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## 150th SCDA Annual Session Award Winners

By Phil Latham, SCDA Executive Director

The 2019 South Carolina Dental Association (SCDA) Award Winners were recognized at the recent SCDA Annual Session Awards Luncheon in Myrtle Beach, SC on Thursday, May 2, 2019.

The George P. Hoffmann, Jr. Distinguished Dentist Award winner was presented to Dr. George (Pete) Hoffmann, III. Dr. Hoffmann graduated from Clemson University and subsequently graduated from the MUSC College of Dental Medicine. He has practiced general dentistry in Piedmont, SC for several years, and resides in the Greenville area.



Dr. Hoffmann

Dr. Hoffmann was instrumental in starting the South Carolina Member Benefits Group which was originally called Stonemark Services. He served on the Benefits Board for two terms and has served on the SCDA Dental Benefits Committee, the SCDA Investment and Finance Committee and numerous other Committees and Task Forces. On the national level, Dr. Hoffmann is a fellow of the American College of Dentists and Pierre Fauchard Academy.

Dr. Patrick Jopling wrote in his nomination letter, "As his father gave so much to the South Carolina dental community many years ago, Pete has followed in his footsteps." Dr. Jopling also mentioned that "Dr. Hoffmann's devotion to his dental craft is unparalleled."

Dr. Hoffmann also served in the United States Air Force where he received the Flying Cross Award 3 times and the Helicopter Rescue Award 4 times.



Dr. Kessler

The Meritorious Achievement Award was presented to Dr. Raymond Kessler of Charleston, SC. Dr. Kessler has been a long-term member of the South Carolina Dental Association and has been very involved as a faculty member at the James B. Edwards College of Dental Medicine. Dr. Kessler has had several publications and provided presentations. Dr. Kessler was nominated for this award because "he is a respected faculty member and an exemplary clinician, who has demonstrated significant achievements in dentistry in the areas of professionalism, leadership and academics," said Dr. Tariq Javed who nominated him for this award. Dr. Javed added that Dr. Kessler "is remarkable in his contributions in preparing our students to the challenge of the examinations offered by the State Board of Dentistry."

to the challenge of the examinations offered by the State Board of Dentistry.

The New Dentist Award was presented to Dr. Daniel Hall of Piedmont, SC. Dr. Hall graduated from Wofford - Magna Cum Laude and followed that with graduation from MUSC College of Dental Medicine. While in dental school, he received several awards and represented MUSC on numerous occasions. Currently, Dr. Hall represents the



Dr. Hall

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Sixteenth District on the ADA's National New Dentist Committee. Dr. Watson mentioned in his nomination letter that "Daniel lives and breathes the saying that Leadership is an opportunity to serve, it is not a trumpet call to self-importance."



Ms. Riley

The SCDA presented two Dental Team Member Awards. The first was presented to Ms. Shanea Riley of Irmo, SC. Ms. Riley has served as a dental hygienist for several years for Dr. Loretta Felder McKelvey. In her nomination letter, Dr. McKelvey wrote "Shanea, represents in all aspects, the ideals that make dentistry an esteemed profession. She exhibits dedication to patient care and education."

The second Dental Team Member Award was presented to Ms. Janice White of Charleston, SC. Janice is a hygienist in the practice of Drs. Tom Kays and Scott Cayouette. In their nomination letter, they mentioned that Janice had 40 years of experience and that she "is dedicated not only to the dental profession's "dental team concept" but also to the patients she serves." They added that "she is giving, compassionate, and will go the extra mile for anyone."



Ms. White

Please join the SCDA in congratulating the winners.



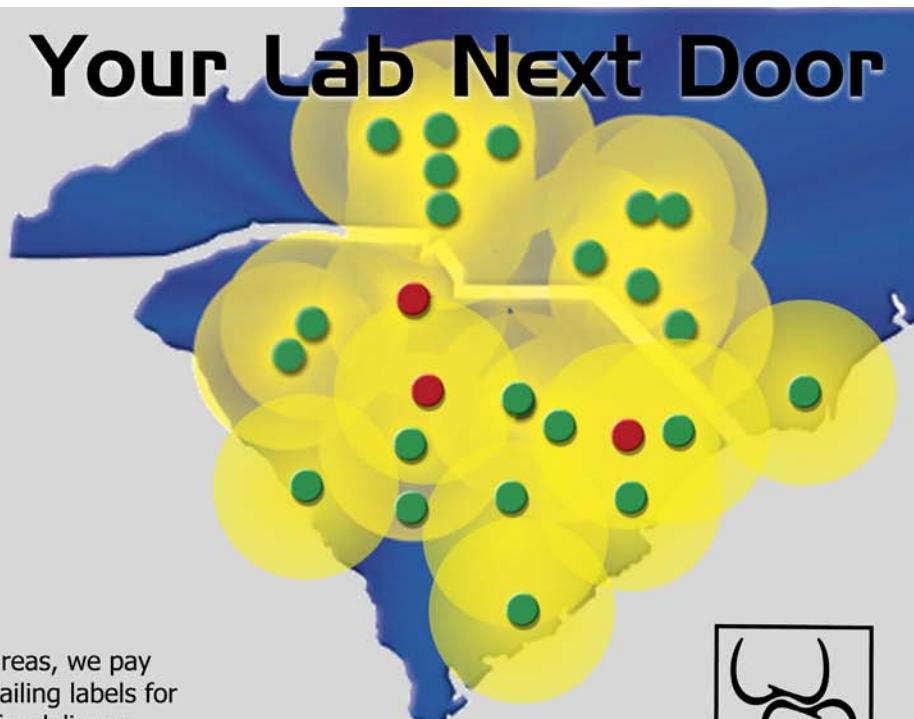
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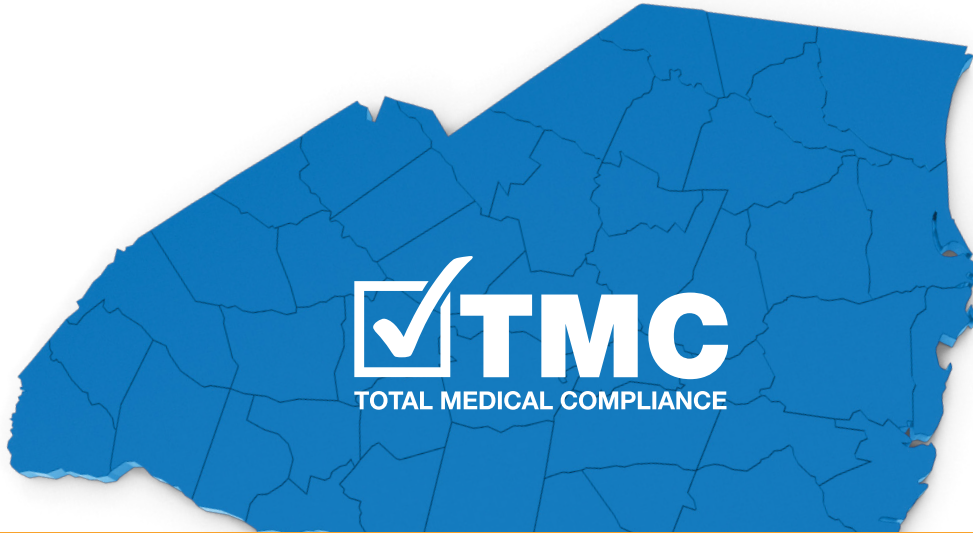
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## The Dentists Supply Company (TDSC)- THE BIGGEST SCDA MEMBER BENEFIT EVER!! By Dr. Scott Cayouette, SCDA President



All dentists understand that Dental Supplies are a huge component to our overall practice overhead! We as dentists cannot work without our critical supplies. Would it not be awesome if your SCDA membership will enable you to be apart of a buying group that will save you MORE MONEY than the COST OF YOUR MEMBERSHIP! Look no further because SCDA has just partnered with The Dentists Supply Company (TDSC) in order to bring you huge savings on your dental supplies.

Rightfully, you may ask who or what is TDSC? TDSC is more than just another online dental supplier, it is a collective of dentists that believe in organized dentistry and that this collective has substantial buying power to deliver savings to the group. TDSC was born in 2017 in California by dental association members. Through its growing numbers TDSC is able to negotiate discounted prices with manufacturers and distributors which translates to deeper discounts on your dental supplies.

I know what you are thinking, "It's too good to be true!" that is what SCDA and the Member Benefits Group thought at first as well. SCDA and the Member Benefits Group sat back in 2017 and we waited to see outcomes in other states. So far we are not disappointed and we were not misled by the hype. Plus 30 States have now affiliated with TDSC and 8 more are considering joining, that is a sign of significant buying power and deep discounts for you the member dentist. This is the "Real Deal" and what does that mean for you a SCDA Member is this:

- Online shopping at tdsc.com 24/7
- Wide selection of supplies and small equipment
- TDSC only uses authorized vendors for every product
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As of right now this should be up and running on May 1, 2019 and special instructions will be mailed to those members who presently purchase their supplies through the Association Gloves program. Also, Mark Brown will be happy to do a price comparison quote for you. Please email him at brownm@scda.org, just make sure to include copy of your invoices or a print out of your dental supply list with product description. Finally, a great big THANK YOU to Phil Latham, Mark Brown, Tressa Crowley, SCDA Staff, Craig Little, David Moss and the Member Benefits Board Members for making this happen for the SCDA Members! So, Go Now and Sign Up!

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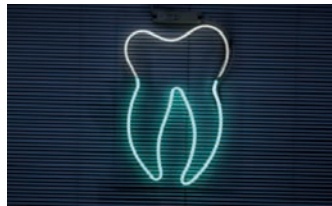
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# Dental Lifeline Network • South Carolina

April 2019



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www.DentalLifeline.org

In 2012, the South Carolina Dental Association partnered with Dental Lifeline Network • South Carolina in developing a Donated Dental Services (DDS) program to help people with disabilities or who are elderly or medically fragile and had no other access to dental care. The South Carolina DDS program is part of a network in which services are available in all 50 states and the District of Columbia. DLN volunteers provided over \$26 million in donated treatment in fiscal year 2017-2018.

DLN launched a new volunteer recruitment campaign in November to help veterans with special needs and attract more volunteers. With the help of the American Dental Association and other membership organizations, promotions and emails were sent to dentists asking them to volunteer for “Will You See One Vet,” a moniker DLN adopted for Veteran services. The campaign attracted over 400 new volunteers nationally, including some from SC, and these new volunteers will be linked with veteran applicants with disabilities or who are elderly or medically fragile.

*Since inception, South Carolina dentists and labs have donated over **\$2.2 million** worth of comprehensive treatment for 487 vulnerable people.*

## Donated Dental Services (DDS) Program Totals

Below is a snapshot of the first nine months of this fiscal year compared with last year’s final statistics.

	7/01/18–3/31/19	7/01/17-6/30/18
Donated Treatment Value <sup>1</sup>	\$362,644	\$471,642
Donated Lab Value	\$28,360	\$61,145
Average Value of Treatment <sup>2</sup>	\$4,535	\$4,002
Patients Served <sup>3</sup>	144	179
Patients on Wait-list	196	166
Participating Dentists	206	195
Participating Labs in SC	24	25
Participating Labs outside SC	26	26

<sup>1</sup>Donated treatment value includes donated lab value.

<sup>2</sup>Average value is based on patients that have completed comprehensive treatment; does not include active patients, or patients who continue to receive ongoing care from their DDS volunteer.

<sup>3</sup>Number of Patients Served includes: patients who completed their treatment plan; patients who received services but treatment plan is not yet complete; and patients who are linked with a volunteer but haven’t yet received treatment.

The DDS program restores the oral health and often transforms the lives of the patients we serve, like Priscilla, 73, who lives in Richland County. Priscilla has six stents in her heart and suffers from uncontrolled diabetes. In addition her dental situation was impacting her overall health and ability to eat. Her teeth were misaligned that resulted in constant headaches when she ate. Sadly, Priscilla could not afford the dental treatment she needed. She is the primary caretaker for her husband with Alzheimer’s disease and the couple survive on their Social Security benefits and a small pension that just covers their monthly expenses. Fortunately, the DDS program was able to help and a generous volunteer dentist and a lab came to her aid. Thanks to these volunteers, Priscilla received thousands in donated treatment that restored her ability to eat and gave her a reason to smile!

For more information go to [DentalLifeline.org](http://DentalLifeline.org) or contact DDS Coordinator: Vivian Lovingood, [vlovingood@DentalLifeline.org](mailto:vlovingood@DentalLifeline.org) or 803.726.4522



Dr. Jeffrey Gardner (Mount Pleasant), volunteer since 2009, with his DDS patient.

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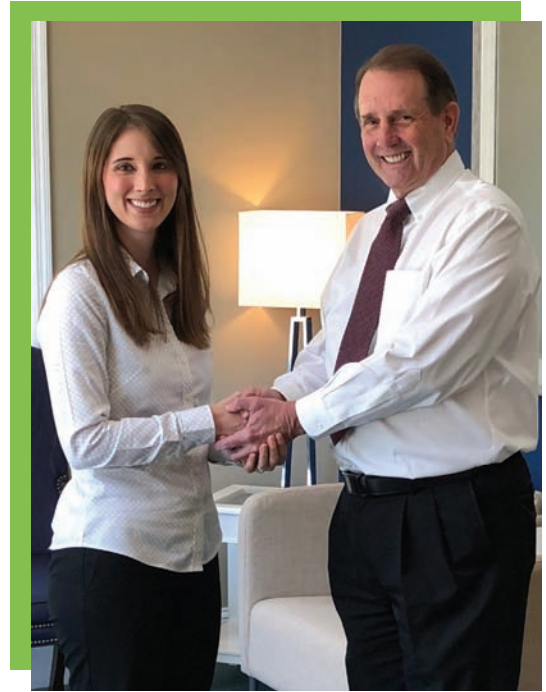
Dr. Mollie Duke has acquired the Columbia practice of Dr. Creig DuPuis. Dr. Robin Turner of US Dental Transitions team is pleased to have assisted in this transition.



The dental acquisition market is producing strong valuations.

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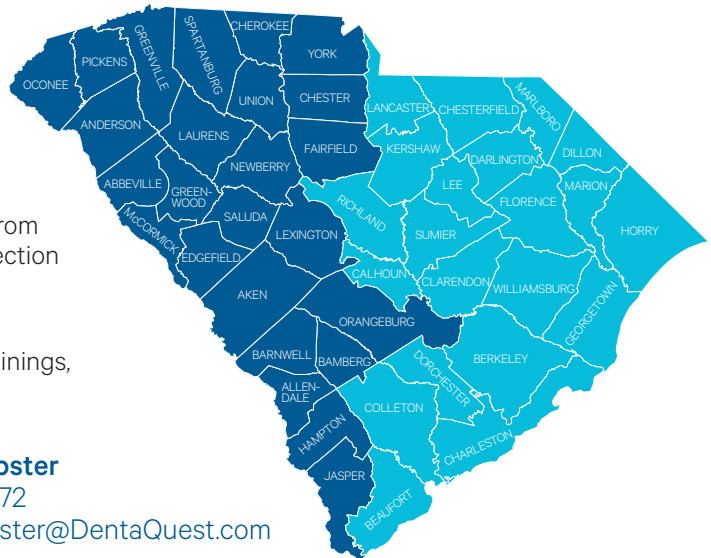
DentaQuest manages the Healthy Connections dental program. We greatly appreciate the contributions of providers. Our provider web portal makes it easy for you to submit claims and authorizations, check member eligibility and more.

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](mailto:Ashley.Manini@DentaQuest.com)

**Channell Webster**  
(803) 240-3372  
[Channell.Webster@DentaQuest.com](mailto:Channell.Webster@DentaQuest.com)



## Sending ePHI via Email? Here are Five Things Needed to be HIPAA- Compliant

By Robert McDermott; President/CEO of iCoreConnect, an SCDA Endorsed Company

Do the words "HIPAA compliance" make your eyes roll? When it comes to emailing Protected Health Information (PHI), HIPAA compliance doesn't need to be complicated or pricey. Keep the following in mind...

### The "big guys" aren't HIPAA compliant right out of the box.

Using a service like Gmail, Yahoo!, or Outlook to send ePHI may seem familiar and easy, but to actually fulfill HIPAA rules, these services require you to install multi-layered modifications that eat up your time and cash.

You might not know, but it's your responsibility to acquire Business Associate Agreements (BAAs) from all your vendors. For example, if you're using Gmail, then Google is your vendor. Google can provide BAAs, but, again, you have to know to ask for them. A truly HIPAA-compliant vendor automatically provides you with this agreement.

### Encryption alone does not equal compliance.

This is important! You'll see many ePHI services, especially the free ones, advertised as "HIPAA-Compliant" because they use encryption. You need to know that *encryption alone does not equal compliance*. It's only one of the **five federal HIPAA technical safeguards required by law** that you have to fulfill.

### The Safest Bet? Make Sure You Have These Five Things.

#### 1. The Best Level of Security (Including Encryption)

When you send an email with PHI, encryption protects that information by scrambling it as it travels between you and the recipient. You want the highest level of encryption possible. For example, the **minimum** required encryption level is **256-bit** and the **best** encryption level is **2048-bit**.

#### 2. Assurance You're Emailing PHI to a Legitimate Provider

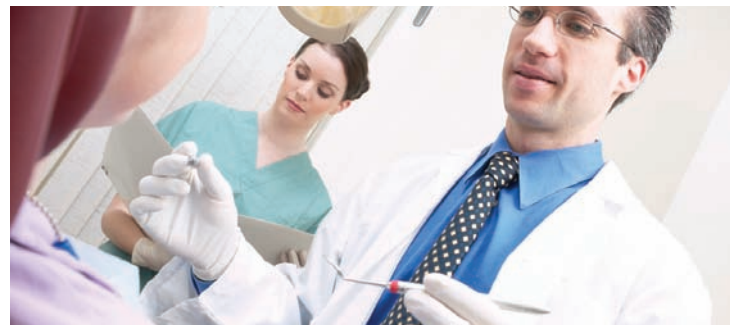
Your secure email service must be able to verify that the providers you're sending to are (1) actually who they say they are, and therefore (2) qualified to receive PHI. For example, the email service itself can automatically verify a dentist using their American Dental Association (ADA) registration number. The government recommends using an email service built on the **DIRECT protocol**, which meets the federal standard for provider verification.

#### 3. Assurance No Email You Send or Receive Can Be Accessed by Others

A truly-secure email provider will neither be inclined nor able to access the content of your emails for data gathering, marketing or advertising. The messages you send should be between you and the other provider, patient or qualified third party. On your side of things, make sure all your team members have unique, secure logins, and are automatically logged off when away from the computer.

#### 4. Audit Readiness

In case you get hit with a HIPAA audit (which may happen even if you've done nothing wrong), you'll need to be able to immediately provide a detailed audit trail of every PHI email exchanged by your practice within the last six years.



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### 5. Safe, Secure and Unaltered Records

To provide a six-year audit trail of all messages, your data must be safely stored where it can't be accessed, lost or changed. You will want to make sure your back-up storage is located away from your office or home in multiple, hyper-secure locations. That's why many practices are moving to the cloud. Storage in the cloud means your data is safely kept on servers at multiple secure facilities that can't be hacked or broken into.

### Too Good to Be True?

Your email might offer service for free. It might even claim that encryption is its full security solution. But, remember, if it **falls short of any of the five Technical Safeguard laws**, then it is too good to be truly HIPAA compliant.

iCoreConnect's HIPAA-compliant email service, **iCoreExchange** is endorsed by the SCDA, and costs \$22.50/mo/subscription.

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## SCDA Member Benefits Group

### 3 Things to Watch for in Credit Card Processing

Running a successful dental practice can make you feel like you need to have expertise in everything. Navigating credit card processing fees can be complex, so here are some tips from SCDA-Endorsed Best Card to make sure you don't sign something you regret.

**1. Understand your costs and watch for increases.** It's easy to write whole articles on card processing pricing, but it's important to have a basic understanding of costs. Often, processors will sign you at a low rate, then regularly raise costs until the pricing you signed up for bears little relation to the pricing you pay now. To find your monthly effective rate, divide your total fees by your total sales; Best Card's average dental office pays about 2.18%. You can send a recent statement to [CompareRates@BestCardTeam.com](mailto:CompareRates@BestCardTeam.com) or fax to 866-717-7247 and they can tell you how much you could save every month!



**2. Always ask for Early Termination Fees in writing.** It's common for processors to verbally claim "no contract" but have excessive fees listed on your signed agreement. These are commonly \$250-\$799 but some processors add in clauses that can make them more expensive. We've worked with offices with early termination fees of over \$100K due to lost profitability clauses despite the sales person saying no long-term contract!

**3. Never lease equipment.** Leases are probably the MOST expensive way to get equipment. During the term of the lease, you will pay multiple times more than the actual equipment cost. Usually "free" equipment actually means signing a very expensive commitment.

Best Card is the endorsed credit card processor of the SCDA and offers exclusive member pricing, saving the average dental offices \$2,768 (24%) with great customer service. Call them at 877-739-3952 to see what they can do for your office!

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DRNA, endorsed by SCDA, is your complete 360-degree solution for amalgam separators and waste management. The new Environmental Protection Agency (EPA) rule requires dental practices to install amalgam separators and recycle the waste annually by July of 2020.

While the EPA rule makes installing an amalgam separator mandatory\*, paying for one is most definitely not! As a benefit of membership, the SCDA has arranged for its dentists to receive a **FREE** amalgam separator when signing up for DRNA's low-cost recycling service with a 3 or 5-year service agreement.<sup>1</sup> This is a savings valued at up to \$850 for being a member of the SCDA!<sup>2</sup>

To receive your free amalgam separator visit [drna.com/SCDA](http://drna.com/SCDA) or call 800 360-1001 ext. 2 [info@drna.com](mailto:info@drna.com)

\* Please contact the SCDA for a list of offices that are exempt.

<sup>1</sup> Receive a free unit when you sign a 3- or 5-year recycling agreement at \$500/year for the BU10-5 and \$750/year for the BU10-30, inclusive of all costs.

<sup>2</sup> Retail price of the unit has, from time to time, been less because of other promotions.







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

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**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.

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**General/pediatric dentist** needed. Full-time or part-time. Top compensation offered. Expanding and growing quickly. Email cv to [tonia@childrensdentalgroupsc.com](mailto: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](mailto: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](mailto: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](mailto: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](mailto:dentalbond@gmail.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](mailto: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](mailto:katie.hart@dentalonepartners.com) or visit [www.dentalonejobs.com](http://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](mailto: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](http://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](http://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@firstmilesdentalofcamden.com](mailto:afriday@firstmilesdentalofcamden.com).

You became a **dentist** to provide excellent patient care and have a career that will serve you for a lifetime. To view full job description and to apply: <http://www.click2apply.net/3fk5p54ptrxf6gh> PI108455497

You became a **dentist** to provide excellent patient care and have a career that will serve you for a lifetime. To view job description and to apply: <http://www.click2apply.net/cvsz7tnfxwm64nbx> PI108455509

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](mailto: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](mailto: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](http://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](mailto: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](mailto: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](mailto:recruiting@brightstartdentalsc.com).

#### **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. [edistofamilydental@gmail.com](mailto:edistofamilydental@gmail.com).

**Front desk-** receptionist needed for busy office located in Northeast Columbia area. Excellent telephone skills and customer oriented attitude required. Knowledge of Dentrax 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](mailto: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](mailto:hr@myrhc.org) for consideration.

**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](mailto: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](mailto:rwhitlow@benevis.com).

**F/T Hygienist** needed in Ballentine/Irmo 4 days per week. Contact [anthonymartindmd@aol.com](mailto:anthonymartindmd@aol.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](mailto: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](mailto: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](mailto: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](mailto: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](mailto: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.

**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. Dentrax, 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](mailto: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.

**Dental office for sale in Darlington.** Four operatories and two hygiene rooms. Contact [hbaker4@sc.rr.com](mailto:hbaker4@sc.rr.com).

#### **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](mailto: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](mailto:allison_reynolds@bellsouth.net).

# Reinvest



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