group practices with "Dental Industry Trends & Group Practice Fundamentals." **After you are done Friday head over to The Dunes & Beach Club for an awesome party with great food and music by 20 Ride!** Saturday we will finish our hygiene track with Ms. Amy Kinnamon's "One for the Team: A Collaborative Approach to Care." Finally, Dr. Bruce Cassis has generously offered to provide a Laser Hands-On Course with Biolase limited to 15 dentists but you must have attended his all day Friday course to get into this session.

Come to Myrtle Beach on May 2nd-4th to help us celebrate the 150th SCDA Annual Session with your colleagues and friends! We will be honoring our Past Presidents and Award winners at our Awards Luncheon! Please help us thank our generous sponsors and exhibitors, without their support we wouldn't be able to bring you high-quality CE! I look forward to seeing you at Kingston Plantation.



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16th District Trustee Report

By Dr. Kirk Norbo

At our first full meeting of the year we began our meeting with a joint session with our New Dentist Committee. This Committee plays an important role in bringing the perspective of new dentists into our board deliberations. This year, as in the past, the chair of the New Dentist Committee served as a valuable voice in the board room.

Our joint session included a briefing on our latest market research on both member and nonmember segments. This research is not a departure from our prior work and it has been built on the foundation of data we have collected over the last several years. There is positive news. Half of our members show strong loyalty and high state and local engagement. Of course, this also means that approximately half of our members are not as loyal or engaged. We also learned that there are some key similarities among both members and nonmembers. There are issues of mutual concern which we can and do already address (e.g., third-party payer issues and practice management support). It was especially interesting to learn that the largest nonmember segment is very similar in mindset to our largest member segment. This suggests an approach to these members as we work to convert them to membership. There are challenges too. Nonmembers include more dentists who practice in different settings than our members, such as “corporate” dentistry.

This research will guide us, so we can focus our efforts on those market segments which offer the best chance for success, and we can do this while still addressing the needs of our current members. The research was part of the data considered by the strategic planning work group and will play a key role as we implement our new plan. Work is underway to share it with our state leadership.

The joint session then moved on to the topic of dentists who work in large group practices. We were fortunate to hear from a panel of new dentists, both members and nonmembers, who work in that environment. This is important because many new dentists—our pipeline for future members—work in a DSO setting and those numbers are growing. Many questions were posed to the panel that stimulated some brutally honest responses which is what we wanted to learn from that group.

One panelist pointed out that she had been very active in organized dentistry but is no longer involved. She noted that she has sensed the negative attitude of leaders and dentists concerning her career choices and this has soured her somewhat on organized dentistry. Another panelist explicitly stated that he is not a member because he senses that organized dentistry has an agenda against his chosen practice model. A common theme was a lack of acceptance of these dentists by organized dentistry. A related theme involved local societies which were unwelcoming.

Other panelists noted the advantages of working in a large-group practice, especially coming right out of school and laboring under a heavy student loan debt. One pointed out that his DSO employer meets his needs and he sees no reason to be an ADA member. Several panelists noted that the DSO provides needed CE and mentorship and even a sense of community. When asked about their long-term plans, the panelists all indicated a desire to continue working in the DSO model. One panelist noted that the question itself suggests a bias against DSO dentists.

After the panel discussion, we did a table exercise to identify specific steps the ADA can take to make membership more attractive to dentists practicing in DSO settings. That input will be collected but some points raised included:

- The ADA can be a source on information to all dentists regardless of work settings
- The ADA can better communicate the benefits of membership related to loan repayment
- All dentists need to protect the profession and the ADA is the organization that can do that
- The ADA can work with DSOs to make membership easier for the employee dentists
- The ADA needs to promote acceptance and a welcoming environment for these dentists at all levels of the ADA

There was common ground, including concern over licensure portability and third-party payer issues. But for some dentists, such “general good” issues may not be enough on their own to support a membership decision. There is a clear need for these dentists to feel welcome in organized dentistry and supported in their career choices. This would create a sense of community and could support a membership decision for

some DSO dentists.

Clearly, we have much work to do, but our joint session with the new dentists has provided us with great guidance and direction.

Michael Graham reported on developments in Washington and in state legislatures. The ADA-supported McCarran Ferguson bill has been reintroduced in the Senate (S. 22) and will be reintroduced in the House soon with both Republican and Democrat sponsors. We also expect additional legislative proposals to be introduced on third-party payer issues in Washington. In addition to a federal approach, the SPA program is sponsoring six pilot projects in the states to address third-party payer issues. We will follow those efforts closely in the coming year. On the therapist issue, this will be a pivotal year in a number of states. Some states seem willing to accept therapists if certain conditions are met, including: training through a CODA-accredited program, some level of direct supervision, and limiting therapist to only practice in specific locations (e.g., limited to tribal lands or community health center settings). Work is progressing on the Senate-side property on schedule. Inclusion of a dental benefit in the Medicare program remains a subject of focus in Washington, specifically with the introduction of Senator Cardin's bill this year. Certainly more such bills will be introduced as they have in the past. None are expected to pass this year. Finally, a coalition exists which is interested in broadening the definition of medical necessity under Medicare so as to cover more dental procedures. The ADA has been involved with this coalition. Our Council on Government Affairs recently passed a resolution requesting that the ADA president transmit a letter to the coalition affirming ADA's current narrow policy regarding medical necessity. This will be done in the near future.

Work on reinvigorating our Foundation continues. Although the environment is difficult for any charitable foundation, the ADAF is currently in a stable financial position. The Foundation is working on its next strategic plan and we expect the Foundation's plan to be well aligned with the ADA plan. In addition to that work, the ADAF board has approved a number of structural and governance changes recommended by the ADA Board. To finalize those changes, we approved the Foundation's amended bylaws at this meeting.

At this meeting, we heard a presentation on our role as trustees of a non-profit organization with for-profit subsidiaries. That is the position we are in with respect to ADABEI and ADABIG. The parent board is not responsible for how the subsidiary operates; that is the job of the subsidiary board. The parent board can express its preferences and displeasures, but only through the subsidiary board.

One of the major initiatives within the ADA is the launch of ADA Practice Transitions, or ADAPT, through our subsidiary ADABIG. This will provide assistance to both new and older dentists in practice transitions and will also facilitate better mentoring relationships. We received an update on this project. The technical platform is almost complete and ADAPT is launching in two states (Wisconsin and Maine) on April 1 as a pilot. This will be a soft launch, limited to 200 participants and without the matching service. This will allow us to assess our work and make any changes necessary. We expect the formal launch in these two states including matching on June 3. The ADABIG board will continue to assess the need and value for the practice purchase aspect of ADAPT. Members in all states can go on ada.org/practicetransitions and fill out the information form. This will allow us to learn where the demand is. A key purpose of ADAPT is to provide the ADA with non-dues revenue and projections so far remain positive.

The Find-A-Dentist pilot ends this year. We heard a report on results so far. It has exceeded its targets. There have been over a million profile views and three million "clicks". More than 70,000 members have completed their profiles, a key step. We learned that traffic was strongest during the summer, immediately before school. The purpose of the program was to address the "busyness" problem of our members. Unfortunately, we cannot tell if the program has had an impact on that. It is not possible to identify how many patients any dentist has gained as a result of this program. We only know that 17% of the public which goes on to the site interacts, in some way, with a dental office. Our Council on Communications will meet in a few weeks. The Council will report to us and the House of Delegates. As we approach budget development in 2020, funding for this program going forward will be a major issue in the coming months. It has been paid for to date through reserve spending and that is not a viable funding mechanism if it becomes part of general operations.

We received an update on a new registration structure for our Annual Meeting. We are moving to a zero-base registration. This will include access to the exhibit hall and any CE on the exhibit floor. CE lectures

will be available at \$25, \$50 or \$70, with workshops costing more. Various VIP packages from \$350 to \$550 will also be available.

The chair and vice chair of our Joint Commission on National Dental Examinations met with us at this meeting. The Joint Commission has been undertaking a strategic planning process. As part of that process, the Commission has concluded that some governance changes will be needed in order to allow it to operate efficiently. The Commission expects to bring forth a resolution to the House this year and we will have an opportunity to review and comments on it later this year.

As we do at every meeting, we heard from our various standing committees, which typically meet over two days immediately preceding the Board meeting. The diligent efforts of these committees is essential and our board would not be able to accomplish necessary work without their help.

Our current strategic plan runs through the end of this year. Because of this, the Board established a work group last year to develop our next strategic plan. That group reviewed significant material and then met for two days in January to develop a draft plan. That plan was presented to us at this meeting and we approved that plan, called Common Ground 2025. It will run through January 1, 2025.

Common Ground 2025 builds on our prior plan, and uses the basic structure of that plan, with Membership, Finance and Organizational Capacity goals. It also includes a mission statement, a vision statement and core values.

Our new plan recognizes that the ADA Constitution includes a dual object for the ADA to promote both the profession and the health of the public. The mission statement reflects this and is now, "Help Dentists Succeed and Support the Advancement of the Health of the Public." The new public goal is "The ADA will support the advancement of the health of the public and the success of the profession." It therefore also reflects our dual Constitutional object. It seeks the "common ground" between the interests of the public and the profession. Where do those interests overlap? It is this common ground which provides the best chance of success. The objectives under our public goal focus on the ADA being the reliable source of information for both the profession and the public. It also includes working to assure that dental benefit programs are sufficiently funded and efficiently administered. This will benefit both the profession and the public.

The other goals of the plan are:

- Membership: "The ADA will have sufficient members to be the premier voice for oral health." The objectives under this goal focus on recruitment of new members, retention of existing members and converting student members to full dues paying status.
- Finance: "The ADA will be financially sustainable." The objectives under this goal call for an increase in total revenue of 2-4% annually and continuing to target unrestricted reserves at no less than 50% of annual operating expenses.
- Organizational: "All levels of the ADA will have sufficient organizational capacity necessary to achieve the goals of the strategic plan." The objectives under this goal focus on capacity both at the national and state levels. In addition, the objectives now explicitly include the organizational effectiveness and alignment of our subsidiaries, including the foundation.

It will be presented to the chairs and vice chairs of our councils later this month and will be the subject of a Board report to the House this year. In addition, each council will be briefed on the new plan at their upcoming meetings.

We had a strategic discussion on consumerism, a disruptive force in our environment. We discussed how proactive the ADA needs to be in the face of disruptive forces. Are we early adaptors or laggards? Consumerism includes trends toward self-diagnosis (e.g., WebMD), medical and dental shopping and price comparison, pricing transparency, "undocoring" (meaning patients seeking care only after researching health conditions first), and the demand for improved user experience. All of these are coming to dentistry or are here already. Another way to look at consumerism is to recognize that our patients are increasingly concerned with convenience, cost and reputation. This reflects how the public increasingly equates oral health care to a commodity.

The dental profession is adapting to this new consumerism in several ways. Certainly, our patients will seek information from new sources. Aspen Dental and similar DSOs stress convenience and cost. Smile Direct is another example of consumerism at work. The point is not that these examples are good or bad, but they are real indicators of consumerism as a disruptor in the dental field. Consumerism in some form is here to stay and technology will continue to evolve both in response to and to advance that trend.

As consumerism advances, more and more dentists will practice in different models and environments than we as mature leaders are used to. As we heard from the DSO dentists in our joint session with the new dentists, the ADA cannot be antagonistic to all new practice models. The ADA will need to be welcoming if we expect these new practitioners to become ADA members. We need to do more than simply defend the status quo. Balanced against this is the need to maintain standards. Certainly, we will also need to educate our members about new technologies and emerging trends so they can be prepared for the future themselves. This will create opposition. From organized dentistry's perspective, are we ready and willing to face it?

We were shown the ADA 2018 Highlights Video that was well received and followed with a round of applause. The ADA is also continuing its work to improve the digital member experience, including the ADA.org experience. Many of the changes to ADA.org are technical in nature but will improve the user experience. The home page design will be simpler and cleaner. All of these changes will lead us to greater personalization. New features will be rolled out over the coming months. In addition to ADA.org, enhancements will be added to the web templates we offer to our state and local societies.

We reviewed issues arising out of the CVS/Smile Direct relationship. Our relationship with CVS has been very valuable to our exposure to the public, specifically for our Seal program. This has translated into increased product submissions to the Seal program. We are all concerned about CVS' relationship with Smile Direct. That relationship is managed by a different group within the CVS structure than the one with which we work. Smile Direct kits are being sold in 100 stores as part of a pilot. We understand that sales are not strong and the pilot has been scaled back somewhat. In six stores, CVS is now testing the concept of in-store scanning for Smile Direct. We have strongly stated our objections and CVS is aware of them. But it is important to note that the Smile Direct products are not being displayed with oral health products and we do not believe there is any confusion between Seal products and Smile Direct. We will continue to closely monitor this and make our views clear to CVS while maintaining what has been a very valuable relationship for the ADA.

A key duty of the Board of Trustees is to review organizational progress under the strategic plan. In order to help us meet that very important obligation, our Executive Director guided us through a review of the results of our operations as reflected in our Quarterly Management Report. This report will change next year as we enter into our next strategic plan. Our reporting will be structured around the goals and objectives of that plan. As part of this review, we discussed finances, membership and organizational capacity.

As part of our review, we looked at revenue trends. We cannot increase revenue sufficiently if we focus only on non-dues revenue. Gains there cannot offset losses in dues revenue. The number of full dues paying members continues to drop. Our new strategic plan focuses, correctly, on total revenue. Continuing on finances, we discussed our decreasing net assets due, in large part, to our reserve spending. Clearly, we need to address reserve spending and when it is appropriate (for investments) and inappropriate (for operations).

We need to educate all of our leaders on these points. Reserves should be spent, apart from fiscal emergencies, only to reverse the long decline in the number of full dues paying members or to invest in order to increase non-dues revenues. We simply cannot afford to pay for every program some of our leaders may be expecting. In fact, all programs need to be carefully examined in light of our financial situation. There will be a concerted effort to bring this message to the HOD.

Finally, we wished two members of our senior staff farewell and a happy retirement. Both Craig Busey and Michael Springer are retiring and this was their last Board meeting. We thanked them both for their years of service.

SCDA Member Benefits Group

Association Gloves & Supplies Strengthens Offering Through Strategic Alliance with The Dentists Supply Company

Members of the South Carolina Dental Association have enjoyed significant savings on gloves and supplies through the association's endorsement of Association Gloves & Supplies. In an effort to expand the value offered to members, Association Gloves & Supplies has created a strategic alliance with The Dentists Supply Company (TDSC).

TDSC operates an online shopping platform only for members of organized dentistry that delivers significant savings on a robust catalog of dental supplies through TDSC.com. The strategic alliance enhances the value proposition of both organizations, vastly increasing savings on dental supplies and adding value to participating in organized dentistry.

"With this alliance, Association Gloves & Supplies is expanding our product offerings and reach to association member dentists across the United States," said Craig Start, president of Association Gloves & Supplies. "TDSC.com offers a superior e-commerce shopping platform and a growing fulfillment operation that will help dentists save on some 40,000 dental supplies with the reliability of a powerful supply chain to ensure they get what they need, when they need it, to support them in delivering quality care to their patients."

Association Gloves & Supplies brings to TDSC a dedicated team of customer service and sales professionals with long-standing, deep relationships with dental associations and dentists around the U.S. The combined companies will significantly increase the collective purchasing power of independent dentists and reduce overall costs and business risks.

"Association Gloves & Supplies has been dedicated to creating value for dental association members all around the country, helping dentists compete on a level playing field when purchasing supplies," said TDSC Interim CEO Jim Wiggett. "TDSC operates with the same mission as Association Gloves, and with our expanded e-commerce platform and catalog of supplies, this alliance will bring double-digit savings to tens of thousands of solo and small group dental practices."

Available to member dentists in 10 states, TDSC.com has saved shoppers a combined \$3 million compared to manufacturer's suggested retail prices. "We are finding most dentists save 20 percent or more on the same or similar products," Wiggett says. "Our customer service staff will happily compare TDSC.com prices to what you pay today to show the tangible savings for your practice. Our company offers the best of both worlds: The value and convenience of online shopping with the peace of mind of dedicated support professionals. That's a combination that is very hard to find."

The South Carolina Dental Association has signed an affiliation agreement with TDSC, enabling SCDA members to access the money-saving purchasing option beginning **May 1**. Current customers of Association Gloves & Supplies will be contacted with information about how to transition to TDSC. SCDA Members will continue to call 877-484-6149 to reach their familiar customer service representatives, who will assist them with great personal service they've come to expect.

To get a jumpstart on leveraging this new benefit, members can request a free price comparison by visiting www.tdsc.com/pricecompare.





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Welcome New SCDA Members!

The SCDA along with our 4 districts welcomed **45 new members** at our Spring District Meetings! We hope you will take a moment to welcome these new members!

We look forward to working with each of you!

Central

Ben Castelsky
Katelyn Flouras
Ryan Herald
Blake Holt
Varsha Kapoor
Joseph Krupa
Christina Mullins
Yann Rodenas
Kaitlyn Rucker
Trent Yoder

Coastal

William Andrews
Seana Cherin
John Comisi
Terry Dingbaum
Lavonne Fore
Kimberly Frisk
Marina Hagens
Allie Long
Kimberly Patterson
Brad Peper
Jessica Rau
Timothy Tremont
Laura Varadi

Piedmont

Adam Carraway
Luan Chau
Subodh Gurung
Aaron Henley
Mary Alice Hughes
Trenton Jensen
Logan King
Robert Oldham
Vitalii Omeliancic
Katelyn Pembroke
Eric Rackley
Brett Shigley
John Storie
Ashley Webb
Allison Workman

Pee Dee

Liena Abreus
Jordan Berry
Aaron Bloom
Benjamin Collins
Katie Riesenberg
Hannah Rustin
Lydia Wright

DENTAQUEST AND SCDHHS

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

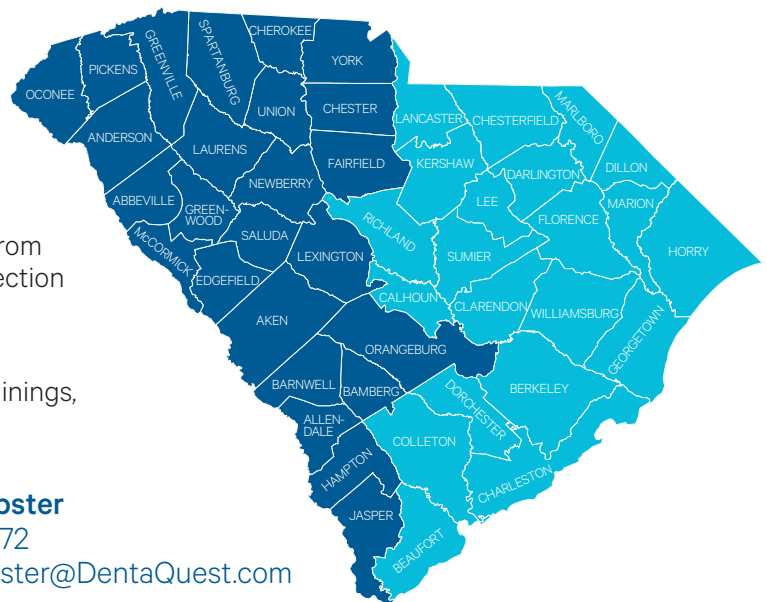
DentaQuest manages the Healthy Connections dental program. We greatly appreciate the contributions of providers. Our provider web portal makes it easy for you to submit claims and authorizations, check member eligibility and more.

DentaQuest is pleased to offer a series of educational webinars on the second Wednesday of every month from noon to 1 p.m. EST. Check the "Related Documents" section of your web portal for more information.

For more information on the South Carolina Healthy Connections Medicaid Dental Program or provider trainings, contact a provider partner.

Ashley Manini
(803) 587-9579
Ashley.Manini@DentaQuest.com

Channell Webster
(803) 240-3372
Channell.Webster@DentaQuest.com



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Classified Ads

Dental Related Services

Palmetto Dental Personnel Inc. is owned and operated by a dental professional with 29 yrs experience and has exclusively provided professional staff for Columbia and the surrounding areas. PDP has dental hygienists, assistants & front office personnel available for temporary and permanent positions. Contact Gail Brannen 800-438-7470, fax 866-234-8085, gbrannen@palmettodentalpersonnel.com or www.palmettodentalpersonnel.com.

Intraoral X-Ray Sensor Repair/Sales- Repairs with rapid turnaround. Save thousands over replacement costs. We specialize in Kodak/Carestream, Dexis Platinum, and Gendex sensors. We also buy/sell dental sensors. www.repairsensor.com or 919-924-8559.

Locum Tenens/Positions Wanted

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. View specific opportunities at www.DentalPower.com or 800-710-9720.

2000 MUSC graduate with SC license in good standing. Seeking **Associate opportunity.** Prefer Columbia, but will consider Greenville or Charleston. Available immediately. I have been treating a high caries risk population since 2005 and am comfortable with all restorative procedures. May leave message by email spitz5150@yahoo.com or 803-348-1795.

Positions Available - Dentists

Our Lady of Mercy's on Johns Island needs **volunteer SC licensed dentists.** M-Th & Tue evenings. Jakki at 843-559-4493.

Volunteer at the Helping Hands Dental Clinic (Georgetown). Th 5:00 pm. Tracy at 843-527-3424 or acct.hhands@gmail.com.

Columbia dental practice seeking highly motivated associate who desires income growth. Send resume to james@garnersferrydentistry.com

Associate positions available in Columbia and Lexington locations. State of the art offices, digital & CEREC. Opportunity for ownership if desired. New grads welcome! Guaranteed pay. Relocation bonus available. Contact: russellch@pacden.com.

Kool Smiles Associate **Dentists needed -FT/PT** opportunities in Columbia and Orangeburg as well as for Traveling Role (Charleston, Rock Hill, Greenville, Anderson, Sumter). Earn daily guarantee up to \$800/DAY +sign-on/relocation! The top half of our dentists earn more than \$200k/year.Renee Baron (404)862-9685 rbaron@benevis.com.

Large group practice seeking **associate dentist.** Positions available in Indian Land and Rock Hill. Competitive/excellent pay for qualified candidate. Experience preferred. State of the art facility. Must have great work ethic, excellent skills and good chair-side manner. Email CV to smilingdds1@gmail.com

Department of Corrections is in need of a dentist licensed in SC to serve our inmate population. Located at our Broad River Campus in Columbia. Schedule is from 7am-3pm. Great state benefits. To join our team, contact Lindsey Mitcham: 803-896-8532.

Associate Dentist needed in Chapin/Lake Murray area part and full time position needed in privately owned, fee for service practice. Potential buy-in opportunity available as well. If interested in full time or part time work, please send resume to southcarolinadentist7@gmail.com.

Looking for **dentist** to expand our staff at growing dental group. 4-5 days per week in St. George/Santee. Prefer to live within 25 miles of practice. 6 dental hygienists/14 op practice. Contact 843-560-2226 or dr.garris@bellsouth.net

Part time **Associate Dentist** needed. Flexible schedule 1-3 days/wk. Private practice 35 minutes from Bees Ferry (Charleston). Full scope general dentistry- OS, endo, crown & bridge etc. Contact seannamattison@gmail.com.

General/pediatric dentist needed. Full-time or part-time. Top compensation offered. Expanding and growing quickly. Email cv to tonia@childrensdentalgroupsc.com.

Dentist: Associateship/partnership opportunity in SC. Our family owned and operated group practice in Columbia is seeking a General Dentist interested in associateship, working independent and/or partnership model. Financial opportunity potential \$400,000+. Please email resume to dentist@admpcmail.com or call Ms. Kimberly 267-434-9786.

Clinical Director of Dental Services- Provides clinical leadership fostering superior quality patient care. Works cooperatively and effectively with the Dental Practice Administrator and Chief Medical Officer. Delivers effective and efficient patient care during required clinical time in compliance with established clinical protocols. Contact Recruiter or email CV to: Itisdale@tandemhealthsc.org.

General Dentist and/or Oral Surgeon part-time or full-time. Great opportunity for a dentist providing urgent care dentistry, which tends to be mostly exodontia services. For more information, please email columbiadentalhealthclinic@gmail.com

Hunter and Spence a Dental Recruiting and Consulting company is currently seeking **FT and PT** Oral Surgeons, Endodontists, Orthodontists, Pedodontists, Dental/Medical Anesthesiologists and General Dentists for our clients in SC and GA. Visit us at: <https://www.hunterspence.com/> Emily Platto (770) 508-6810, eplatto@hunterspence.com

Full time **associate general dentist** needed in Conway SC, with possibility of buy-in. Positive work environment with friendly staff and up-to-date equipment. Located only 30 minutes from the beach! Contact dentalbond@gmail.com.

Lead Dentist - Greenville opening Monday-Thursday! Seeking experienced Lead Dentist for established and busy practice in Greenville. Complete business and operational support. Offering comprehensive treatment planning to majority PPO/fee-for-service patients. Competitive employment compensation & benefit package available. Email resume or referrals directly to katie.hart@dentalonepartners.com or visit www.dentalonejobs.com.

FT Pedodontist or General Dentist opening in Florence, SC! We are seeking doctors interested in providing dental care to children. A passion for educating patients about dental health. Compassion and a strong desire to care for underserved families. Visit us at: <https://www.hunterspence.com/> Emily Platto (770) 508-6810, eplatto@hunterspence.com

General dentist needed in South Carolina. This position is a full time. Daily rate or production of 359. Whichever is greater. Please contact me at jobs29003@gmail.com if interested.

Clinical Dentist/Hygiene Instructor; Florence Darlington Technical College; adjunct position open for summer, with the possibility to become full time; valid SC dental license and 3 years clinical experience required; job posted on sc.gov

Full Time Dentists! Mid America Health is seeking Full Time Dentists! These general dentist positions offer set schedules and a non-traditional setting. We offer paid time off and paid holidays with benefits available! SC Dental License and DEA required. Malpractice provided. Apply today www.mahweb.com! \$1000 HIRING BONUS AVAILABLE!

Positions Available- Staff

Edisto Family Dental is seeking a rock-star **hygienist** to join our team. Ideal candidate would be experienced team-player who loves to educate, enjoys perio, and can administer local. 2-3 days per week. Flexible days/hours. Contact edistofamilydental@gmail.com.

Front desk- receptionist needed for busy Columbia office located in Northeast area of town. Excellent telephone skills and customer oriented attitude required. Knowledge of Dentrrix and dental insurance a plus. Fax resume to 803-736-2891.

PT/FT **Dental Hygienist** and Assistant needed. Looking for highly motivated individual(s) to join our team. Above average compensation and great benefits. Contact drsaenz@barnwellfamilydentistry.com.

ReGenesis Health Care is looking to add a part-time and PRN **dental hygienist** to our team. If you are interested, please email your resume to hr@myrhc.org for consideration.

Dental practice manager, New Horizon Family Health Services, Greenville SC- responsible for coordinating primary dental care access/delivery, daily office operations of company programs, customer services, policies/procedures, registration, patient appointment/scheduling, finance and supervision of staff. Associate/Bachelor's degree in Business Administration, Health Care field preferred. Apply www.newhorizonfhs.org.

Front desk administration/insurance coordinator/reception position available immediately. Must have 2-3 years experience in the dental field. Proficient in use of Eaglesoft or similar dental computer software. Management of front desk operations. Salary commensurate with experience. Well established practice with one dentist in Aiken. Contact Karen 803-642-5747.

Practices/Office Space Available

Satellite dental office; 52 foot trailer. One operatory fully equipped white coastal chair. One operatory plumbed and ready. Lab, reception, business office, 1 full bathroom and HVAC included. Ready to move to your location. \$25,000 OBO call 803-617-8701.

Office duplex for sale or lease- **St. Andrews-Irmo area**. Duplex has 1800sf dental office with 4 operatories, waiting room, lab, reception office and private office for dentist. Office is currently equipped. The rental office next door is currently leased and is 1500sf . Call or text 803-237-5552.

Pee Dee Region- Great opportunity! Looking for practice ownership that includes owning the building? The standalone building has approx. 2400 sf, there are six (6) ops and plenty of additional space. Practice grossing approximately \$500,000. Softdent practice management, panoramic and digital x-rays. Krista Butler, 919-622-8339, krista.butler@henryschein.com. #SC116.

Spartanburg- 1463 E Main St. Dental office available, recently vacated by a pedodontist who has just built her own office. Please call Wood Lay for details 864-583-4110.

Office space for lease Irmo/Lexington SC 1800 sq ft dental office with 4 operatories, lab, private office, reception and 3 bathrooms. High traffic area near Lake Murray Blvd and St Andrews Rd. Rent negotiable; available January 2019. Contact ncalvert@unionunitedmethodist.org for more information.

Office for rent in **Surfside Beach**, for afternoon hours starting at 2:00 or 3:00, Monday-Saturday. 5 operatories, reception, waiting room, lab, lounge, fully equipped. Contact office@dunesdentalservices.com.

Pee Dee Region, SC- Well-established Orthodontic office located on prime real estate. Consistently producing \$830,000 per year, this spacious office has one private treatment room along with a large bay with 5 chairs. The real estate is valued at \$335,000. For details contact Henry Schein Professional Practice Transition Sales Consultant Courtney Howell Robinson, 843-324-0703, courtney.robinson@henryschein.com. #SC117

General practice for sale in **Pee Dee Region**. Attractive, renovated facility, 3,500 sf with 8 ops (3 used for hygiene). Excellent streetside visibility. Steady new patient flow even with limited marketing. 2019 income projected to be \$1M+. Contact McGill & Hill transitions@mcgillhillgroup.com.

Dental practice for sale- located in **Northeast area of Columbia**. 4 operatories, all digital x-ray including pan, dentrix & dexis, paperless. Well established, large patient base, excellent production/collection numbers. Call 803-238-1267.

Practice for sale- Owner retiring after 46 years. Low overhead with three fully furnished operatories and experienced staff. Practice is fully digital with Eaglesoft, X-ray units include portable system with computers in all operatories. Free standing 1375 sq ft building located on high profile corner lot close to Myrtle Beach. Contact 843-340-1004 or 843-248-2894.

Colleton County- Seeking a quiet lifestyle in the low country? Located for growth just 50 miles from historic Charleston, SC is this 4 Op General practice. 2018 GR approx. \$520K. Dentrrix, I/O cam, digital x-ray, pano. Loyal patients and great staff. Building also for sale. For details contact Henry Schein Professional Practice Transition Sales Consultant Krista Butler, 919-622-8339, Krista.Butler@henryschein.com. #SC115

Columbia- This move-in ready and highly profitable practice collects just under \$700K per year and has a loyal patient base that is 95% FFS. The updated 5 op 2,100+ sq. ft. facility is in excellent condition with digital X-ray, digital pan, CEREC, and Eaglesoft. SC-5428. Contact AFTCO 800-232-3826.

Midlands- Enjoy the outdoors as well as practice in a serene community. This general practice has an established active base of mostly FFS patients. The 3 op office grosses over \$300K and is located approximately 60 miles from Columbia or Charleston with easy interstate access. SC-5722. Contact AFTCO 800-232-3826.

Clemson- This practice's average gross is over \$1.3M. It's a mix of FFS/PPO and some Medicaid. This recently refurbished 3,500 sq. ft. state-of-the-art office has virtually all new equipment in 9 ops and is completely digital and paperless. SC-5771. Contact AFTCO 800-232-3826.

For Sale

For Sale: Dental equipment chairs, units, lights, cabinetry, x-ray, vacuum, compressor, sterilizers and handpieces. Any and all things dental call 843-697-7567.

For Sale: I-CAT- 2008 Gendex GX-CB500. This unit is in good working condition and was recently pulled from service and professionally de-installed. \$35,000 contact charles@mstxs.com or 843-697-7567.

For Sale: 2 Sirona Orthophos 3 digital panoramic x-rays. One is fully functional and the other is only missing a timing circuit board. Offering both as is for \$4k obo call 864-229-4813

Soredex Cranex Novus e digital **panoramic for sale**, \$14,000. 3 years old, works perfect. Waranteed through 9/2020. Older units selling for \$19,000 online. 7 refurbished computer towers, \$400 each. Retail for \$800. I can send specs/pictures. Pano buyer responsible for pickup/delivery. Computers can be shipped for extra. Contact fairwaydentalm@gmail.com.

Dental equipment for sale. Lease is available on current office space. Buy equipment for your office or buy and keep in place in fully functioning Irmo dental office. A-Dec cascade chairs (4), ceiling lights, vacuum, x-rays, autoclave, stools, A-Dec executive wall unit, A-Dec handpieces, etc. Contact allison_reynolds@bellsouth.net.

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