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Dr. Julian Harrison (Hal) Fair, III

By Dr. Gene Atkinson, SCDA Historian

Dr. Hal Fair is one of three candidates for the office of President-Elect of the entire American Dental Association at the upcoming ADA Annual Session in October. He has represented dentistry well throughout his career as a leader in the SCDA, the SCAGD, the ADA House of Delegates, and as the Trustee for ADA District 16. All of us wish him well in the upcoming election in October. The following is Hal's biography that was written by SCDA Historian Dr. Gene Atkinson for the upcoming 150th anniversary history book of the SCDA in 2019.



Dr. Hal Fair

Dr. Hal Fair was born in 1953 in Orangeburg, South Carolina to Julian H. and Doris Hane Fair. He grew up in St. Matthews, S.C. and graduated from Wade Hampton Academy, now Orangeburg Preparatory School, in Orangeburg in 1971. Dr. Fair had his college experience at Clemson University where he graduated with a Bachelor of Science degree in 1975. He received his dental education at the College of Dental Medicine at the Medical University of South Carolina and graduated there in 1978. Dr. Fair began his practice of general dentistry in Wagener, S.C. in 1978 and remains there today.

Dr. Fair has been very active in governance in dentistry throughout his career. He has served as president of the following: the Edisto Dental Society in 1985, the Central District Dental Society in 1992 to 1993, the South Carolina Academy of General Dentistry from 1992 to 1993, and the South Carolina Academy of Practice Administration in 1994 to 1995. Dr. Fair has also served the South Carolina Dental Association as Chairman of the Public Education Committee, the Joint Medicaid Committee, the Long Range Planning Committee, and the DENPAC Board. Annually since 2006, he has been a presenter at the American College of Dentists' Ethics Day Seminar at the College of Dental Medicine.

From 2004 to 2005 Dr. Fair had the privilege of serving as the SCDA president. The theme he chose for that year was "Focus on the Changing Faces of Dentistry." During that year Dr. Fair created a new focus on dental students. A seminar was sponsored at the dental school entitled, "Getting Fit for Dentistry," that taught the dental students how to deal with stress and how to maximize their performance while doing so. Additionally Dr. Fair led the efforts to have a dental student as an Ex- Officio member on the SCDA's Board of Governors. Also a dental school Advisory Committee was formed to offer advice and guidance to the College of Dental Medicine. Legislative issues during his presidential year included: conscious sedation guidelines, mobile van guidelines, the Rural Health Initiative, and licensure by credentials. Dr. Fair helped create a task force on the Give Kids a Smile initiative. Another area he stressed was to identify and develop new, young leadership for the SCDA.

On the American Dental Association level, Dr. Fair has served on several committees: the ADA Snowdent Task Force and Joint Council, the ADA Standards on Informatics, the ADA Compensation Committee, the ADA Library Task Force, and the ADA Student Debt Task Force. He has also served on the ADA Council on Dental Practice and was its Chairman from 2002 to 2003. Dr. Fair was an Alternate Delegate to the ADA House of Delegates from 2001 to 2006 and a Delegate from 2006 to 2012. Dr. Fair was also the Chairman of the South Carolina Delegation from 2008 to 2012, and as the 16th District Caucus Chairman from 2011 to 2012.

Dr. Fair is only one of a few dentists from South Carolina who has achieved both the Fellowship and Mastership level in the Academy of General Dentistry.

For his many years of dedicated service to dentistry, Dr. Fair has been inducted as a Fellow in the American College of Dentists, the International College of Dentists, and the Pierre Fauchard Academy. He was the Carolinas Section Chairman of the American College of Dentists in 2012.

Dr. Fair has been bestowed several outstanding honors in his career. He was presented the Distinguished Alumnus Award from his high school, Orangeburg Preparatory School, in 1995. In 2008 Dr. Fair was honored by the South Carolina Dental Association with the George P. Hoffman Award, the highest honor it bestows for service to dentistry, the community, and mankind. The Medical University of South Carolina honored Dr. Fair in 2015 with the Alumni Award of Honor, the highest honor it gives to an alumnus for service to dentistry and the College of Dental Medicine.

In the community arena, Dr. Fair has been a coach of Dixie Youth Baseball and T-Ball leagues to help nurture the lives of youth, along with instilling values in their lives, as they progress throughout life.

Dr. Fair has been a very active member of Wagener United Methodist Church. He has been Chairman of the Administrative Board for 11 years, as well as served on numerous committees. While a dental student, Dr. Fair faithfully attended church in Charleston and met his future wife, who was the daughter of the minister there. He married the former Sherry Williams, and they had two children: a daughter Rainey, who also became a dentist, and a son, Banks.

Dr. Hal Fair has dedicated his entire adult life serving dentistry. His leadership through all of his positions through the years has helped make dentistry the outstanding profession that it enjoys being today.

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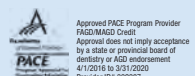


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2016: Last Chance to Begin Participation in the South Carolina Medicaid EHR Incentive Program By SC DHHS

Program Year 2016 is the final year in which Eligible Professionals (EPs) and Eligible Hospitals (EHs) can begin to participate in the South Carolina Medicaid Electronic Health Record (EHR) Incentive Program. There are many benefits to program participation, including the following:

- Providers that are eligible to participate may receive up to \$63,750 for full participation in the program. This includes a payment in the first participation year of \$21,250 to adopt, implement or upgrade (AIU) to a Certified Electronic Health Record Technology (CEHRT) system, or to demonstrate meaningful use (MU) of CEHRT.
- Providers can achieve measurable improvements in patient health care delivery and performance to promote better patient outcomes through the use of CEHRT:
 - Diagnostics and patient safety
 - Practice efficiencies and cost savings, including documentation and coding
 - Care coordination, including electronic exchange of clinical information with other designated providers
 - Patient participation/self-management

Am I Eligible? To participate in the South Carolina Medicaid EHR Incentive Program, an EP must be one of the following five types of Medicaid providers: physician (MD, DO or optometrist); dentist; certified nurse-midwife; nurse practitioner; or physician assistant practicing in a Federally Qualified Health Center (FQHC) or a Rural Health Clinic (RHC) led by a physician assistant. Other criteria must be met, including Medicaid or Needy Individual patient volume thresholds. To see if you are eligible, check the [Medicaid State Information Eligibility requirements](#) and then contact the South Carolina Department of Health and Human Services (SCDHHS) Division of Health Information Technology (HIT) at HITSC@scdhhs.gov if you have any further questions about program eligibility.

How Do I Get Started? To register and get started, please visit <https://ehrincentives.cms.gov/hitech/login.action>.

- Need help with CMS registration? CMS EHR Information Center: (888) 734-6433

Additional Resources: Need information about the [Medicare and Medicaid EHR Incentive Programs?](#)

- Need help with an attestation for the S.C. Medicaid EHR Incentive Program? HITSC@scdhhs.gov
- S.C. Medicaid EHR Incentive Program website: www.scdhhs.gov/hit



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Executive Director's Notes

The SCDA had a very busy year with numerous legislative items. The final summary of the issues SCDA was involved with during the 2015-2016 Legislative Session are below. The new Legislative Session will begin January 2017. If you have any questions regarding any of the legislative items, feel free to contact the SCDA.

Legislative Bill	Abbreviated Description	Committee	SCDA Action
S 136	Would allow dentists to be paid like physicians when emergency work has been provided in a hospital setting.	Senate Medical Affairs & House 3M	This was a carryover bill from 2015. This bill was introduced by Sen. Ray Cleary. SCDA testified in both the Senate and the House and it was unanimously approved by both Committees. The bill was replaced with H 5100 introduced by Representative Fry.
H 5100	This bill replaced S 136, but had the same meaning.	Senate Medical Affairs & House 3M	This replacement bill was unanimously approved by both Committees. Bill was signed into law 5-12-2016.
S 245	Dental Therapist bill pre-filed in 2015.	Senate Medical Affairs	This was a carryover bill from 2015. SCDA met with Sen. Tom Davis and explained that there was a better approach than a therapist solution. SCDA pushed for a Community Oral Health Coordinator (COHC) position which passed the legislature in 2010, but without funding. A proviso has been issued to fund COHC's in some areas of the State. There was no further action and the bill was eliminated.
H 3078	Nursing bill to expand scope of practice	House 3M	This was a carryover bill from 2015. The subcommittee voted to adjourn debate on this bill and discuss a bill submitted by the SCMA. SCDA will continue to monitor this bill very closely. In 2016, sub committees heard additional testimony, but no decisions were made. There was no further action and the bill was eliminated.
H 3508	Nursing bill to expand scope of practice	House 3M	This was a carryover bill from 2015. This relates to House bill H 3078 and SCDA will be monitoring this bill very closely. In 2016, sub committees heard additional testimony, but no decisions were made. There was no further action and the bill was eliminated.
H 3452	Assignment of Benefits	Labor and Insurance	This was a carryover bill from 2015. This bill would require insurance companies to pay the provider of services directly and not submit payment to the insured. There was no further action and the bill was eliminated.

Continued on Page 7

Legislative Bill	Abbreviated Description	Committee	SCDA Action
State Budget	Rural Incentive Program. This allows monies to be awarded to dentists to assist with their education debt who practice in rural areas of SC.	House Ways & Means	SCDA sought a continuance of money for this program. Money was granted in the State Budget.
State Budget	Donated Dental Services. This program allows the most vulnerable people with disabilities and who are elderly or medically fragile to receive free comprehensive dental treatment.	House Ways & Means	SCDA sought a continuance of money for this program. Money was granted in the State Budget.
S 357	Good Samaritan Law – would allow dentists and physicians to be exempt from liability when providing free medical services.	House Judiciary	This was a carryover bill from 2015. Senate Medical Affairs passed the bill and the full Senate passed after third reading. This bill was replaced with H 4999 introduced by Representative Goldfinch.
H 4999	This bill replaced S 357, but had the same meaning	Senate Medical Affairs and House Judiciary	This replacement bill was unanimously approved by both Committees. Bill was signed into law 5-25-2016.
S 1036	MUSC Faculty Licensure - This is the bill that passed the SCDA House of Delegates in December 2015.	Senate Medical Affairs and 3M	This bill unanimously passed the Senate and House. Bill signed into law 6-3-2016.
H 3994	Identification Badges	House 3M	This was a carryover bill from 2015. It would require dentists and other health care professionals to wear a name badge with their SC license number. There was no further action and the bill was eliminated.
H 4977	Hygiene – This bill would allow hygienists to provide reversible primary preventive dental care in facilities like hospitals, medical offices, etc. and be directly reimbursed for those services.	House 3M	This bill was introduced February 24, 2016, but no hearings or meetings were held. There was no further action and the bill was eliminated.
H 5145	Infection Control Regulations	Senate Medical Affairs	Would add that 2 hours of required Continuing Education be in Infection Control and that dental offices follow the CDC Infection Control guidelines. Regulation was signed into law.
Doc. 4626	Sedation Regulations	House and Senate	The SCDA, Lobby Team and State Board have worked together to develop regulations to accompany the Sedation Law. The regulations have passed the legislature. Regulations were signed into law. SCDA continues to work with the State Board on the implementation of these regulations.
CDHM and GKAS	Receive a Proclamation naming February 2016 as CDHM and naming February 5, 2016 as GKAS day.	Senate and House	Proclamation was issued by the Governor.

President's Message



It is a little after 6:00 pm on Saturday, August 27, 2016. Lights are off. Doors are locked. All is quite at the Civic Center in Florence, SC. Gone are the 300+ volunteers. Gone are the trailer trucks full of equipment and supplies. And gone are the nearly 1600 or more patients who stood in line for hours and many overnight to alleviate chronic pain from infected teeth or to repair a broken smile. Although I am writing this article ahead of these events, it is how this will play out as it has for the past 7 years. And Monday, August 30, 2016, the Staff of the SCDA will begin thinking of next year just as they have since this time back in 2009.

Dr. Chris Griffin

With the SCDA providing seed money to the tune of \$50,000.00, Dr.'s Larry Ferguson and Carter Brown set in motion the logistical nightmare of choreographing the first SCDA DADs event in Charleston, August of 2009. Dental supply companies such as Benco, Henry Schein and Patterson took the lead with donations of materials and support. Lori and Robyn Paschall managed all of the supplies and have consistently been a presence in this area ever since. In addition, computer support from IT4 Dental McCraw Corporation has been priceless.

For 2009, there were 148 volunteer dentists and total production for the 2 ½ day event was around \$600,000.00. This has been essentially repeated more or less over the next 6 years from 2010 until 2015. Statistical data throughout the years has remained somewhat constant and has averaged the following:

- Dentists: 148
- Patients: 1500
- Volunteers: 300
- MUSC: Although I do not have accurate numbers for student and faculty participation, let's just say it is significant and we could not do it without them.
- Production: \$830,000.00

There have been 8 SCDA DAD Chairmen since 2009. Dr. Carter Brown has the only distinction of leading this effort on 2 separate occasions. For 2016, Dr. David Moss has been the most recent addition to this exclusive club. And although leadership changes yearly, the continuous thread which keeps the fabric together is the SCDA staff who physically oversee all aspects of the program each and every year; beginning to end.

For those who have taken on the mantle to put together this program, they can attest to the hours of planning, extreme distress over having a proper number of volunteers to staff the event and their many prayers that DADs will be pulled off with no major malfunctions. This is no small accomplishment and the cost physically and financially is high. Fortunately, larger donations from groups such as The Bruce Lee Foundation, Delta Dental, Dentaquest, and the Pierre Fauchard Academy Foundation have eased financial concerns and allowed the SCDA to focus more or less on the logistics of succeeding over the years.

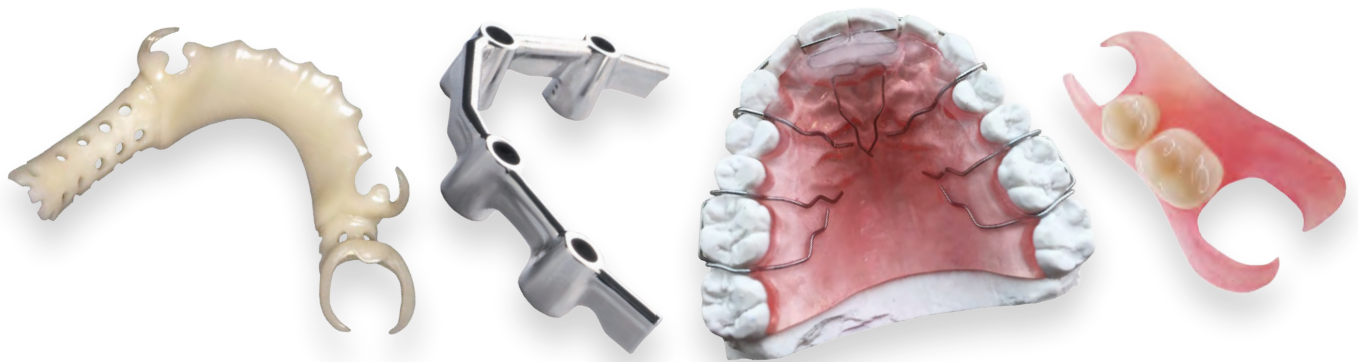
For the over 10,000 South Carolinians who have benefited from these events, their gratitude and appreciation is overwhelming and immediate. I have seen tears of joy, sincere handshakes and grins from ear to ear. Often it is a simple thank you that seems to touch your inner soul. In so much as it is a healing process for the patients; the unintended consequence for volunteer participants is beyond measure. Personally, I have participated in all but one DADs event. As the date draws near, my mind and body recognize that familiar fatigue and exhaustion the event will eventually produce as in previous years. But I am also reminded of the energy, excitement and fellowship that the soul requires and demands to achieve inner peace and personal success.

Master Calendar

September 9	Central District Meeting	Columbia Conference Center	8:00 am
September 16	Coastal District Meeting	Trident Technical College	7:30 am
September 16	Pee Dee District Meeting		8:00 am
September 23	SCDA Board Meeting	SCDA Office	9:00 am
September 23	Radiation Safety Exam	Midlands Technical College	9:30 am
September 30	Piedmont District Meeting	Poinsett Club	7:30 am



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By Mark Brown



Mr. Mark Brown

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Dr. Michael Salley (Orangeburg), volunteer since 2015, with his DDS patient

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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. DLN projects that DDS volunteers will provide almost \$25 million in donated treatment in fiscal year 2016-2017. **Since inception, South Carolina dentists and labs have donated over \$900,000 worth of comprehensive treatment for 234 vulnerable people.**

DDS Program Totals		
Below is a snapshot of this fiscal year compared with last year's final statistics.		
	7/1/15-6/30/16	7/1/14-6/30/15
Donated Treatment Value	\$269,499	\$235,199
Donated Lab Value	\$31,614	\$29,182
Patients Treated	72	67
Average Value of Treatment	\$3,739	\$3,553
Participating Dentists	149	110
Participating Labs in SC	26	23
Participating Labs outside SC	16	12
Active Patients	66	50
Pending Applications	295	216

The DDS program restores the oral health and often transforms the lives of people who would not otherwise receive care, like 55-year-old Ms. C. of Spartanburg. She is a divorced mother who raised two children on her own. In 2012, she was diagnosed with breast cancer, began losing consciousness at work and struggled to perform her duties. Eventually she lost her job and then her home, forcing her to live in her car for eight months until she qualified for Social Security Disability. Fortunately, she has an apartment now and continues to undergo cancer treatment. In addition, she suffers from severe neuropathy in her legs and feet as a result of the cancer treatment as well as chronic obstructive pulmonary disease, emphysema, and depression. Ms. C. had all of her teeth extracted two years ago in an effort to help her overall health. Medicaid paid for the procedure but would not cover dentures to replace her teeth. Without any teeth, eating was extremely difficult and Ms. C. developed gastrointestinal issues in addition to her other medical problems. She desperately needed dentures but could not afford them and had nowhere to turn for help. Fortunately, a team of generous DDS program volunteers, consisting of a general dentist, oral surgeon, and a lab, came to her aid. **Thanks to this caring team, Ms. C. has received more than \$2,400 in donated care!** She wrote to express her heartfelt appreciation for this amazing gift.

“ I feel so much gratitude for your generosity. Thank you again for your help and please know that you have helped to change my life! ”

Volunteer by going to: www.DentalLifeline.org/Volunteer or contact Dawn Peltier, DPeltier@DentalLifeline.org or 803.726.4522

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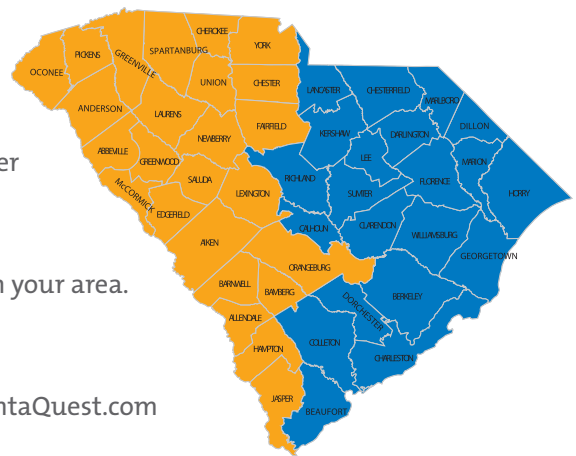
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5 Strategies for Stimulating Cash Flow

By Susan Rackcliff, Tekcollect

As the back to school season approaches, there's a big tendency for dentists to identify the need for change. With the fall season comes football and other exciting commitments, so many say I'll make the change next year. What if you started thinking of your internal accounting practices like preventive dentistry? Where should you make changes now to keep your cash flow healthy through the New Year and beyond? Check out these top 5 strategies that you can begin using today:

- 1. Don't Write Off Delinquent Balances:** You might be thinking, "Wait, aren't write-offs the cost of doing business?" It seems easy to simply write off your delinquent balances and call it a day, especially with the year-end crunch. Let's put it this way: Say you were to write off \$20,000.00 for 2016. In order to recuperate that loss, you would need to treat \$200,000.00 worth of additional new patient production – just to break even! Many practices do not realize the true cost of a write off in terms of overall business health. Think of your monthly production. How long are you willing to work for free to offset your losses? Even more important, these write-offs are yours and your family's profits (retirement account, future education, vacation memories, etc.). Now, what if - instead of just writing off that original sum, you also invest a small percentage of that into an A/R management system that recovers the funds, so you could replace it back on the books as revenue the following year? Practices that make solid commitments to A/R health have reported up to a 75% reduction to the number of delinquencies that eventually become write-offs.
- 2. Reach Out to Patients During Tax Refund Season:** Beginning in January, your patients begin filing their taxes and collecting refunds. This means that your patients who may have been strapped for cash at the end of the year now have replenished funds to honor their financial responsibilities. Did you know? The National Retail Federation says that over 40 percent of consumers expecting to receive tax refunds will use them to pay off existing debt. Tax season is the most effective time to reach out to your slow-paying patients – but the window is smaller than you think. It's critical that timely communication is made as early in tax season as possible. It all starts with a coordinated contact plan. Whether you make one with your staff or through a third party, consider having that plan in place before the holiday season and executing it within the first several weeks of January.
- 3. Anticipate Year-End Insurance Benefits for Delinquencies:** If you're marketing your services like most practices in America, chances are you're filling your December calendar with patients who are maximizing their insurance benefits once their deductible is met. The lift in production looks great for the bottom line, but what happens when the influx of patient responsible balances go unpaid into 2017? If you are planning to boost your business with year-end procedures, begin putting your A/R strategies in place to balance out delinquencies.
- 4. Provide Year-end Staff Relief:** Dentists have set the bar for running their businesses by using a lean, talented administrative staff, handling the tasks of a group twice their size. As a result, your team is faced with the daily challenge of prioritizing which tasks are most important to resolve. Additionally, you as dentists are generally immersed in the treatment and rehabilitation of your patients. Meanwhile, your untouched A/R is becoming a serious issue. As a business owner, your gut reaction is probably something along the lines of, *"Let's just internally work these accounts, the staff can devote a few hours a week to it, and it'll get done."* But what is the true cost and effectiveness of your team spending time on your slow-pays? The best way to handle this is simply to outsource it to a trusted third party. Why?
 - a. It keeps your staff focused on your practice and patient's needs. You hired experts in their chosen fields – consider the same for your A/R.
 - b. A third party is trained in the latest laws and strategies to best return your funds. If your administrative team is not versed in the laws as they change, their contacts to your patients could be cause for litigation.
 - c. It's more cost effective than you think. With the right partnership, recovery rates of 60% or higher and fees as low as 1-5%, it makes the choice simple. By pursuing internally, consider the true cost you're spending to chase delinquencies – in your employee time. Most owners agree they could spend as much as 1 ½ times the cost in pursuing the dollars they're losing with internal pursuit.
 - d. As a doctor, you can concentrate your efforts on patient care, rather than your business. Many dentists admit to being better doctors than business people – and that's ok! Find a trusted source for your cash flow management and rest easy.

Continued on Page 15

5. Consider Early Intervention: You rely on your patient relationships. They build your repeat business, provide referrals, protect your reputation and guarantee longevity. Wouldn't you rather focus on building even better relationships with your most valued patients instead of on patients avoiding your payments? You may want to give delinquent accounts more time to pay, but The Department of Commerce reports that:

- a. Accounts 3 months past due are worth \$.83 on the dollar
- b. Accounts 6 months past due are worth \$.67 on the dollar
- c. Accounts 1 year past due are worth \$.45 on the dollar

Your account's value continues to deteriorate over time, and becomes more difficult to collect. In addition, the longer you wait, the more aggressive you have to be to recapture that lost revenue. When you establish contact early on, you can maintain a customer service approach with your patients. Instead of a reprimand for late payments, you remind them of their balance, make inquiries into their situation, offer assistance, education and support. You'd be surprised at how receptive and responsive your patients will be to this approach, especially at year end. Partner with a firm that can effectively promote patient loyalty vs. just being your last resort to profit losses.

The bottom line? Don't wait until the New Year to begin preventive maintenance on your revenue cycle. Put these 5 strategies to work in your practice this September, and begin seeing positive improvement in your patient relationships, your staff productivity, and your A/R.

SCDA Member Benefits program with TekCollect provides comprehensive revenue cycle management, collections and customer retention solutions to nearly 30,000 businesses nationwide. The Company specializes in dental practices to optimize their internal accounting practices, limit and control delinquencies, and improve positive cash flow for the long-term. TekCollect's technologically advanced approach generates the highest recovery ratios in the marketplace, and their non-alienating strategies preserve dental practice's valued patient relationships. To learn more, call: 888.292.3530, or direct Susan Rackcliff 704.904.2969.

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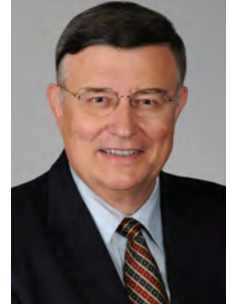
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Dean Jack Sanders Retires

By Dr. Gene Atkinson, SCDA Historian

Dr. Jack Sanders retired recently after 12 years as the Dean of the James B. Edwards College of Dental Medicine. He has had an outstanding career in dentistry, from being a leader in the Navy to being a well-respected professor in dental education, to being an exemplary Dean at the College of Dental Medicine.

Dean Jack Sanders came to the helm at the dental school in very challenging times. State funding had been severely cut, the school was experiencing severe budget woes, and a new clinical building for the college had been approved, but without adequate funding. The original cost of our sorely needed clinical building was around \$30 million. The Legislature promised \$20 million over three years, but balked after the first one third was granted. The school had a very successful campaign that raised the other \$10 million needed. With only partial funding, the project laid dormant for several years. Then in 2006 a creative funding plan by the state Treasurer emerged, and the groundbreaking occurred in August, 2006. This beautiful new facility was occupied in July, 2009. Unfortunately during the interim, the construction costs escalated significantly to over \$50 million.



Dr. Jack Sanders

Enter Dean Sanders, who has been considered to be the most fiscally savvy Dean in our college's experience. He hit the ground running and has never let up since. Faculty members have touted him as the best administrator in the history of our school.

In addition to his financial talents, Dean Sanders has created a world class research facility at the CDM, as well as state of the art simulation laboratories for preclinical work. He started new residency programs in orthodontics and endodontics, and created a strong DMD/PhD program. The AEGD residency was restarted during his tenure. Dr. Sanders enlarged the class size by 25%, and he developed and expanded various outreach programs. At the last accreditation evaluation for the CDM, the report was so good that no recommendations for improvement were given. Our College of Dental Medicine has continually produced some of the finest dental clinicians in our country.

Philosophically Dean Sanders always felt that if he helped developed the students' heart, head, and mind, that the students would become a success.

Dr. Jack Sanders grew up in the Buffalo, NY area and graduated from Georgetown University School of Dentistry in 1972. After dental school he served in the U.S. Navy Dental Corps for over 20 years, and obtained his periodontal residency during his military career. Dr. Sanders began his educational career here at MUSC in 1993. He became the Interim Dean in 2004 and the permanent Dean in 2005.

Dr. Sanders has always been involved with dentistry - from the local to the national level. He has always participated in the SC Dental Association DAD project endeavor that treats indigent patients across S.C.

Dentistry has been forever blessed with the outstanding leadership and vision of Dean Jack Sanders through the years. His talents will be sorely missed at the James B. Edwards College of Dental Medicine.

Well done thy good and faithful servant.

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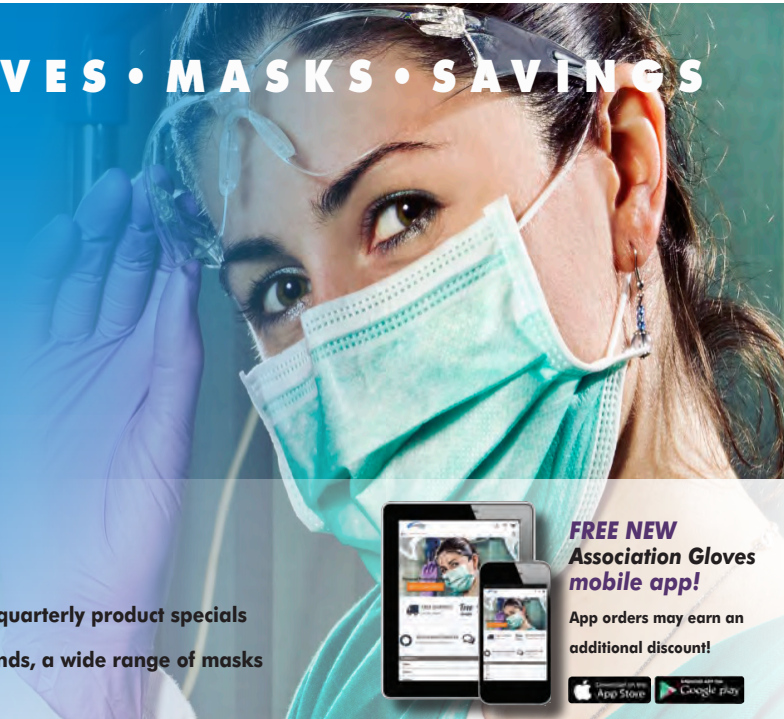
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Positions Available - Dentists

Our Lady of Mercy's Dental Program on Johns Island needs **volunteer SC licensed dentists** to provide er & basic dental. M-Th & Tue evenings. Contact Dr. John Howard or Jakki Jeff at 843-559-4493.

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

Volunteer at the Helping Hands Dental Clinic (Georgetown). Licensed SC dentist, to provide extractions. Thur Evenings 5:00 pm. Contact Tracy Jones at 843-527-3424 or acct.hhands@gmail.com.

Associate Dentist in Charleston (Ladson) in a growing private practice (5-10 yrs experience). Seeking a gentle and caring Dentist who is thinking of their future and interested in a long term career. Excellent clinical skills and enjoy restorative, implant and cosmetic dentistry. 843-312-7847 or Trish.Nicklas@yahoo.com

General Dentist, Hygienist and Assistant with experience needed for a fast pace new dental practice in Georgetown SC. Offering-paid vacations, sick days and 401K. Please fax resume to 843-527-7553.

Pediatric Dentist- exceptional opportunity to join a growing Pediatric & Orthodontic practice with multiple locations in the Charleston area. Join a TEAM in fun, well-respected, state of the art paperless practice with competitive salary and benefits. Contact isabel@coastalkidsdental.com or 843-818-5437.

Associate Dentist position available in Fort Mill in an established but growing practice (2 yrs experience). Seeking a compassionate

Dentist with excellent clinical skills who enjoys restorative, crown & bridge, preventative and cosmetic dentistry. Contact Dr. Jasper at 803-548-4353 or drjasper@jasperdentistry.com.

Successful, fee-for-service, multi-doctor practice seeking **Associate Dentist** with proficiency in all areas of general practice and endo a plus. Prefer 3-5 yrs experience. Position is initially 3 days per week with possibility for more. Located minutes from the beach in beautiful Charleston. Email CV to pinappledentistry@gmail.com.

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Great opportunity for full time **General Dentist Associate** in Camden SC with partnership tract. 4 day work week with 6 weeks of vacation. Great technology in practice (CBCT, CEREC, IV Sedation) and mentorship available. Base pay range \$125k-\$165k based on experience. Contact mwammons@gmail.com or 803-432-3571.

Columbia Oral Health Clinic, a 501c3 non-profit desires a **PT dentist.** Treatment procedures include simple and complex restorative and oral surgical procedures and complete and partial denture prosthodontics. The position is salaried and offers tuition reimbursement of up to \$50,000. All inquiries may be made to cohc@sc.rr.com or call 803-779-4795.

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Seeking Associate Dentist in Sumter, SC Great Respect, Benefits & Bonuses! Fast growing, privately owned dental office. Huge opportunities for advancement. With our unique bonus system & promotion policy your income potential is essentially limitless. We offer the newest most advanced equipment/procedures, educational support, allowances for CE, and flexible hours. evelyn@ehorneassoc.com

Associate needed in Oconee County- Excellent opportunity for motivated quality oriented General Dentist with exceptional communication skills. Enjoy working with a

fun loving team that values relationships with each other and patients in an atmosphere of excellence, integrity and compassion. Contact oconeesdentist@gmail.com.

General and Pediatric Dentists needed in Barnwell, Williamsburg, Georgetown and Horry County. FT/PT Dentist needed that enjoy working with children. Please call for more information 843-839-4554 or mendezmarlene@yahoo.com

Dentist: **Consulting firm seeking practice transition consultant nationwide.** Immediate need in SC. Full training and support. Unlimited earning potential. careers@paragon.us.com or 866-898-1867.

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Large group dental practice looking for associate dentist to join expanding team. **Positions available to Fort Mill, Indian Land and Rock Hill.** Competitive/excellent pay for qualified candidate. Experience preferred. State of the art facilities. Candidates must have great work ethic, excellent skills and exceptional chair-side manner. Interested candidates email CV bromanoea@yahoo.com

Associate (or Part Time) Opportunity in Myrtle Beach- Mature, restorative patient clientele. Minimum 1 year private practice experience and proficient in molar endo. Opportunity for buy-in and/or buy-out. Six operatories with room for expansion. Long term lease in place. Potential for 7-figure practice in two years with an aggressive associate. Contact: chadrlamar@yahoo.com

York Technical College, 452 S. Anderson Rd, Rock Hill SC, 29730 is looking for a Dental Technology Instructor in Health & Human Services Division. To apply complete an online application at www.yorktech.edu/hr. York Tech College is an equal opportunity.

Associate Dentist needed in Darlington, SC. Immediate opening with ownership interest available. Sign on bonus with long term contract. Call 864-200-1999 or email dr.jscottrogers@gmail.com for details.

Associate Dentist needed in Murrells Inlet for thriving practice operating 4 days a week. Full-time or part-time available. Contact 864-993-6675 or jenmitchell17@gmail.com.

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Heartland Dental openings in SC! If you are an outgoing and positive Dentist looking for career satisfaction and continuing education opportunities, Heartland Dental wants you! We currently have positions available in: Columbia, Hartsville, McColl, Greenville and North Myrtle Beach. For more information, please apply online at heartland.com.

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Positions Available- Staff

Ortho Assistant needed in Charleston- two locations (Mt Pleasant & N. Charleston) seeking positive, upbeat assistant. 4 days per week. Please email resume, photo and salary history to 843dentaljob@gmail.com www.garrettsmiles.com

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Front desk- Columbia area in a private practice. Must possess excellent communication skills, positive attitude, energetic, ability to multitask, customer service oriented. Experience preferred but not required. Please email resumes to ddgore505@gmail.com or bring them by our office 5219 Two Notch Rd. Columbia SC.

Private practice dental office is looking for energetic, reliable, quick learning **dental assistant** to join the team. Experience preferred. Must be able to assist in all aspects of dentistry and be x-ray certified. Please email resumes to ddgore505@gmail.com or bring them to our office 5219 Two Notch Rd. Columbia, SC.

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

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

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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. \$30,000 OBO call 803-648-3251

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Lowcountry/Coastal SC- oral surgery practice with periodontist in this highly desirable area of South Carolina. 3 operatories with new equipment added in 2015! Contact Henry Schein Professional Practice Transitions Consultant Courtney Howell Robinson, 843-324-0703, courtney.robinson@henryschein.com #SC107

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Spartanburg: Dental office for sale. 1,500 sq ft. Three operatories. Plumbed for nitrous.

Super location, attractive and well maintained building. Like new equipment and chairs. Perfect for start-up, satellite or specialty practice. Priced reasonably. drcrout@aol.com or 864-316-6364 for more information.

Darlington general dentistry practice for sale. Practice is well equipped, paperless, digital & Eaglesoft. Some PPO & fee for service. Average collections of \$500,000 on 3 days per week. Possible owner financing for the right candidate. Call 864-200-1999 for details.

New concept for Charleston. Looking for **partner dental/vision office-** share waiting & reception area. Millennial, friendly- start end of 2016 in exploding section of Charleston. Contact 3dmira@gmail.com.

Oral Surgery practice for sale **Between Columbia & Myrtle Beach** Fabulous 4 ops, 3 surgical suite facility consistently collecting close to \$800,000 working part time. Long term patient base, referrals and staff. Surgeon moving but will stay on for transition. Contact info@southeasttransitions.com or 678-482-7305 for details. Listing ID SC1053. www.southeasttransitions.com

Practice for sale- Greenville, SC- would make a great first practice for recent graduate or potential satellite location. Priced to sell quickly in a very desirable location. Please call 864-200-1999 for information.

Dental practice for sale in Columbia, SC1037 Great practice in a prime location, collecting \$425k+ on 3 days a week. Huge upside potential! Real estate also available for purchase. Contact us at info@southeasttransitions.com or 678-482-7305 for details. Listing ID SC1037. www.southeasttransitions.com.

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Need highly motivated associate dentist for two clinics in **Fort Mill/Rock Hill**, South Carolina. Ten minutes from Ballantyne (South Charlotte rated in top10); Skills of General Dentistry; Independent; Able to perform Endo, Restorative, Crowns, Bridges and Extractions; Full/Part time with future partnership; Compensation is production based; Interview today. riverwalksmiledentistry@gmail.com

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