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Driving, Navigating, or Just Along for the Ride? By Thomas Edmonds



Dr. Thomas Edmonds

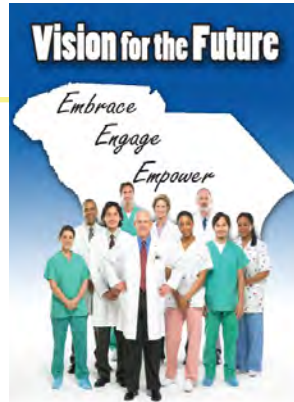
I just got back from a fun dining experience with close friends in an unfamiliar resort area. Armed with the car and two cell phone GPS systems, we headed off for our restaurant and quickly discovered several options for our voyage. After a missed turn and discussions on which way was the best, we found our destination and enjoyed a wonderful dinner. On the way back, we only made two wrong turns (it was dark) and laughed at our opinions on who was right and wrong at each turn.

It occurred to me the next day that the experience set up a reflection of our association's mission and governance. There are a number of great places we want our association to go, a number of ways on how to get there, and more than one opinion on both. With the approaching Annual Membership/House Delegates meeting on December 6, the opportunity exists for you to see and hear what is happening in our profession and be an integral part of the journey forward. That's right, EVERY member of the SCDA should attend this meeting. Do you have concerns about the affordable care act's effect on dentistry, the impact of rising student debt, the coming influx of PPO and EPO insurance plans into our state, the challenges of the state dental Medicaid program, protection of the public (and dentist) in regard to sedation, declining membership in our association, and how your SCDA board works on your behalf? Do you really? Do we want to drive these challenges/opportunities or possibly be driven from them?

I won't say that it is now or never, but NEVER in my 35 year career have I seen our profession at such a crossroads. What I see at this intersection is good news and bad news approaching quickly. The bad news is that some of the changes coming will have a significant effect on HOW we practice our profession. The good news is that we will still be the ones to CHOOSE how we will practice. And our response must be driven by what is best for our patients. Maybe our hours will be different, our fees (or reimbursement) will be different, our practice model will be different, or our way of managing that model will be different, but the fact remains that we will have choices. And for that matter, if we are concerned enough and involved enough in our association's mission and governance, we will have some say in what collectively happens to all of us. IF I say. But if we stick our heads in the sand, the landscape will be drastically different when we come back up for air. Want a look at the future landscape? Go to the ADA website and type 'environmental scan' in the search box. Those of us who heard Marko Fujicic and Charles Blair in Charlotte recently can attest to their anticipation of the tsunami approaching us. Remember Japan last year? The videos of folks who didn't have a clue about what was coming still haunt me.

No, the sky isn't falling, but the times they are a changin'. And I say we embrace OUR TIME by fully and collectively engaging ourselves in the opportunity that is presented to us. Are you with me? Are you driving, navigating, or just along for the ride? Whatever, let's make sure we (and our patients) don't get left standing on the curb.

PS It has been an honor and privilege to serve as your President this year.



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16th District Trustee Update

By Dr. Hal Fair, 16th District Trustee

Dear Colleagues,

It is hard to believe that my first year as your 16th District Trustee has already passed, and I wish to express my gratitude for allowing me to serve you in this capacity. I can tell you unequivocally that we have a great ADA Board of Trustees who is truly dedicated, very knowledgeable and always looking out for the best interest of our members and our profession. It is a very cohesive group and we don't always agree. During these moments, I reconsider the old adage that if ten people are in the room and all of them agree, nine of them are not needed. Again, thank you for the privilege and the challenge this position carries.



Dr. Hal Fair

Thinking back over the year there were a myriad of topics we discussed that would all make for good articles on their own:

- Action for Dental Health
- Student Debt
- New education models
- ADA Library Transition
- Membership Growth
- The Tripartite Alignment and The Power of Three
- The Affordable Care Act and how it affects Dentistry

And we have discussed at every BOT meeting the Environmental Scan; Dentistry at a Crossroads; which in effect addresses all of the above issues in one way or another. If you have not had the privilege of hearing Marko Vukocic's presentation, I urge you to go to ADA.ORG and view it. I know that it was presented to the VDA House of Delegates and most recently to a joint Leadership Planning Retreat in Charlotte, for leaders from North and South Carolina. The environmental scan was necessary to provide essential information for the formulation of the ADA's new Strategic Plan to be approved by the BOT this year and to begin in 2015. It will be called Members First 2020.

Why do we need a new Strategic Plan? Our profession is in a period of transition; transformation is a better word. Health care delivery is changing due to the ACA and other external factors. The population is becoming more diverse. Consumer habits are changing such that they are relying more on technology and seeking a greater value for healthcare spending and considering less value on the doctor-patient relationship. Furthermore, new financial and delivery models are emerging and will reshape the future landscape of our profession.

Many of the issues that will be affecting all of us, the ADA cannot change and has little control over. We have to concentrate on the issues we can impact and help our members navigate through the others. This is what the new Members First 2020 Strategic Plan will do.

The plan will be built around a mission statement, a vision statement and a statement of core values. It will have goals, objectives, strategies, and tactics that will be used to implement the plan. The mission statement that has been developed is Helping All Members Succeed. It will be used to as the primary filter for all major ADA decisions. It focuses on our members because it is through our members that we will advance the health of the public. Without the success of our members, the ADA cannot exist!

Another dynamic of the Strategic Plan will be to articulate a set of core values for the ADA. This is not to say we have not had unwritten core values; but, I often heard people in leadership position refer to our core values and never show me the list. We've had a written set of core beliefs, but that is different. One's beliefs can change because of new evidence-based knowledge, your values don't change, they are constant. Our beliefs are formed around our value system. Core values are not created; they already exist and can have a real impact on an organization's decisions and actions. Through the extensive work of ADA staff workgroups, the Strategic Planning Committee and the BOT, several core values have been identified:

- Commitment to Members: Must be member focused and provide customer service
- Integrity: Ethics, Professionalism, Honesty, and Transparency
- Excellence: Quality, Accountability, Creativity and High Educational Standards for Graduates
- Commitment to the Improvement of Oral Health
- Science/ Evidence- Based: Insure that we have an Evidence Based profession in our practice, education and decision making

Continued on page 4

Continued from Page 3

The goals of the Strategic Plan are statements of desired outcomes. They will continue throughout the five years of the plan. These goals should help our members navigate the future:

- Membership: the ADA will increase membership
- Finance: The ADA will maintain financial sustainability and stability
- Organizational Capacity: The ADA will have sufficient organizational capacity necessary to meet member needs

There will also be specific objectives for the 2020 Plan. As of now there are six objectives:

- ADA member market share will equal at least 70% of active licensed dentists
- ADA will achieve a 10% increase in the assessment of member value from membership
- Increase the public's positive perception of ADA members
- Unrestricted liquid reserves will equal no less than 50% of annual operating expenses
- Non-dues revenue will be at least 65% of total revenue
- The roles and responsibilities of each element of the tripartite will be clearly defined and agreed upon

The objective will be met through specific strategies that are in the process of being developed and will continue into 2014. In December 2013, the BOT, council chairs and co-chairs, and ADA senior staff and council directors will meet in a day-long strategy session to develop strategies under the Members First 2020 plan.

As you can see, a tremendous amount of effort has gone into and will continue to go into the Strategic Plan. Our hope is that when it has been fully developed and presented, all of the Tripartite will embrace the plan and we will use it to strengthen our Association. It will serve as a template, so to speak, for our Constituents to use to develop/fine tune their own plans.

If you were in New Orleans, and heard the addresses of Dr. Faiella, Dr. Norman and Dr. OLoughlin, the common theme was ***Building Membership Value through Strengthening and Alignment of the Tripartite***. The new Members First 2020 Strategic Plan should provide a great avenue paving the pathway toward that goal.

Respectfully,
Hal



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South Carolina Assistant Named to Top ADAA Office

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The South Carolina Dental Association represents member dentists in order to promote and provide optimal oral health care to all citizens of the state of South Carolina by serving as an advocate to advance the profession of dentistry.

Are You Retiring?

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Call the SCDA office and ask for a retired affidavit so that you can continue to receive all the member benefits you've come to enjoy and expect, but at a quarter of the cost! You can also request a free copy of "Closing a Dental Practice" or click here to go to the SCDA's website to download a copy. Contact Maie Brunson at 800-327-2598 or by emailing her at brunsonm@scda.org.

1 out of every 10 dentists will suffer from alcohol or drug abuse at some time in their lives.

If you or someone you know needs help, contact the SCDA's Dental Assistance and Advocacy Committee: 800.327.2598

Keep Your Records Up-to Date!

These days people change information often: new phone number, email address as well as mailing addresses. Make sure your information is correct by logging into www.scda.org to verify your information!

(November 2013, Chicago) IRMO RESIDENT, LORI PASCHALL, has been elected national president of the American Dental Assistants Association. The ADAA represents the interests of the more than 300,000 dental assistants in the United States and is America's oldest, largest dental assisting organization. As President, Ms. Paschall will preside over the ADAA board of trustees and perform administrative and ceremonial duties throughout the year.



Lori Paschall

Ms. Paschall is Regional Account Manager for Hu-Friedy Mfg. Co., Chicago, IL and has been a dental assisting professional for almost 30 years.

She is a past president of the South Carolina Dental Assistants Association and past president of the Columbia Dental Assistants Society. She most recently served as ADAA President-Elect, and was Chair of the Council on Annual Session. She also serves as Chair of the SC Dental Assistants Association Bylaws and Manual of Procedures Committee and as a member of the South Carolina Dental Association's Dental Access Days planning committee. She was also a recipient of the SCDA's Dental Team Member Award for her commitment to the SCDA DAD Project.

Ms. Paschall attended Seminole Community College in Sanford, Florida and Southern College in Orlando, Florida. She is married to Don Paschall and the mother of two daughters. She holds numerous dental assisting certifications including CDA, CDPFA, CRFDA. She has earned the prestigious Fellowship Award in the American Dental Assistants Association.

During 2014, ADAA officers will preside over Dental Assistants Recognition Week in March and the annual national conference in San Antonio with the American Dental Association.

The ADAA is America's oldest and largest dental assisting association serving an estimated 300,000 dental assistants in the United States. It is dedicated to the development and recognition of professionalism through education, membership services and public awareness programs. The ADAA is a strong advocate for legislation mandating credentialing for clinical dental assistants and greater recognition of the assistant's role in the professional dental team.

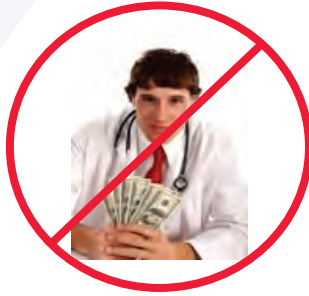
Master Calendar

December 6	House of Delegates	Virginia Wingard	8:45 AM
December 13	Radiation Safety Exam	Fortis College	9:30 AM
December 24-26	SCDA Office Closed for Christmas		
December 31-January 1	SCDA Office Closed for New Years		
January 17	Radiation Safety Exam	Midlands Tech	9:30 AM
January 31	Risk Management Seminar	MUSC	11:30 AM

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Is it a dual-rep brokerage firm? NO You cannot serve two masters. Dual-rep firms charge buyers hefty fees, and as a result, their strategies usually negatively affect the final selling price and/or terms the owners agree to when selling. In addition, if a buyer has to choose between two similar practices- where one requires a substantial fee to a dual-rep firm, and the other does not- which practice and brokerage firm will they choose?

Is it the equipment/supply companies who are also brokering practices? NO In most cases, the owner is selling and retiring. The supply companies want to please the buyer in order to gain or retain their business post-closing. Whatever the terms, their priority is to get the deal done in order to pick up the buyer as a new client, at whatever cost to the seller.

Is it your accounting firm that also owns a practice brokerage company? NO This could be the biggest conflict of interest that exists. Sellers look to their accountants for advice asking, "Is the price or tax structure acceptable?" Will the accountant advise their client against a "bad" deal if a large commission is on the line to their firm, or to a brokerage company they are partners with or are profiting from?

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Bon Secours St. Francis Announces Newest Member of the Society of St. Luke, Dana Parker, DMD, DDS, MEd

It is our pleasure to announce the seventh year of a prestigious annual award honoring the distinguished work and outstanding dedication of a member of our medical staff. This award, conferring membership in our own Society of St. Luke, recognizes a staff physician on two levels; the first—a record of outstanding clinical achievement; the second, a professional life reflecting the highest levels of character, commitment to patients and to the healing mission of Bon Secours St. Francis. **This year's newest member into the Society of St. Luke is Dana Parker, DMD, DDS, M.Ed.**

Dr. Dana Parker has been involved with Bon Secours St. Francis Health System since 2006 and is the licensed Dentist of the Bon Secours St. Francis Mobile Dental Unit. In addition to her role with Bon Secours St. Francis, Dr. Parker has established a partnership with Greenville Tech and the Medical University of South Carolina to share her expertise with dental students and future dentists. She has volunteered numerous hours in the Greenville Free Medical Clinic and on mission trips providing oral health initiatives and oral health care. Dr. Parker supports community outreach through serving those in need by organizing and working events such as the Give Kids a Smile, DAD Day (dental education) and South Carolina Mission 2010.



Dr. Dana Parker Receives Award

Dr. Dana Parker expanded the Greenville Free Medical Clinic pediatric oral health coverage hour, identified and obtained \$15,000 in grant funding in 2012 for the Community Ministries department, created an educational, web-based DVD and a CEU curriculum on oral health.

Lori Center, Director, Community Ministries/Senior Services, Bon Secours St. Francis Health System said "Dana has a very caring and compassionate heart to care for all. She is a healthcare professional that uses a hands-on approach to bring oral health care and resources especially to the underserved residents in our community."

Please join us in congratulating Dr. Dana Parker, this year's recipient of the prestigious St. Luke Award!

Congratulations from the SCDA!!



About Bon Secours St. Francis Health System:

The Mission Statement of Bon Secours St. Francis Health System is to bring compassion to health care and to be Good Help to Those in Need®, especially those who are poor and dying. As a system of caregivers, we commit ourselves to help bring people and communities to health and wholeness through the healing ministry of Jesus Christ and the Catholic Church. With innovative technology, we heal the body. With faith, we mend the spirit. We

draw from a past that's rich in the healing tradition, while strengthening the future through the guidance and support of our sponsor Bon Secours Ministries and Bon Secours Health System, Inc. For more information, please visit www.stfrancishealth.org.

About Bon Secours Medical Group:

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The Alliance- A Spousal Organization that CAREs

By Dr. Thomas Edmonds

Imagine you are a senior dental student who has a patient with a treatment plan of several composites, a root canal and crown. After completing the resins, the patient determines that he/she cannot afford the rest of the treatment (even at the lower dental school rates). The student is counting on the completion of treatment to meet clinical hours needed for graduation. What is the dental student to do? This dilemma was brought to light by Dr. Mark Barry, Associate Dean for Clinical Affairs at the MUSC College of Dental Medicine, when he conceived an idea after attending a conference in California. He decided earlier this year to establish the CARE (Compassion, Access, Responsibility, and Excellence) Fund with an initial \$10,000 pledge from Dr. Lynn Wallace, a Sumter Periodontist and graduate of the College of Dental Medicine, and his wife Connie. The purpose is to provide financial support for the oral healthcare and associated costs for the treatment of dental patients at the school with financial need.

Then the SCDA Alliance, our spousal organization, stepped forward with it's support of CARE at their Annual Session meeting and pledged to bring the Fund to a permanent endowment. They recognized that patients come from all over the state for dental care and more of them are finding it difficult to pay for their treatment.

This type of support is critical. Recently a College of Dental Medicine comprehensive care patient from Columbia who was treatment planned for multiple extractions and dentures, fell on some difficult financial times. He had to cancel his appointments and was faced with the dilemma of no treatment. Fortunately, he was identified and assisted with the CARE Fund enabling him to proceed with treatment. "There aren't a whole lot of safety nets in South Carolina for dental care," said Dr. Barry, "Adults are really out in the cold if they cannot afford treatment. If we can make it a little better, we want to do that."

Since 2000, the Alliance has given almost \$55,000 to the school's Arthur L. Haisten Scholarship and the James B. Edwards Dental Clinic Building. Now their intent is to see the CARE Fund reach the endowment goal of \$50,000 at which time the interest earned will be used for needy patient funding. The Alliance has committed \$16,000 and individuals have contributed \$4,000 to date to this goal. There is the opportunity that once the funding level has been reached, outside charitable organizations will be likely to contribute to CARE and thus increase the available funds for patient care. If you, your study club, or any other groups are interested, the link for the fund is on the school website (academicdepartments.musc.edu/dentistry/) and more information is available from the MUSC Foundation Office at 843-792-2677. I salute Dr. Barry, Dr. and Mrs. Wallace, and the Alliance for their vision and commitment to the patients and students at our state school, and look forward to seeing the fruit of their 'planting'!

Reminder HOD Meeting December 6, 2013

Meeting will be held at Virginia Wingard Methodist Church

*Registration 8:45 am
Meeting 9:00 am*

For agenda and reports please click [here](#)



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Send us your story ideas!

Do you have an idea for a story? We'd love to hear it. We're always looking for topics of interest to our members.

If you have a suggestion, email Maie Brunson at brunsonm@scda.org or call 800-327-2598. Please be specific We'll let you know if and when your idea will come to fruition. Thanks for your help!

2014 NCDS ANNUAL SESSION

MAY 15-18, 2014

MYRTLE BEACH, SOUTH CAROLINA



Informative Talks



Fellowship with Friends



Who's Behind those Foster Grants?



Show a little leg...



Shag the Night Away



Friday Beach Party with The Wallers!

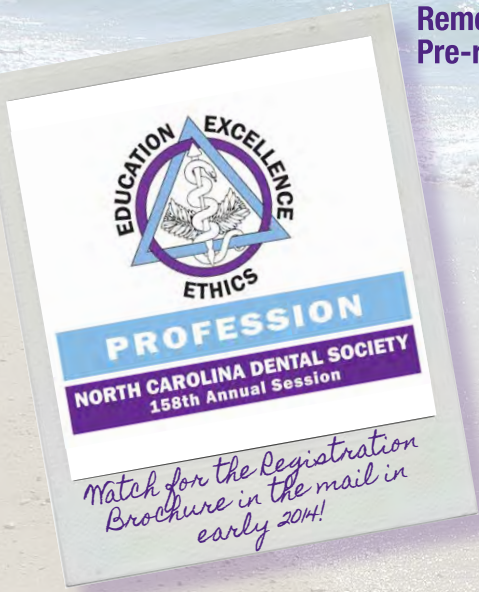


Family Fun at the Beach



Embassy Suites @ Night

Remember CPR is available every day of the meeting. Pre-registration is required due to limited number of participants.



Watch for the Registration Brochure in the mail in early 2014!

Scan Here for the Latest Updates



Thursday, May 15:

- Dr. Harald Heymann
- Dr. Marc Gottlieb
- Dr. David Ahearn (Friday also!)
- Dr. Angela Broome
- Dr. John Ludlow
- Dr. Don Tyndall
- David Meinz
- Karen Gregory (Friday also!)
- Bank of America Practice Solutions special program

Friday, May 16:

- Dr. Kenneth Hargreaves
- Dr. Jeff Okeson
- Steven J. Anderson
- Kelli Swanson-Jaecks (Saturday also with her spouse!)
- Dr. Suzette Stines

Saturday, May 17:

- Dr. George Bambara
- Dr. Edward Pavlik
- Dr. Randy Huffines
- Cain Watters & Associates

Other Special Events of Interest:

- Awards Luncheon—Thursday
- Opening Reception for Exhibit Hall on Thursday
- Friday Beach Party featuring the Wallers!
- New kids' event for ages 5– 12: Einsteinz Lab, Saturday afternoon
- By popular demand—the Wine Reception returns on Saturday afternoon
- House of Delegates—we need your help.
- Devotional Program—Sunday before you travel
- AND MUCH MORE!



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Myrtle Beach!

For Hotel Reservations:

1. Call the Embassy Suites at Kingston Plantation, 800-876-0010 and use code "NCD" to receive the group discounted rate.
2. OTHER ACCOMMODATIONS (Mention NCDS Block for special rates): Hilton North Myrtle Beach, next to Kingston Plantation, 843-449-5000

Executive Director's Notes



Mr. Phil Latham

2014 Dues Statements

By now you have received your 2014 SCDA membership dues statements. The statement reflected the normal mandatory and several voluntary dues items. Please note that there was not a dues increase in any of the mandatory line items.

The SCDA will accept either a check or credit card for payment of dues. You can also go online to www.scdca.org to pay your 2014 dues. Also enclosed with your dues statement was a membership update sheet with contact information both we and the ADA have on file. Please take the time to review this closely and if there have been changes, correct and send back to us along with your dues payment. Having the correct contact information on file is essential to keep the membership informed.

SCDA Awards

You will soon receive the 2014 SCDA Awards Brochure. Each year at the SCDA Annual Convention, the SCDA recognizes those nominated and voted upon to receive awards. Deadline for nominations will be January 31, 2014. You can visit our website for a copy of the nomination form in the coming weeks.

Oral, Head and Neck Cancer (OHNC) Awareness Week 2014

Oral, Head and Neck Cancer Awareness Week 2014 will be April 20-26. With your help, this year will be even more exciting and successful than the last! You can now register your 2014 event on Cancer Awareness Week [website](#). Please begin the conversation in your community if you haven't already. If you plan to host an event, please send the information our way so we can help promote it! For more information on OHNC, click [here!](#)

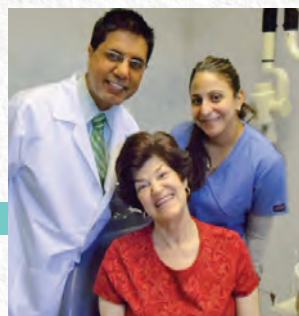
Today is another day of suffering for thousands of people with disabilities or who are elderly or medically fragile with seriously neglected dental disease.

You Can Make the Difference.

Carol, age 66, was diagnosed many years ago with Lupus and has systemic arthritis, osteoporosis and orthopedic problems. Because of Carol's autoimmune disease, infections in her mouth compromised her overall health. Carol lives alone on very limited income and could not afford dental care. Donated Dental Services (DDS) volunteer Dr. Bobby Vijay agreed to treat Carol, providing her with new dental prostheses.

Become a volunteer!

- Review the patient profile in advance
- Choose to see or decline any patient
- Determine the treatment plan
- See patients in your office
- Never pay lab costs
- No paperwork for office staff



Carol (center) with Dr. Bobby Vijay and dental assistant Denisse.

Your DDS Coordinator will:

- Ensure that patients arrive on time for appointments
- Be the liaison between your staff and the patient to facilitate everything
- Arrange for assistance from specialists and laboratories

To volunteer contact Dawn Peltier
888-322-9527 or dpeltier@DentalLifeline.org



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Mr. Mark Brown

Here's a company looking to win your business with yet another outstanding offer exclusively for SCDA Members. How about a complete payment processing gateway at no charge; that's a savings of \$325! This package includes a free transaction express terminal swiper, no application fee, no set up fee and no need for a dedicated phone line.

This savings package offer will not last forever, so if you are currently in the market for a card processor or would simply like to receive a free comparison on how much you could be experiencing in savings when working with TransFirst, contact the SCDA/TransFirst Program Team at 800-577-8573 or via email at scda@transfirst.com.

Additionally, TransFirst was recently selected as one of the first US processors to begin offering full service American Express (AMEX) processing and began to do so on November 1, 2013.

This will allow for new users to experience:

- One statement showing all transactions from Visa, MasterCard, Discover and American Express,
- American Express fees will align with all other fees,
- Transactions will be shown in their systems and merchants will be able to get support from the TransFirst Merchants Support Teams - no need to contact AMEX,
- Merchants will now see one deposit to their bank account for all credit card activity,
- AMEX funds will be deposited in gross funds instead of the current default of net-funding.

This is now another payment option you are opening up to your patients that could potentially bring in new business and help boost your bottom line. And it's all through TransFirst, with one statement and one point of contact.

TransFirst Health Services has been the preferred credit card processor of the SCDA since 2003.



a division of Layne Christensen Company

SolmeteX has set the standard for amalgam separators.



townie choice awards 2012

The SolmeteX Hg5 system has received the Townie Choice Award ten consecutive years in the Amalgam Separator category, making the Hg5 Series the most award winning systems in the North America. The Hg5 amalgam separator program is an all-in-one solution, assisting the dental office achieve a regulatory compliant practice with amalgam waste recycling and management.

The proven answer to your amalgam separation concerns.



SolmeteX provides the complete solution:

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- Professionally engineered.
- Easy to operate and maintenance free.
- Flexible design for hard-to-fit applications.
- Functional for wet or dry vacuum systems (install before pump on wet vacuum system, install before tank on dry vacuum system).

Simple container change process includes:

- No tools, no mess
- Packaging for delivery to certified recycler
- Online certificates

What SolmeteX does not require:

- No contracts with hidden fees
- No electricity
- No daily maintenance or decanting
- No pumps
- No timer
- No additional charges for shipping to recycling facility



SCDA members will receive a collection container with proof of purchase of any of the Hg5 Series Systems. Fax proof of purchase to 508-393-1795.



SolmeteX.com
1.800.216.5505

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Get Help Overcoming the 5 Obstacles of Glove Buying

By Association Gloves

Dental professionals must wear examination gloves to provide the barrier protection they need to stay safe and in compliance with Occupational Health and Safety Administration regulations. Selecting the right glove is a critical decision made more complex by a practice's propensity to find one glove that all team members can agree upon. That can be really tough.



Association Gloves, which administers the South Carolina Dental Association Glove Program, understands the five obstacles to finding the right glove for your dental team, and offers help overcoming those obstacles.

- 1. Fit.** A glove that does not fit the hand properly leads to hand fatigue and can contribute to mild or severe musculoskeletal pain. Indications that a glove does not fit properly include thumb pulling, tightness in the palm, and finger sleeves that are too long or too short.
- 2. Feel.** Every glove has its own feel, often a by-product of the material from which it is manufactured and the treatments applied to the glove. The overall thickness of the glove and the thickness in the fingertips and palm often affect the way it feels on your hand. Grip is another factor to consider in the way a glove feels. Some gloves have textured fingertips or all-over texture, others are smooth. The only way to know what feel you like it to try various brands and styles of gloves.
- 3. Comfort.** Comfort is highly subjective. It starts with how easy a glove dons. Some gloves are quite elastic and stretch a lot. Many gloves are treated with moisturizers to make them easier to don, doff and to provide skin soothing upon contact. Traditionally, glove manufacturers used cornstarch to make gloves slide on readily. Many dental practices have forgone powdered gloves over concerns about the possibility that powder residue might contribute to post-procedure irritations. While latex is known for its comfort, there is concern about latex sensitivities and allergies among patients and dental teams. Many dental offices are latex-free.
- 4. Quality.** Gloves that vary in quality from box to box are problematic. So are gloves that have an offensive odor. A good quality glove will go on and off easily and consistently, without tearing.
- 5. Value.** This is more than the price of the glove. A low-cost glove is not a value if it tears, lacks consistency, or is uncomfortable. Your glove distributor can add value to your purchase by asking the right questions to identify good glove options for your team and then providing free samples. Simplifying the purchase process is another aspect of value. Can you order gloves or samples online? Can you manage your inventory with a recurring order program to ensure you are never out of stock? Getting a 100 percent satisfaction guarantee on your glove purchases is also important—so is free shipping. Finally, the quality of customer service is a vitally important component of value. Are you treated well by a representative who is knowledgeable about gloves, can access your sample request and order history, and who will put your needs first? Impersonal customer service can make you feel like a cog in a wheel and diminish the buying experience considerably.

Fortunately, the SCDA glove program is ideally positioned to help you overcome the five obstacles to finding the right glove for your dental team. Not only will you get exceptional SCDA-member prices on five nationally known, high-quality brands, but you get outstanding service from a team that specializes in gloves and in working with dental association members. And now, free shipping on all products adds even more value to the SCDA Glove Program.

Did you know you can also get help finding the right masks for your dental team's needs through the SCDA Glove Program? Level 1, Level 2 and Level 3 Kimberly-Clark ear loop masks were recently added to the offerings, along with several other types of ear loop and tie masks. A special promotion on Kimberly-Clark masks allows you to get two boxes free when you order a case.

Contact Association Gloves at 877-484-6149 or visit www.scdagloves.com to experience the difference firsthand.



SCDA Glove Program Now Offers
**FREE SHIPPING ON
 GREAT GLOVES AND MASKS!**



**Powder-Free Nitrile
 Starting at \$5.45 per 100**



**Powder-Free Latex
 Starting at \$6.40 per 100**



**Powdered Latex
 Starting at \$7.25 per 100**



Kimberly-Clark Masks
Buy 1 Case, Get 2 Boxes FREE!
 Ear Loop Masks from \$4.00 per 50



Call: 877-484-6149
Visit: scdagloves.com

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Locum Tenens Coverage

- There is no charge.
- A JUA policy may provide up to 45 days of coverage during the policy period for a duly licensed substitute working on behalf of the JUA Insured on a temporary basis due to vacation, illness, or other absence.
- A written request for this coverage must be made in advance by submitting a fully completed Locum Tenens Application & Request Form.
- This coverage can be provided only when the JUA insured dentist is not practicing. This coverage is not available for dentists who are scheduling other dentists to staff an emergency room.
- Coverage cannot be provided on a retroactive basis if the request is made late and is available only to JUA dentists.

**Visiting family & friends
for the holidays?**

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Locum Tenens
Coverage**

800.327.2598



Classified Ads

Dental Related Services

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

Locum Tenens/ Positions Wanted

Locum Tenens Office Coverage: Vacations, illness, maternity leave. Also excellent job & associate opportunities. Dentist helping dentist since 1984. Forest Iron & Associates 803-433-2503. www.forestirons.com

Dentist available for locum tenens. Available daily, weekly or monthly. General Dentistry. 20 years plus private practice, 8 years contract dentistry. Private practice, city and county dental clinics. Dr. Garland L. Slagle 843-837-4126.

General dentist seeking PT employment in the Lowcountry area. Filling in while on vacation, maternity leave, illness/disability, or just need an associate. GPR trained with 30+ years experience. Call Fred Danziger 843-377-8311 or email fziger@homesc.com.

Locum Tenens: helping SC dentists since 2009. Contact Dr. John McGeary at 803-240-1452 or email johnmcgeary@hotmail.com.

Since 1975, **Dental Power has been placing dentists seeking work!** We have clients in SC with fill-in/locum tenens needs, short-term assignments (mobile dentistry and school based programs), long-term contract work and associate position openings. You can learn more and view specific opportunities at www.DentalPower.com or contact 800-710-9720

Prosthodontists/Implant Surgeon available for in-house implants & grafting in your office. Newly relocated; 25+ years of private practice experience; Charleston/Bluffton/Hilton Head areas; other areas to be considered; Misch Institute Faculty; looking for a few select practices; email requests/inquiries to drjayfriedman@sbcglobal.net

Positions Available - Dentists

Family Dental, LLC desires **motivated, quality oriented dentists** for its offices in Columbia, Rockhill and Greenville. We focus on providing the entire family superior quality general dentistry in a modern technologically advanced setting with experienced support staff. Our dentists earn on average \$230,000/yr, and are supported with health/malpractice insurance, three week's vacation, and visa/PR sponsorship. Call 312-274-4524 or call dtharp@kosservices.com.

Pediatric Dentist Opportunity- an exceptional opportunity to join a growing Pediatric Dental & Orthodontic practice with multiple offices in the Charleston area. The position is to join a TEAM environment in a fun, well respected, state of the art paperless practice in a friendly and comfortable working environment. www.coastalkidsdental.com. Call or email to find out how to join our TEAM providing quality dental care for children and young adults: drisabel@coastalkidsdental.com 843-818-KIDS (5437).

Full time dentist needed (Tues-Friday) we are located in the Lake Wylie/Fort Mill area. Our office is modern and fast growing. Fax resume to 803-831-2172 or send to smile@carolinafamilydentistry.com.

Dentist Needed! General or Pediatric! Part-time or Full-time! In Irmo area! Send Resume to childrensdentalgroupsc@gmail.com or fax 803-781-5142

Volunteers Needed: Our Lady of Mercy's Wellness House Dental Program located on Johns Island is in need of volunteer SC licensed dentists to provide emergency and basic dental. Providers are needed during the day Monday-Thursday and also Tuesday evenings for the emergency clinic. Please contact John P Howard DMD or Ms. Jakki Jefferson at 843-559-4493 for more information.

North Carolina- Associate opportunities in select NC locations. General practice providing care from first tooth thru age 20. A desire to work in a positive, team oriented environment a must! Pedo experience helpful but not necessary. Excellent compensation package with guaranteed salaries. Contact Roger Walters, SmileStarters (704-816-1403) or email rwalters@smilestartersdental.com New grads encouraged!!!

University Dental Associates is **looking for Dentists to join our team** in Charlotte and the triad area of North Carolina. Our doctors enjoy a comprehensive compensation and benefit package including medical, malpractice, disability and life insurances, flexible spending, and 401K program with employer match. Please contact Silvestre Gonzalez at sigonza@amdpi.com

Community Partners of the Midlands is looking for a **P/T dentist in Richland and Lexington dental clinics.** The hours for the Lexington- Mondays 8:30 am- 4:30 pm & Tuesdays 1:00 pm- 4:00 pm, Richland- Thursdays 12:30 pm- 4:30 pm. Applicants must have SC licensure. Accepting applications until position is filled. Please forward resume to: SC Health Dept., Community Partners of the Midlands LLC, Dental- Suite #4090, 2000 Hampton St, Columbia, SC 29204.

Part time/temp. dentist needed in Fort Mill, SC (Metro Charlotte) in thriving practice. Comprehensive practice with flexible hours. Email info@victorydentalcenter.com for more information.

Murrells Inlet, SC **Associate Dentist position available June 2013.** Have a stake on our team. Be a game changer, thrive and benefit financially each day! 30% compensation on your productivity. State of the art practice with a team that delivers. Four day work week- 8 to 5 with possible future partnership available. Email resume to batodddmd@aol.com.

Dentists- **Full & part-time in Surfside Beach, Georgetown and Andrews SC areas.** For details email cameronbanks178@yahoo.com or call Cameron Banks at 843-650-6700.

Our office is looking for an associate doctor interested in a **possible buy-in or purchase** agreement. A great opportunity for someone who wants to be part of a long-time successful practice. Great income potential, experienced staff. Contact 803-648-8319 for more information.

Seeking a **full-time or part-time dentist** for a private dental practice in Greenville, SC. Please send resume and contact information to bwo8618@yahoo.com.

General Dentist Associate needed for a multi-doctor, multi-location practice. Please submit resume' to irmosmilemakers@aol.com

General Dentistry- Associate opportunity needed 6-10 days/month in Myrtle Beach. Commission based, new state-of-the-art facility, fee-for-service practice. Experienced doctors graduating 1980 or earlier strongly encouraged. New graduates/Brokers need not apply. E-mail resume to: mktcommondentist@aol.com

General Dentist Opportunities- SC. At DentalOne Partners, you work with an elite dental team, ensuring the practice's clinical and financial success by providing superior patient care. Degree and current South Carolina dental licensure. If you're ready to join our team, email your resume to: scott.williams@dentalonepartners.com or call 919-437-8665.

Positions Available - Staff

High volume, hometown friendly dental practice **looking for a highly motivated individual responsible for maintaining appearance and order of dental office**, patient scheduling, reception, patient and records management, insurance, billing and correspondence. Knowledge of Eaglesoft 16.0 and dental knowledge required. Contact 843-899-5911 if interested.

General Dentistry Practice Charleston, SC has an opening for an experienced **front office position**. Must know Eaglesoft, dental insurance, billing, dental procedures, terminology, and financial coordinating. Must be professional and business oriented with excellent verbal and written communication skills. Contact wolf@wolfdental.com or 843-442-2429 for more information.

Acrylic dental technician needed in Surfside Beach, SC area. For details email cameronbanks178@yahoo.com or call Cameron Banks at 843-650-6700.

Certified dental assistant wanted for downtown general dentist in Charleston, SC. Call Michelle 843-723-9582. Salary commensurate with experience.

Implant & General Dentistry at the Market Common in Myrtle Beach seeking highly **experienced office manager**. Responsibilities include: employee training, overseeing office personnel, treatment planning and case presentation, marketing and advertising, OSHA/HIPAA compliance, and more. Minimum 5 years experience performing same duties required. Contact 843-293-6700 for more information.

Practices/Office Space Available

North Charleston Beautiful, new facility equipped with 4 ops and room for 2 more with a small patient base. Great opportunity for a start-up or existing practice relocation. Please call or email for details using reference #SC1022. For more information call 678-482-7305, email info@southeasttransitions.com or visit www.southeasttransitions.com.

Northern SC about an hour from Rock Hill Excellent long established practice. On track to collect 2 million. Senior doctor to stay on. Please call or email for details using reference #SC1020. For more information call 678-482-7305, email info@southeasttransitions.com or visit www.southeasttransitions.com.

Greenville SC- Great opportunity for satellite, specialist, or new dentist. Newly available 1600sf furnished office near University Center, 4 fully furnished operatories complete with ADEC units, chair-mounted monitor/TV's, stools, cabinetry, NSK electric handpieces, fiberoptics. 4 digital xray heads. NO2, autoclave, ultrasonic, etc. Cat5 throughout. Must see to appreciate. Contact Janice at 864-233-8639.

Dental office space for lease near Lexington Medical Center Highway 378 visibility. 1800 sq. ft. Currently set up for pedo/ortho practice. Rent includes water, trash pickup, grounds maintenance, etc. Call Dr. Carlos Smith at 803-606-3810, 359-2488 or 784-0146.

Seller motivated!! #SC-114: 4-operator general practice. Great location in fastest growing area of **Chesterfield County**-free standing building. Avg. collections \$741,000+. Strong hygiene program. Well equipped. Price: \$566,000. For details contact our SC rep, Amanda Christy, NPT (National Practice Transitions), 877-365-6786 x230. a.christy@nptnetwork.com or www.nptnetwork.com

Equipment 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.

Biolase Waterlase MD Turbo 2010 Laser has less than 30 hrs. used mainly for demonstration purposes. Laser just under a full factory check. Laser shows and works as new. Call 843-697-5888.

- Classified advertising is \$35 on a per issue basis. There is no charge for Help Wanted/Job Wanted (Job Bank) ads for members. The public can place ads for \$35 on a per issue basis. Ads are posted to the SCDA website during the month(s) of publication at no additional charge. Please use **no more than 50 words**.
- All ad copies and cancellations must be received no later than the 20th of the month prior to publication, which will occur on the first of the month, with remittances accompanying the ads.
- Job Bank ads can be kept confidential if so desired. If you are interested in receiving information from or submitting information to the Job Bank, please call the SCDA office.
- If you have registered with us previously and have found work or filled your position, please let us know so that we can take your name out of our files.
- Contact: SCDA Bulletin, ATTN: Maie Brunson, 120 Stonemark Lane, Columbia, SC 29210; call 800-327-2598; fax 803-750-1644; email brunsonm@scda.org.

Other News

To keep up with other goings on within the dental profession, just follow the links below:

[ADA News Daily](#)

[Medicaid Bulletins](#)

[SC Board of Dentistry Newsletters](#)