



Inside this issue:

Lobby Day 2019	2
ADA Responds to Atlantic Article	4
Editorial	6
Thank You from The SCDA Foundation	6
Member Benefits Group	8
The Dentist Supply Company	10
Classifieds	14

Internationally Renowned Speaker and Best-Selling Author to be Keynote Speaker at 17th Annual Oral Health Forum

The South Carolina Dental Association in collaboration with the SC Oral Health Coalition is pleased to announce that Dr. Robert H. Lustig will be the Keynote speaker for the 17th Annual Oral Health Forum. Dr. Lustig is a Professor of Pediatrics & Director of the Weight Assessment for Teen and Child Health (WATCH) Program at University of California San Francisco, and New York Times Best-Selling Author of "Fat Chance: Beating the Odds Against Sugar, Processed Food, Obesity, and Disease and The Hacking of the American Mind."



The Oral Health Forum is an annual gathering of oral health stakeholders from across the state that come together to discuss and advocate for improved oral health in South Carolina. The theme for this year's event is Making a Difference: Expanding the View of Oral Health. This year's Forum will include sessions that broaden the perception of oral health as it relates to chronic disease, nutrition and overall health. Dr. Lustig's keynote presentation, Making a Difference: Sugar Policy Decisions and the Impact on Obesity, Diabetes and Dental Diseases will offer valuable insight into an issue that greatly impacts our state. Dr. Lustig has become a leading public health authority on the impact sugar has on fueling the diabetes, obesity and metabolic syndrome epidemics, and how addressing changes in the food environment can reverse these chronic diseases.

In his New York Times best-selling book Fat Chance: Beating the Odds Against Sugar, Processes Food, Obesity, and Disease, Dr. Lustig documents both the science and the politics that have led to the current pandemic of obesity and chronic disease. In the Fat Chance Cookbook, Robert provides practical examples for applying healthy eating principles with recipes by Cindy Gershen.

Dr. Lustig is a neuroendocrinologist, with basic and clinical training relative to hypothalamic development, anatomy, and function. Prior to coming to San Francisco in 2001, he worked at St. Jude Children's Research Hospital in Memphis, TN. There, he was charged with the endocrine care of many children whose hypothalami had been damaged by brain tumors, or subsequent surgery, radiation, or chemotherapy. Many patients who survived became massively obese. Dr. Lustig theorized that hypothalamic damage led to the inability to sense the hormone leptin, which in turn, led to the starvation response. Since repairing the hypothalamus was not an option, he looked downstream, and noted that these patients had increased activity of the vagus nerve (a manifestation of starvation) which increased insulin secretion. By administering the insulin suppressive agent octreotide, he was able to get them to lose weight; but more remarkably, they started to exercise spontaneously. He then demonstrated the same phenomenon in obese adults without CNS lesions.

The universality of these findings has enabled Dr. Lustig to weave these threads together into a novel unifying hypothesis regarding the etiology, prevention, and treatment of the current obesity epidemic, and the role of our environment in the biochemical changes that promote weight gain. This has led him to explore the specific role of fructose (half of sucrose and high-fructose corn syrup) as a specific mediator of both chronic disease, and continued caloric consumption.

Please make plans to join your fellow colleagues for what we know will be an informative and educational event. The 17th Annual Oral Health Forum will be held on June 14th at the SC Hospital Association. [Click here](#) to register for the Forum. It is a free event, however, participants must pre-register no later than June 7th.

Published by the South Carolina Dental Association

Design: Maie Burke

www.scda.org

Toll Free in SC:
(800) 327-2598

ADA American Dental Association®

America's leading advocate for oral health

The ADA Dentist and Student Lobby Day 2019

By Dr. Scott Cayouette, SCDA President



The largest health professional group in the USA, ADA Dentist and Student Lobby Day, just descended on Capitol Hill in Washington, D.C. April 16, 2019. 2019 marks the 3rd Annual ADA Dentist and Student Lobby Day with a record setting attendance of almost 1,200 going to Capitol Hill to advocate on behalf of our patients and our profession. This program is a big undertaking to coordinate logistically. There are several key players that help with the logistics: ADPAC Board, ADA Council on Government Affairs (CGA), the ASDA Council on Advocacy, ADA Lobby Team in D.C., and both the ADA and State Constituent or Component Executive Directors schedule appointments with our State Senators and Representatives.

There were four key issues this year to advocate for on Capitol Hill:

- 1. McCarran-Ferguson Repeal for Health/Dental Insurance S. 350 and H.R. 1418**
S. 350 introduced by Sen. Daines (R-MT) and Sen. Leahy (D-VT) and H.R. 1418 introduced by Rep. DeFazio (D-OR) and Rep. Gosar (R-AZ) are both Bipartisan Bills that will repeal the antitrust exemption for health and dental insurance only. This repeal will help inject more competition into the health/dental insurance marketplace since the FTC and the Justice Department would be able to enforce the full range of federal antitrust laws against health/dental insurance companies that engage in anticompetitive conduct. This will definitely promote lower prices, consumer choice, and increase innovation through robust competition.
- 2. Ensuring Lasting Smiles Act (ELSA) S.560 and H.R. 1379**
S.560 is sponsored by Sens. Tammy Baldwin (D-WI), Joni Ernst (R-IA), Sherod Brown (D-OH), and Lisa Murkowski (R-AK) and H. R. 1379 is sponsored by Reps. Collin Peterson (D-MN) and Denver Riggleman (R-VA) are both Bipartisan Bills. 1 in every 33 children are born with congenital anomalies or birth defects that impacts their ability to speak, eat and/or breathe. ELSA would require all private group and individual health plans to cover the medically necessary services resulting from a congenital anomaly or birth defect. This would include inpatient and outpatient care and reconstructive services and procedures, as well as dental, orthodontic or prosthodontic support.
- 3. Resident Education Deferred Interest Act (REDI) H.R. 1554**
This is a bipartisan bill supported by Reps. Brian Babin (R-TX), Paul Gosar (R-AZ), and Jeff VanDrew (D-NJ) will allow medical and dental residents to qualify for deferment and allow all of their loans, both subsidized and unsubsidized, to accrue interest-free during this time frame.
- 4. Student Loan Refinancing Act H.R. 2186**
Introduced by Reps. Mark Pocan (D-WI) and Glenn Grothman (R-WI) this bipartisan bill will allow individuals to refinance their federal student loans to take advantage of lower interest rates at any time the rates are more favorable due to improved economic conditions. Moreover, the refinanced rates would be fixed protecting them from interest rate hikes.

Our South Carolina contingent was composed of 10 ADA Dentists and 12 ASDA Dental Students from MUSC CDM. We were all assigned specific issues to discuss during the tightly scheduled Capitol Hill visits with the Staff for our 9 Congressmen: Sen. Tim Scott, Sen. Lindsey Graham, Rep. Joe Wilson, Rep. Jeff Duncan, Rep. Ralph Norman, Rep. Tom Rice, Rep. William Timmons IV, Rep. Joe Cunningham, and Rep. James Clyburn. The Staff for our Congressmen were very receptive to all of the issues we discussed with them especially the McCarran-Ferguson Repeal and ELSA. I will stress to you the importance for your involvement as a grassroots ADA Member to contact the Senator and Representative in your area! This is especially true for the repeal of McCarran-Ferguson for Health and Dental Insurance S.350 and H.R.1418, allowing the FTC and the Justice Department to fully enforce the Federal Anti-Trust laws will be a game changer for us against the emboldened insurance companies that knowingly engage in anticompetitive behavior. Numbers Mean Everything on Capitol Hill Get Involved Email Them!!



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. You can also follow us on twitter @SCDentalAssoc!

MEDICAL OFFICE BUILDING FOR SALE



210-212 OUTLET POINTE BLVD
COLUMBIA, SOUTH CAROLINA

- ±3,264 SF office/medical office building near I-20
- ±1,776 SF suite of medical office space (former dentist office)
- ±1,488 SF suite of traditional office space, currently occupied with month to month tenant
- Medical office suite consists of waiting room, reception, office, 4 exam rooms, x-ray, and lab
- 24 parking spaces available on site

Contact Exclusive Listing Brokers:

Peyton Bryant

Ryan Causey

+1 803 744 9876

+1 803 744 9836

pbryant@naicolumbia.com

rcausey@naicolumbia.com

NAIColumbia



**SHERER
DENTAL
LAB**

Flexibility is Our Strength.



- Metal & Allergy Free
- Thermoplastic Material
- Lightweight
- Esthetic
- Durable
- Flexible

800-845-1116

www.shererdentallab.com



valplast
Flexible Partials

ADA Responds to Atlantic Article

By Dr. Jeffrey Cole, ADA President

Fellow dentists,

I'm sure you were as dismayed as I was to see a story in The Atlantic entitled, "The Truth About Dentistry," because it was actually very far from the truth. The article alleges dentistry lags behind the medical profession and is not very scientific and evidence-based in regard to diagnosis and treatment.

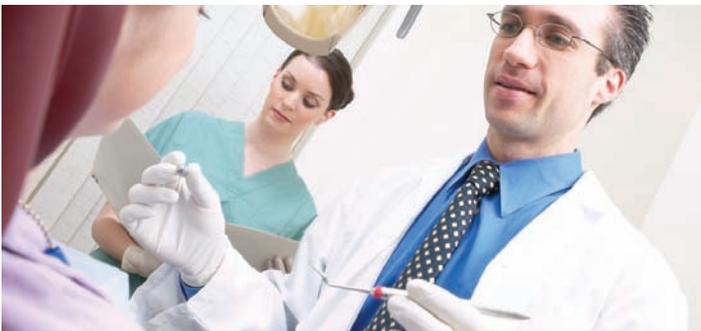
The story also serves to reinforce negative stereotypes of dentists. The writer uses one instance of a dentist accused of performing unnecessary treatment as a springboard to malign the entire profession of dentistry. This sort of story cannot go unchallenged.

I sent a letter to the editor of The Atlantic, which you can [read here](#).

If you are asked about the article, the ADA offers these talking points that you can share with your patients:

- The American Dental Association and dentists across the country are dedicated to the health and safety of the patients they serve.
- The overwhelming majority of dentists are ethical practitioners, and that's why dentists are consistently ranked among the most honest and ethical professionals, according to Gallup public opinion polls.
- I am a member of the ADA and when I joined, I agreed to abide by the ADA Principles of Ethics and Code of Professional Conduct. My patients' trust is extremely important to me.

- The ADA is also dedicated to evidence-based dentistry. Evidence-based dentistry integrates the dentist's clinical expertise, the patient's needs and preferences, and the most current, clinically relevant scientific evidence. All three are part of the decision-making process for patient care.
- I encourage my patients to:
 - openly communicate with me regarding their oral health care
 - ask me any questions they may have about a diagnosis or procedure prior to treatment
 - discuss alternative treatment plans, or seek a second opinion



Buying your first practice doesn't have to be painful.

PARAGON cultivates relationships, not just clients. We'll match you with the opportunity that fits your career aspirations, and guide you through every step of the process.

Start your practice with a smile. Call now.

Your local PARAGON dental transition consultant
Kenneth Gudz, DMD

PARAGON
DENTAL PRACTICE TRANSITIONS

866.898.1867
info@paragon.us.com
paragon.us.com


Approved PACE Program Provider
PAGD/MAGD Credit
Approval does not imply acceptance
by a state or provincial board of
dentistry or AGD endorsement
4/1/2016 to 3/31/2020
Provider ID# 302387

In any healthcare profession, trust between a doctor and patient is of paramount importance. We cannot let an isolated article such as this shake our patients' faith in us as dedicated practitioners.

I am proud of our profession, our Association and the ADA's Principles of Ethics and Code of Professional Conduct. As your President, I know you strive to uphold these principles every day.

Integrity is one of the ADA's core values along with Commitment to the Improvement of Oral Health. To me, these core values and the Principles of Ethics and Code of Professional Conduct are the real truth about dentistry.

Reprinted with permission. Copyright © 2019 American Dental Association. All rights reserved



where conventional & digital connect

THE BDS DUAL ARCH DIGITAL DENTURE



conventionally sent. digitally made. hand perfected.

Call 1.800.476.2771 and ask us about the Baltic Digital Denture. Your 2 appointment denture awaits!

scta419

SCDA Editorial: What Has Happened?

By Dr. Noel Fuller

Last year our SCDA President said something like, "It would not take long for our dental profession to devolve into a trade." Well it is happening; however, we are not becoming a trade, but a Profitable Corporate Monster, where "being a team player" is the rebuke when a dentist questions a treatment plan, all in the name of profit margin! Yes, the professional milking of insurance companies is the "in thing" for corporate dentistry, and now these corporations are even buying up the offices of our colleagues with professional expertise and ethics, and turning their offices into profitable monsters of computerized treatment plans – very aggressive ones at that. Tooth decay means endodontic therapy and a crown, and a 4mm pocket somewhere in a quadrant means deep root scaling. I have had conversations with numerous colleagues, all experienced, clinically excellent dentists who refer patients to me, and they are very concerned about what is going on.

How else do I know? I'm one of the few endodontists in SC who takes Medicaid, and numerous corporate entities are scheduling 2 or 3 reversible pulpitis cases/week for endo; our trusting patients are now just "cases." When I graduated from MUSC back in 1973, our mantra was "Protect the Pulp" along with "Do what is Best for the Patient"; however, in just ONE generation the corporate mantra is all about "Maximizing Profitability." Our TRUSTED DENTAL PROFESSION has already changed, and situational ethics has become no ethics at all. A good friend of mine, who does fill in work for numerous dental offices, is horrified at not only the treatment plans which are totally unethical, but the lack of needed supplies and equipment: no slow speed hand piece, no Dycal, minimal high speed burs. Furthermore, when he called the dentist who is on vacation or at a meeting with a question about the treatment plan the typical comment is "Just do the treatment plan." He told one dentist "We have a problem here, I have ethics and you don't; find another dentist", as he cancelled his working schedule. May his tribe increase, and may we all have the courage to do the same. The grandson of another friend of mine, asked his granddad as he was leaving for college, "Grandpa, do you have any advice for me?" My wise friend asked, "You know the difference between right and wrong don't you?" The reply was "yes." "Well do right then" was the admonition.

So, what is the answer? I wish I had an easy one, but changing the human heart is not something that we can drum up within ourselves. I've had the privilege of doing extractions in many primitive areas in other countries, no electricity in fact. However, when generators and TV entertainment come into that area, contentment decreases and crime increases – amazing what entertainment can do – greed is usually the consequence, and the password for greed is just 4 letters – MORE. Perhaps we need to get a better handle on "righteousness with contentment" and that can only come from God. We will all give an account one day!

Dr. Fuller contributed this article to the South Carolina Dental Association. The views expressed do not necessarily represent the views of the South Carolina Dental Association.

Thanks from the SCDA Foundation

At our recent meeting in Myrtle Beach, the Foundation held its annual silent auction. Sincere thanks to all the members, dental staff and vendors for participating. We raised \$5,800 towards scholarships for dental assisting and hygiene students at the Tech schools and MUSC rising senior dental students. We thank Dr. Ed Eckert who contributed \$1,000 in memory of Dr. Jim Ingrassia, a fellow resident at MUSC Oral Surgery Program. Contributions are accepted year round. Please also remember to include the \$40 donation with your yearly dues payment.

Special thanks to Connie Wallace, Dina Robinson, Sara Machowski and Cheri Tisdale for their two days of time, a valuable contribution to keeping this project going.

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.



The dental acquisition market is producing strong valuations.

Interested in Selling?

We have multiple buyers interested in the Columbia, SC area.



robin@goUSDT.com
Call 843-815-6869

www.goUSDT.com

DENTAQUEST AND SCDHHS

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

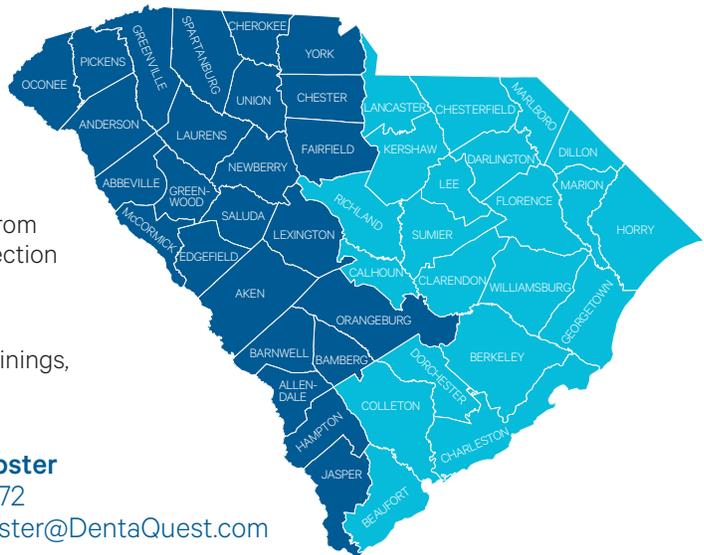
DentaQuest manages the Healthy Connections dental program. We greatly appreciate the contributions of providers. Our provider web portal makes it easy for you to submit claims and authorizations, check member eligibility and more.

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



SCDA Member Benefits Group

Insurance for SCDA Members



We often get calls at the SCDA office from SCDA Members wondering if we recommend specific companies for services such as HIPAA Compliance Training or Credit Card Processing. Did you know that the SCDA also has contracts in place to work with certain insurance agents as well? Here's a quick breakdown of the insurance options available to you:

Health Insurance: The SCDA offers a Group Trust Plan through BlueCross BlueShield of South Carolina which gives you access to the largest network of providers in the state.

There are 18 medical plans from which to choose, including two new Health Incentive Accounts. These plans also include Vision, Disability, and Life Insurance Benefits. The SCDA Group Trust Plan also offers an all inclusive (includes surgery) office visit copay. To see if your practice is eligible please call the SCDA at 803-750-2277 or email scda@scda.org. Individual BCBS insurance plans are also available.

Medical Bridge Gap, Cancer, Accident, or Critical Illness: These policies through Colonial Life can provide additional coverage and help cover expenses not covered by your health insurance. For more information, please contact Will Greene at 843-384-3549.

Disability, Life, and Long Term Care: Withers Crest is contracted with over 50 different carriers and can offer association discounts to SCDA members. Reach out to Jeremy Withers at 843-732-3304 or jwwithers@witherscrest.com to review your insurance options or to ask questions about your current policies.

Medicare Insurance Supplements: If you are about to turn 65 and are looking into Medicare Supplements, Bill Pace is the SCDA endorsed Medicare specialist. He can help you find the Medicare Supplement plan that is best for you. Please contact him at 864-978-1387.

Property and Casualty Insurance: AssuredPartners offers both commercial and personal lines of insurance. Since they work with multiple carriers, they can shop around to make sure you are getting a good price on the insurance coverage you need. If you have more questions, please contact Debbie Martin, the account manager for SCDA Members, at 803-758-2550 or debbie.martin@assuredpartners.com.

Congratulations to the winners of our
2019 SCDA Annual Session Giveaway!

Dr. Daniel Halasz (Grand Prize Winner)

Dr. William Burn

Dr. Peter Stoltz

Dr. Rourk Freeman

Dr. Macy Poaps

Dr. Lina Miraziz

Dr. Shannon Wilson

Dr. Kathi Sample

Be on the lookout for more giveaways in 2019!



When taking
care of smiles,
**make each
moment
matter.**

PNC can help.



We're making business banking easier.

At PNC, our team of dedicated Healthcare Business Bankers understands your business challenges and the important role that cash flow plays in your success. That's why we offer a range of solutions to help optimize management of your practice's revenue cycle and payables, so your business can run with less complexity and payments can be received promptly.

Learn more at pnc.com/hcprofessionals or by calling 877-566-1355



Make today the day.SM

©2018 The PNC Financial Services Group, Inc. All rights reserved. PNC Bank, National Association. Member FDIC

Comparing Consistency in Supply Pricing: Three tdsc.com Case Studies

By Dentists Supply Company (TDSC), an SCDA Endorsed Company

The Dentists Supply Company is now delivering supply savings to association members in 24 states. This rapid growth means even stronger collective buying power, but it's also called attention to the nationwide need for consistent, competitive pricing.

By shopping tdsc.com, dentists continue to see 20% average savings through tdsc.com compared to the manufacturers' suggested retail price*. However, the TDSC difference is often greater when compared to the actual amounts practices have been paying elsewhere. Members are seeing how tdsc.com prices can be lower and more stable than their invoiced prices from other suppliers.

Through its free price comparison service, the TDSC team analyzes shoppers' current invoices from other major suppliers to find product-by-product savings potential. These comparisons, calculated on behalf of state dental association members from New York to California, are revealing four e-commerce irregularities.

For the exact same name-brand products, as invoiced by major suppliers:

1. Pricing differs significantly from supplier to supplier.
2. Pricing differs significantly from state to state.
3. Pricing differs from practice to practice shopping the same supplier in the same state.
4. Many dentists are charged more than the MSRP.

Case studies of three popular products show how these differences create cost inequities and how TDSC continues to demonstrate consistent savings.

Case study 1: Disinfecting wipes**

The MSRP for Metrex/Totalcare CaviWipes Disinfecting Towelettes (160/pkg) is \$10.40*.

- The exact same product is \$8.24 at tdsc.com every day, a 21% savings (\$2.16).
- Dentists in California and 11 more states shared invoices with TDSC showing the prices they paid for CaviWipes.
- In the 27 invoices reviewed, the per-unit price charged was as high as \$16.49.
- In 17 of the invoices, practices were charged a price higher than the MSRP.
- None of the practices that shopped the same supplier were charged the same price.

Of note, one supplier charged a practice in South Carolina nearly double what it charged another practice in California for the same CaviWipes.

Case study 2: Anesthetic cartridges**

The MSRP for Septodont Septocaine 4% with Epinephrine (50/pkg) is \$67.50*.

- The exact same product is \$45.59 at tdsc.com every day, a 32% savings (\$21.91).
- Dentists in California and 12 more states shared their invoiced Septocaine prices with TDSC.
- In a sampling of 43 invoices, the per-unit price charged was as high as \$60.99.

Of note, one California practice paid \$45.05 per unit while another California practice paid \$60.49 per unit to the same supplier.

Case study 3: Dental floss**

The MSRP for Sunstar Americas GUM Eez-Thru Threaders (500/pkg) is \$35*.

- The exact same product is \$28.61 at tdsc.com every day, an 18% savings (\$6.39).
- Dentists in several states, including California, shared their invoiced Eez-Thru Threaders prices with TDSC.
- In a sampling of 15 invoices, the per-unit price charged was as high as \$35.

Of note, five different major suppliers charged significantly different prices from practice to practice and state to state for the same Eez-Thru Threaders.

Continued on Page 12

Ambulatory Anesthesia Associates

Services Provided
Throughout
South Carolina
www.ambanes.com

**You do the dentistry.
We keep our eyes on
the patient.**

Over 30 Years
of service providing
Sedation & Anesthesia
in the dental office
delivered with patient
safety and satisfaction
first in mind

Anesthesia is performed
by a Board Certified
Dentist Anesthesiologist,
a doctor with years of
specialized training. Your
patient will receive a
focused one-on-one
individualized anesthetic

(800) 549-1201



These three products are just a small example of the value association members are seeing by shopping online at tdsc.com. Through its price comparison service, the TDSC team is giving practices a clear view of the substantial savings potential on a wide range of supplies and small equipment from the same trusted brands.

For a CDA member with a Bay Area practice, a recent comparison against invoiced prices paid elsewhere revealed 25% average savings (\$1,284.07) for 38 exact-match products at tdsc.com. And, for a Utah Dental Association member with an Odgen-area practice, a tdsc.com comparison against invoiced prices paid elsewhere revealed 49% average savings (\$2,939.15) for 33 exact matches.

With free shipping on every order and often more savings potential on equivalent alternates, tdsc.com is delivering members of organized dentistry even more opportunities to control overhead costs.

- See how your current prices compare. Request a no-cost custom comparison of your invoices from other suppliers at tdsc.com/pricecompare.

**Price comparisons are made to the manufacturer's list price as of the date of publication. Actual savings may vary.*

***Price comparison based on an actual customer who purchased the exact same product within the past twelve months. All trademarks used herein are the property of their respective owners in the United States and abroad. All prices shown were correct at the time of publication but are subject to change without notice.*

This article originally appeared on tdsc.com.

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



Fully HIPAA-Compliant Email
Designed by 1,000 Dentists

Endorsed by 

888.810.7706 iCoreConnect.com/scda



POWER through Partnership

Solutions – Not Just Insurance

PERSONAL INSURANCE
COMMERCIAL INSURANCE

Debbie Martin

Account Executive
P: (803) 732-6441
debbie.martin@assuredpartners.com

Christina Sutton

Account Manager
P: (803) 758-2553
christina.sutton@assuredpartners.com

Endorsed by 

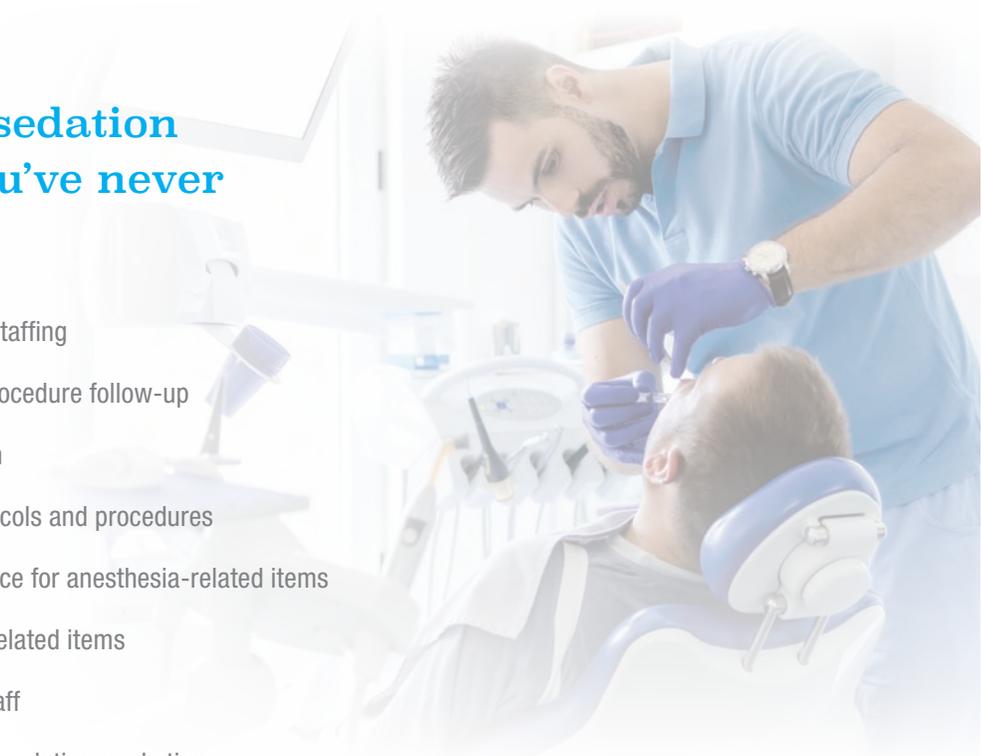


www.assuredpartners.com

I N N O V A T I O N
M E E T S
C U S T O M I Z A T I O N
M E E T S
S E D A T I O N

Comprehensive sedation solutions like you've never seen before.

- ▶ Anesthesia administration and staffing
- ▶ Patient assessment and post-procedure follow-up
- ▶ Clinic sedation safety evaluation
- ▶ Provision of clinic-specific protocols and procedures
- ▶ Inventory management assistance for anesthesia-related items
- ▶ Education of staff on sedation-related items
- ▶ ACLS and BLS instruction for staff
- ▶ Consultation services, including sedation marketing and strategic business planning



NovaSed

Solutions for dental sedation.

**Call us today at 864.881.1650
to see how we can help your business.**

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.

Need coverage for maternity or medical leave? Extended vacation? Caring, experienced general dentist available for temporary/locum tenens position in the Charleston area beginning mid-July. Flexible schedule as of now. charlestontempdentist@gmail.com if interested.

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 a message by e-mail 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** 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, good chair-side manner. Email CV 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

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.

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

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.

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 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

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!

Part-time Associate Dentist needed for growing practice. Availability 1-3 days per week. Ideal candidate must love working with children. Please forward resume to: afriday@firstsmilesdentalofcamden.com.

Heartland Dental, the largest dental support organization, is looking for a **dentist** for a very profitable practice in the Columbia area. This practice offers unlimited earning potential, strong doctor led culture, state-of-the-art equipment, and freedom from management burdens. Please contact Gerald Fleming @404-610-0699 for more info.

The James B. Edwards College of Dental Medicine at MUSC is seeking applications for a **FT faculty member** whose duties will include: 1.Part-time Director in the College's Faculty Practice. 2.Part time faculty member in the Department of Oral Rehabilitation. visit: <http://careers.pageuppeople.com/756/cw/en-us/job/512756/univ-open-rank-faculty-practicedirector>

DentalWorks of Greenville is seeking an experienced **General Dentist** to join their dynamic team in Greenville, SC. Must have 2+ years of experience and active SC Dental License & DEA. Offering competitive Benefit Package, Paid Malpractice Insurance, Paid Continuing Education, and more! Send your CV to Mary Barfield at Mary.Barfield@DentalOnePartners.com.

Part time **Pediatric or General Dentist** that likes treating children- Excellent opportunity to join our incredible pediatric dental team. The office has all the latest technology & this is not a corporation so no one will be looking over your shoulder. Guaranteed daily rate or a percentage of collections whichever is greater. Contact rellis@kidsfirstdentalsc.com.

D4C Dental Brands is currently hiring a **Pediatric Dentist** for positions in SC. We are dental specialists owned practices looking for support for one of our locations in Charleston. Our offices are child friendly, fun and committed to quality dental care. We offer benefits and competitive compensation. Visit us online d4cdentalbrands.com.

Amazing **associate opportunity!** FT and PT positions available. Beautiful 11,000 sq ft facility with 13 operatories. Fully staffed lab on site. This is an opportunity to work with two high producing dentists one of which is scaling down his schedule. Compensation is 35% of collections paid bi-weekly. Thursday, Friday with opportunity to work nights and Saturday. rduleba@valuedentalcarolinas.com.

Columbia General Dentist opening: annual compensation from \$200,000 to \$250,000. Possible sign on bonus or relocation allowance, equity-ownership track potential. DDS or DMD from a school accredited by Commission on Dental Accreditation (CODA) and American Dental Association. Contact recruiting@capitalcitydentistrysc.com.

Florence General Dentist opening: annual compensation from \$200,000 to \$250,000. Possible sign on bonus or relocation allowance, equity-ownership track potential. DDS or DMD from a school accredited by Commission on Dental Accreditation (CODA) and American Dental Association. Contact recruiting@brightstartdentalsc.com.

Full time dentist opportunity in Coastal, Brunswick County, NC. Established practice seeking compassionate doctor to provide extraordinary and comprehensive patient care! See our website for patient testimonials and community involvement. Coastalcosmeticdentistry.com. Send CV/ resume to careers@ccfdmail.com.

We are seeking a **full time dental associate** to establish long term relationships with staff and patients. Compensation is 35% of collections. All other terms of employment are negotiable. Must have at least 5 years of experience or have completed a residency. Must be compassionate and work well with children. bgyc6bh@gmail.com

Part time Associate Dentist needed for a growing low country practice 45 miles from Charleston. Availability of 2 days a week, possible 3 as the practice continues to expand. Compensation is a percentage of collections with a guaranteed daily minimum. Contact 843-709-3580 for more information.

Beautiful, state of the art general practice, looking for a **specialist to join our team**. Maybe you want to expand to a satellite location without the overhead of building. Or you want to slow down a bit. 3 fully operational rooms are ready for you! kasey_bdc@hargray.com.

New practice in Ridgeland seeking a motivated **FT dentist** beginning July 2019. Great opportunity to have your own practice without the headaches of ownership. Daily guarantee and competitive pay. Strengths should include surgery, endo, pedo. Min. 1 year experience. Non-corporate office with strong support network to succeed. hpdentalresumes@gmail.com.

White Knoll Lexington/Northeast Richland opportunity for an **associate with buy in** option. Fast growing area with modern new construction and equipment. Email pgoose@gmail.com

Positions Available- Staff

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.

Full-time **Office Manager** needed for a busy practice in Cayce. Looking for a strong leader to run the day to day operations. Benefit package and competitive salary. Contact hr@todaysdentalsc.com.

We are looking for a **Hygienist** ready to create memorable patient experiences. Our Hygienists are responsible for delivering direct dental care to patients under the general supervision of a Dentist. The ideal candidate will love working with kids (they make up 80% or more of our patient base). Contact rwhitlow@benevis.com.

F/T Hygienist needed in Ballentine/Irmo 4 days per week. Contact anthonymartindmd@aol.com.

We are seeking an experienced **Hygienist** for our state-of-the-art office in Hilton Head Island, SC. Must be an energetic, driven professional who is looking for an opportunity to become part of a great team. Top pay and benefits. Jennifer.SouthernSmiles@gmail.com.

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.

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 nalvert@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.

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

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.

An hour from Charleston- This practice opportunity offers a relaxing small town life about an hour from Charleston. This is a 3 op, free-standing building with plenty of parking and good street visibility. The practice grosses over \$320K per year and has a strong, active patient base. SC-5914 Contact AFTCO 800-232-3826.

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-5870 Contact AFTCO 800-232-3826.

Near Charlotte- This 100% FFS practice is poised for continued growth in a rapidly expanding community. It is a modern, stand-alone office with room to expand. There is excellent cash flow from almost \$720K in collections. The seller prefers to sell real estate but is open to options. SC-5908 Contact AFTCO 800-232-3826.

Dental office for sale in Darlington. Four operatories and two hygiene rooms. Contact hbaker4@sc.rr.com.

Spectacular GP for sale in SC. Real estate available for purchase separately. State of the art office. High profitable practice. Please contact Mike at mike@encompass-ihc.com for more information.

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.

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.

Reinvest



The **Patterson Advantage**® program helps you build the practice of your dreams.



How are you going to reinvest in your practice to build its worth?
As a **Patterson Advantage**® member, you're earning Advantage Dollars on your everyday merchandise purchases, technical service fees and Patterson financing. Put those real dollars to work for your practice – with a new handpiece for now or upgraded equipment and technology for your future.

PATTERSONADVANTAGE®
YOUR PARTNER IN PRACTICE GROWTH

Greenville Branch
105-G Ben Hamby Drive
Greenville, SC 29615
864-676-0333

Columbia Branch
400 Arbor Lake Dr., Suite A100
Columbia, SC 29223
803-754-8754

Charleston Branch
2300 Clements Ferry Rd., Suite 103
Charleston, SC 29492
843-849-5260