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Where Dentistry Stands With the Affordable Care Act

Barrels of ink and hundreds of hours have been devoted to the discussion of the Affordable Care Act (ACA), or ObamaCare, its unofficial moniker. As predicted by many, the Federal government's web site was not ready in a timely manner nor easily navigated by consumers. Health and Human Services Secretary Kathleen Sibelius has been on the hot seat with the media and with Congress enduring hours of very pointed questions about the failure of the process. Couple these snafus with the realization that many who had individual plans they were happy with would lose their coverage, and it's no wonder the negative press for President Obama and his administration is rampant. The administration placed a short delay on the cancellation of individual plans but everyone is aware that this is just kicking the can down the road. So, where does dentistry stand with all of this?

Effects of the ACA on Dentistry

In an effort to explain the implications to member dentists, the American Dental Association (ADA) published a series of informative documents that can be accessed via www.ada.org. The following information is designed to provide the bottom line to dentists concerning ObamaCare. For more details consult the ADA's articles on their web site.

Does the ACA Mandate Dental Coverage?

Dental coverage for children (under age 19) is a mandated offering but not a mandated purchase within the exchanges. However, in the individual and small group markets outside the exchange, the dental benefit must be purchased. There is no requirement for adult coverage. After January 1, 2014, all individual and small group market plans inside and outside the exchange must be certified as "qualified health plans" except for stand-alone dental plans. Qualified health plans must provide for all Essential Health Benefits and pediatric dental services are included as an EHB. The SCDA is continuing to research information about dental plans being provided through the exchanges. While this might not be the entire list, we are aware that Renaissance Dental, BEST Life and Delta Dental are offering standalone dental plans in many counties.

Am I Required to Provide Health Insurance for My Employees?

The ACA does not require small businesses with fewer than 50 full-time employees to provide health insurance. The vast majority of dental practices have fewer than 50 employees. Small business employers who pay at least 50 percent of the premium for employee coverage may qualify for a small business tax credit. You must have fewer than 25 full-time equivalent employees whose average annual per-employee wage does not exceed \$50,000. These tax credits disappear after 2016.

What Other Financial Implications Are There for Dentists?

To help pay for the ACA several new taxes have been instituted:

- The 2.3 percent medical device excise tax took effect on January 1, 2013. The ADA has worked to repeal this portion of the ACA, but to no avail. Dentists are not required to collect this tax but are likely to feel an impact financially as prices may increase on certain medical devices purchased for the dental practice, which ultimately increases the cost of health care to consumers.
- Flexible spending accounts are now limited beginning in 2013 to \$2,500 a year to increase annually by a cost-of-living adjustment.

Continued on Page 3

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Continued from Page 1

- Also starting in 2013, there is a 0.9 percent payroll surtax on wage and salary income over \$200,000 for single filers or \$250,000 for joint filers. The Medicare tax also increased in 2013 and the rate for self-employed persons increased from 2.9 to 3.8 percent.
- Beginning in 2013, a 3.8 percent tax on some investment income (rents, dividends, interest, royalties and capital gains on property sales) was enacted for those whose modified adjusted gross income exceeds \$200,000 for single and \$250,000 for joint filers.

Are There Any Other Requirements Impacting Me as Either a Provider of Health Care or a Small Business Employer?

The ACA amended the Fair Labor Standards Act (FLSA) by stating that by October 1, 2013, all employers covered by the FLSA (including dental offices) will have to provide to their employees a notice that informs them that there are new health insurance marketplace coverage options available. One notice is for those employers that offer a health plan to some or all employees and a second notice is for those employers that do not offer a health plan. Initially, it was interpreted by the ADA that this was a mandatory requirement and the SCDA sent out notifications to all members informing them of this requirement and information on how to obtain the forms. However, the ADA later found that it was a 'suggestion' to do so. While there are no penalties for employers who do not provide such notice, it may be good business practice to do so since the Department of Labor could at some time perform audits and make life difficult for dentist employers.

How Does the ACA Address Orthodontic and Pediatric Care?

According to an article from Kaiser Health News, orthodontic care may or may not be covered. Under the health law, pediatric dental coverage is one of 10 "essential health benefits" that must be offered to people who shop for plans on the health insurance marketplaces. Depending on the state, dental coverage may be offered on a stand-alone basis rather than as part of a regular health plan. An individual would not necessarily get dental insurance coverage unless a family buys a stand-alone plan. Under the law, plans are required to cover only medically necessary orthodontia. States or insurers may define medical necessity differently.

The *New York Times* ran an article on December 16, 2013, regarding issues with the ACA and pediatric dental care and how pediatric care is handled much differently from coverage of other essential benefits on federal and state exchanges. People shopping on the exchanges are not required to buy pediatric dental care and do not receive financial support for buying it. Some experts are warning that the flawed implementation of this benefit on the exchanges could leave millions of children without access to dental care.

On the state and federal exchanges, children's dental coverage generally comes in two forms. It may be "embedded" in medical insurance plans or sold separately in "stand alone" plans. Generally, it is the stand-alone dental plans that worry policy experts and deter consumers on the exchanges. One problem: Stand alone dental plans don't qualify for subsidies, as do medical plans on the exchange.

Stand-alone dental plans are also exempted from the law's limits on out-of-pocket expenses. While out-of-pocket maximums for health plans are capped at \$12,700 per family, stand alone dental plans may have separate maximums of \$700 per child to \$1,400 for two or more children.

How Does This Affect the Medical Plan Offered Through the SCDA?

Practices that were on the SCDA plan prior to the start of 2014 will remain on the current benefit platform through November of 2014 and potentially beyond. Groups new to the plan in 2014 will have access to a revised benefit platform that BlueCross is currently constructing and one that we hope to roll out in the very near future. Either way SCDA members will have access to a vastly more comprehensive provider network by taking advantage of these benefits through the association.

This article was originally published in the January 2014 *GDA Action, Journal of the Georgia Dental Association* (Volume 33, Number 1). Reprinted with permission and edits by Mark Brown. All rights reserved.



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New Dentist Committee Member Focus

By Dr. Charles S Capra, II

SCDA Mission

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? Please Notify the SCDA

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!

Why I participate in organized dentistry?

My overall interest in politics motivated me to become involved while a student at the University of Alabama at Birmingham. I joined ASDA and was given the opportunity to represent my home state and school at National Lobby Day for dental students. While on Capitol Hill, one of our guest lecturers stated, "In politics, you are either at the table or on the menu." This fact has fueled a desire within me to do what I am able to represent and promote my profession.



Dr. Charles Capra

What have I gained from organized dentistry?

Organized dentistry has been a major part of all our lives and practices by fighting to ensure the autonomy and respect for our profession. Personally, my participation has given me opportunities to create relationships with people from several areas of the U.S., and gain a greater understanding of the issues that affect us all. Also, it has expanded my perspective of what it means to be a dentist.

About Charles S. Capra, II

Dr. Charles (Chaz) Capra is a graduate of the University of Alabama at Birmingham (2012). Prior to UAB, he obtained a B.S. in Biomedical Science and an M.S. in Biology both from Auburn University. Chaz practiced general dentistry for one year in Montgomery, AL, before moving to Greenville, SC. While in Montgomery, he served as Program Chairman for the 2nd Dental District of Alabama. He met his wife, Audrey, while at Auburn, and they both enjoy living and working in the Upstate.

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If you have not already joined the SCDA Facebook page you are missing out! We have moved all of our pictures from Shutterfly to our Facebook page. We have posted pictures from our conventions and DAD projects. You can save the pictures, tag yourself and share them with other friends on Facebook. You will also be kept up to date on all SCDA news! Join our group today! www.facebook.com/scdental. You can also follow us on twitter @SCDentalAssoc!

Master Calendar

March 7	Piedmont District Spring Meeting	Poinsett Club	7:30 AM
March 7	Coastal District Spring Meeting	Trident Technical College	8:00 AM
March 7	Pee Dee Spring Meeting	Florence Country Club	8:30 AM
March 21	Team Approach to Treatment Planning, Case Presentation and Acceptance	Charleston, SC	8:30 AM
March 21	Radiation Safety Exam	Fortis College	9:30 AM
March 28	Rural Dentist Incentive Board and Foundation Board	SCDA Office	9:00 AM

Peace Of Mind Knowing Your Practice & Family Are Protected

NPT's Practice Protection Plan (PPP)

In general, following the unexpected death or disability of a dentist, practice value immediately begins to decline approximately 25% per month until a transition occurs. Unfortunately though, it could be weeks before a grieving loved one contacts the appropriate professionals to begin the search; and then additional weeks if not months before a proper transition is completed. By then, the practice could have little to no value remaining.

NPT created the *Practice Protection Plan (PPP)*, the first of its kind in the industry, to provide you peace of mind in knowing your practice's value may be protected in the event of such an unexpected tragedy. **There is absolutely no cost to you to sign up.**



Here's how the Plan works:

- ◆ We provide you with a **LETTER OF NOTIFICATION** to sign and entrust with an individual such as your attorney or executor. This letter instructs that person to notify us immediately upon a tragic event requiring us to sell your dental practice.
- ◆ You pre-sign our standard Agreement which is then placed in your file authorizing us to sell your Dental Practice only upon receipt of the signed **LETTER OF NOTIFICATION**.
- ◆ Each year you forward us your relevant practice financials and requested data reports to be kept in your file.
- ◆ Should an unexpected tragedy occur, we will immediately appraise and market your practice. By maintaining your vital practice information, we are able to begin the sale process immediately while your practice is still maintaining its highest value.
- ◆ As a participant of the PPP, your practice will be locked in at a reduced commission rate should we have to sell as a result of a tragedy. By reducing our commission even further, we hope to provide you or your estate additional financial support during this unexpected and tragic occurrence.

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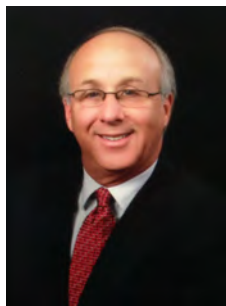
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President's Message



Dr. David Moss

As this issue of the Bulletin is released, past President Thomas Edmonds and I will be on a porch in Liure, Honduras busily relieving dental disease with "cold steel and sunshine" – as Dr. Vance Crouse used to say in Oral Surgery clinic. However, in our weeklong absence, the legislative wheels will still be churning at the statehouse and I want to bring you up to date with recent activities.

The biggest news is the return of adult coverage for Medicaid. Starting April 1, emergency services for adults will begin. This will promote the removal of seriously diseased teeth and help keep these individuals from crowding area hospital Emergency Departments. SCDA has heavily promoted the issue of Emergency Department diversion as the smart way to deal with dental disease amongst the adult Medicaid population and make the best use of taxpayer funds. This new coverage for adults will carry a price tag of \$12 million according to state estimates. More details are being issued by DHHS as April 1 approaches.

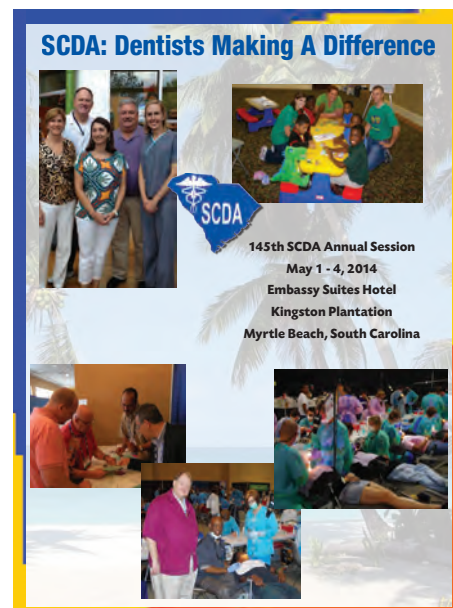
In a related matter, efforts are being made to enhance adult Medicaid by adding preventive and restorative services as well. This involves ongoing budgetary wrangling that is in a state of flux. It is hoped that there will be limited benefits for adult Medicaid participants beginning later in 2014. Exactly what parameters will be instituted for those benefits has not been detailed as yet. Ongoing meetings with DHHS are continuing, so a news blast from SCDA and DHHS may be upcoming pending their outcome.

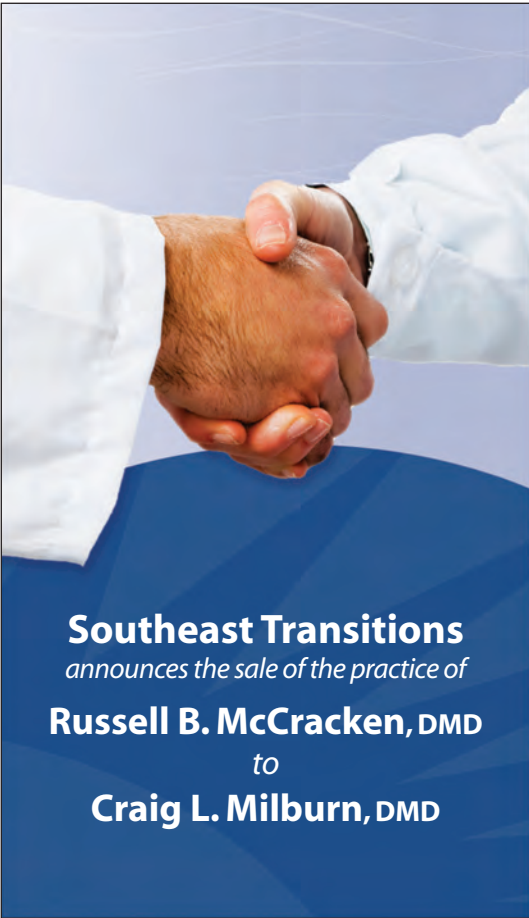
As you may have heard, a change to the dental practice act is in the works. After much work done by a task force chaired by Dr. Gee Rabon, the Dental Sedation Act is being introduced to offer clarity to state law regarding the sedation of patients in the dental office setting. The ADA passed guidelines in 2012 for sedation practices, levels of education required, and facility parameters that are being implemented across the nation. While these guidelines were already mentioned in SC regulations, it was deemed prudent to have them spelled out within the statute of the Dental Practice Act. The safety of the South Carolina public is the core driving force in getting this legislation to become law. Admittedly, the bill is being introduced late in the legislative cycle, but it is hoped that it will proceed with limited debate in the 2014 session.

Another critical legislative issue revolves around the funding of the clinical building at the MUSC College of Dental Medicine. As you may remember, in 2007 a bond anticipation note of \$30 million was issued to allow the clinical facility to be built. However, a change in the political makeup of the statehouse has resulted in that anticipated bond to be unfulfilled. With the efforts of former Governor, Dr. James Edwards, a renewed push is being made to accomplish the funding necessary to satisfy the debt service on the dental school. If unsuccessful, the only funding route available will be to increase tuition on each student by \$8685 per year. The resultant tuition would be \$68,785 a year for in-state students. I think we could all agree that it is only right for the state to live up to its promise of funding rather than do it on the already burdened backs of students. In the November 2013 issue of the Bulletin, Dr. Edmonds gives a more detailed review of this matter and its ramifications.

Other legislative agenda items include renewed funding for Donated Dental Services and an increase in funding of the Rural Incentive Program. These programs help get dental services to citizens of South Carolina that are most in need. Also, as I mentioned at the HOD in December, I want to renew the push for a non-covered services bill that will allow for fair reimbursement of dentists for services that are beyond the contract of a covered insurance benefit. However, it looks like this will have to wait until the restart of the legislative cycle in 2015.

As legislation surfaces that has dental implications, rest assured that your SCDA staff, officers, lobbyists, and SCDA legislative chairman, Dr. George Bumgardner, will be ready to respond appropriately. Much has been said about the changing times in our profession of dentistry. Market trends and funding models are applying pressures to us like never before. However, we must not forget that the passage of a single legislative item has the potential to alter the landscape of dentistry in our state more than years of market change. Your SCDA stands vigilant in protecting the integrity of our dental profession in the legislative arena. At any rate, I will admit, for a week in March on a porch in Honduras, Thomas and I will have "cold steel and sunshine" on our minds instead.





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Thursday Speakers



Ms. Anastasia Turchetta works with dental teams and companies on their social media presence & presents high energy webinars, CE or keynote programs to dental teams and consumers. She has been published in several of our industries' publications + consumer focused online magazines. She is a practicing clinical hygienist of 25 years and is a member of NSA.

Session 1: Rock Your Communication & Image within Your Practice!

Thursday, May 1 from 8:30 AM – 11:30 AM **Credit Hours: 3**

Session Description: What if you could ROCK your team's communication for your patients of all generations varying from case presentation to social media strategies would you do it? If you answered yes, then grab your entire team to gain the edge and art of effective communication in today's world of dentistry!

Session 2: Take My Breath Away; Oral Malodor

Thursday, May 1 from 1:45 PM – 4:45 PM **Credit Hours: 3**

Session Description: Has your mouth ever felt so parched that it was a struggle to speak or eat? Ever been offered a mint or gum and wonder whether it was really an act of kindness? We can all breathe a sigh of relief and solve this embarrassing situation for our patients so they can to blow us away with their smile, not their breath!

Dr. Alan M. Atlas received his D.M.D degree from the University of Pennsylvania School of Dental Medicine and currently serves there as Clinical Professor, Co-Director of Comprehensive Care Clinics, Director of Implant Dentistry and a Primary Care Unit Group Leader in the Department of Preventive and Restorative Sciences. In addition, he is actively involved in the development and integration of clinical research studies for implants, CAD-CAM ceramics and dental materials at Penn. Dr. Atlas is an internationally recognized lecturer whose unique academic and private practice perspective is focused on applying scientific based protocols to general and advanced clinical dentistry. His presentations span worldwide including China, Africa, Australia, Saudi Arabia and Europe. Dr. Atlas maintains a private practice dedicated to Esthetic and Comprehensive Restorative Dentistry located in Philadelphia, Pennsylvania.



Session 1: Eliminating Fractures, Failures & Frustration From Your Practice: Conquering Adhesion And Placement Of Direct Posterior Composite Esthetic Restorations

Thursday, May 1 from 8:30 AM – 11:30 AM **Credit Hours: 3**

Session Description: There are key fundamental concepts that will determine the long term favorable outcome of direct posterior esthetic restorations. This course will demonstrate step by step concise restorative treatment planning guidelines that fulfill today's esthetic demands and integrates current restorative materials and protocols. Procedures and techniques for esthetic and functional success with adhesives and composites will be reviewed, based on the most current scientific evidence, to assess what factors most influence the clinical results.

Session 2: Mastering Esthetic Restorative Dentistry From A To Z: Adhesion To Zirconia Treatment Planning The Materials And Techniques For Optimal Clinical Success With High Strength All-ceramic And Cad-cam Restorations

Thursday, May 1 from 1:45 PM – 4:45 PM **Credit Hours: 3**

Session Description: There are key fundamental concepts that will determine the long term favorable outcome of esthetic restorations. This course will demonstrate step by step concise restorative treatment planning guidelines that fulfill today's esthetic demands and integrates current restorative materials and protocols. Procedures and techniques for esthetic and functional success with high strength ceramics and CAD/CAM technology will be reviewed based on the most current scientific evidence to assess what factors most influence the clinical results.



Mary R. Dittman, M.B.A. is an Instructor of Marketing and Director of the Business Internship Program at Francis Marion University. She is the recipient of the Francis Marion University Excellence in Teaching Award, and she teaches a variety of business and marketing courses, and created the School of Business Internship Program, which affords FMU students the opportunity to work in local businesses while in school. She was recognized by Governor Mark Sanford for her Tools for School program which put school supplies into the hands of 120 local school children who were in need.

Ms. Dittman was awarded Delta Sigma Pi 2011 Chapter Advisor of the Year for both the Southeastern Region and the Southern Province. She is the faculty advisor for Zeta Tau Alpha and College Republicans. Professor Dittman is a Senator on FMU's Faculty Senate, Chairs the University Nominating Committee, serves on the Student Affairs Advisory Board, and manages special projects for the Dean of the School of Business.

In the community, Professor Dittman serves as a Commissioner appointed by Florence County Council for the Civic Center Commission. She also serves as a Member of the Board of Directors of the American Red Cross. She does consulting work in the areas of marketing and business strategy for various local and regional companies, and writes a monthly column in She Magazine. Professor Dittman is Past President of the Pee Dee Business & Professional Women's Network, and a member of the American Marketing Association, Delta Sigma Pi (co-ed business fraternity), Omicron Delta Kappa (leadership society) and Beta Gamma Sigma (business honor society). She is also a graduate of Executive Leadership Florence.

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Session 1: Immediately Improve Your Results: Understanding Communication Between Men & Women

Thursday, May 1 from 1:45 PM – 4:45 PM **Credit Hours:** 3

Session Description: Get inside the minds of men and women and learn the most effective ways to get what you want from your staff, patients, colleagues, and personal connections! You'll know the right words to use to diffuse a stressful situation, whether at home or at work, and you will understand what makes people tick.

Friday Speakers



Mr. Calvin Wilson, an American Heart Association certified BLS instructor for more than 20 years will present a Life Support Healthcare Provider course (recertification in the morning and basic certification in the afternoon).

Session 1: CPR Recertification (limited to 35 participants) - \$65

Friday, May 2 from 8:00 – 12:00 pm

Session 2: CPR Certification (limited to 35 participants) - \$65

Friday, May 2 from 1:00 – 5:00 pm **Credit Hours:** 4 hours for each Session (CDT/CEU)

Session Description: Mr. Wilson and a staff of certified instructors will emphasize skills for helping victims of all ages. This course includes updated information from the American Heart Association.



Kelly W. Jones, Pharm.D., BCPS is an MUSC AHEC Associate Professor (Florence) of Family Medicine. He is a graduate of the Medical University of South Carolina (MUSC) where he received both his B.S in Pharmacy and Doctor of Pharmacy degrees. He also completed a Pharm. D. Fellowship in Family Medicine from MUSC. He has been with the McLeod Family Medicine Residency Program since his graduation in 1989. In 1993, he was awarded Board Certification in Pharmacotherapy. Dr. Jones was born in Fountain Inn, South Carolina, married to Lisa and has 6 wonderful children Amanda, West, Carol, Mason, Hamilton and Jackson. They currently reside in Hartsville, South Carolina. When he is not teaching, you will find him in his home studio writing music or playing with his first grandbaby, Mae Winters.

Session 1: Evidence-Based Pharmacotherapy for the Dentist: Anticoagulants and Antibiotics

Friday, May 2 from 8:30 AM to 11:30 AM **Credit Hours:** 3

Session Description: This seminar will consist of two lectures that will be bridged using the basic principles of evidence-based medicine. The first presentation is entitled: A Comprehensive, Evidence-Based Review of Anticoagulation for the Dentist. This interactive presentation concerns the application of evidence-based medicine to the practicing dentist. Time will be utilized understanding how to place patient value on statistics and interpreting good patient-oriented outcome research. Anticoagulation medications will be review as well as guidelines for use during dental procedures and surgery. The second lecture is entitled: Seek and Destroy: Therapeutic Pearls for Old and New Antibiotics. The purpose of this presentation is to review the classes of antibiotics important to the dentist and discuss pearls about each class that will improve pharmaceutical care to patients. Emphasis will be placed on the antibiotics used in dentistry, with time given to any new agents.

Session 2: The REMS Reality: Opioid Prescribing in the Future

Friday, May 2 from 1:00 PM to 4:00 PM **Credit Hours:** 3

Session Description: The purpose of this presentation is to introduce the dentist to prescription drug abuse and the tension associated with undertreatment versus harmful access of opioid medications. The FDA REMS program will be discussed as well as other techniques the dentists can use to reduce aberrant behavior and abuse. Practical pain pharmacotherapy pearls will also be addressed.



Michael A. Ignelzi, Jr., D.D.S., Ph.D. received his D.D.S., Certificate in Pediatric Dentistry and Ph.D. in Biochemistry and Biophysics from the University of North Carolina at Chapel Hill. Dr. Ignelzi received his Certificate in Orthodontics and Dentofacial Orthopedics from the University of Michigan. Dr. Ignelzi is currently engaged in full time private practice limited to orthodontics and pediatric dentistry in Greensboro, North Carolina. He is an Adjunct Associate Professor in the Department of Pediatric Dentistry at the University of North Carolina School of Dentistry, a Diplomate of the American Board of Pediatric Dentistry, and a Fellow in the American College of Dentists. From 1995 – 2006 Dr. Ignelzi served as a full time faculty member in the Department of Orthodontics and Pediatric Dentistry at the University of Michigan where he taught in the clinics, lectured, and treated patients in the dental faculty practice. Dr. Ignelzi enjoyed 19 consecutive years of funding by the National Institutes of Health. He has published over 75 scientific articles, abstracts and book chapters and has made over 175 presentations to national and international audiences on orthodontics and pediatric dentistry.

Dr. Ignelzi is the recipient of the Charles Craig Award, a national teaching award given by the dental honor society Omicron Kappa Upsilon. Fourteen of his students have received national or international recognition for their work. Dr. Ignelzi is the recipient of the Merle C. Hunter Distinguished Service Award given by the American Academy of Pediatric Dentistry. Dr. Ignelzi has served as Chair of the American Academy of Pediatric Dentistry's Task Force on Sedation, Council on Scientific Affairs, Council on Continuing Education and Scientific Program Committee. Dr. Ignelzi has been quoted in dozens of newspapers and blogs as well as Parents magazine, Redbook, American Baby, Prevention, Working Mother magazine, and Contemporary Oral Hygiene. He is a national media spokesperson for the American Academy of Pediatric Dentistry, a consultant to the American Dental Association's Council on Dental Practice, and a former member of the American Academy of Pediatrics' Bright Futures Early Childhood

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Expert Panel. Dr. Ignelzi is a Featured Seminar Series Speaker for the American Dental Association. Dr. Ignelzi developed and taught in the Oral Clinical Exam Review Course, designed for pediatric dentists, and served as Course Director and taught in the Comprehensive Review of Pediatric Dentistry for the General Practitioner course, both of which are sponsored by the American Academy of Pediatric Dentistry.

Session 1: Practical Update in Prevention

Friday, May 2 from 8:30 AM – 11:30 AM **Credit Hours: 3**

Session Description: Prevention is the cornerstone of what we do as dental professionals. The challenge for the ethical practitioner is to identify new products and technologies that will truly benefit his/her patients while avoiding products and technologies that are marketed effectively, but have little to no scientific basis. Come hear the latest on sealants, fluoride, the bacteria that cause caries, the protective role of saliva, chemotherapeutic agents, chair side diagnostic tools and the consumer products that prevent enamel demineralization and promote enamel remineralization. We will also explore caries risk assessment because it influences how frequently we take radiographs, what restorative materials we use, and how aggressively we use preventive agents like fluoride and sealants. This entertaining and informative course features practical information, based on sound science, so that you can provide the best care to your patients.

Session 2: Successful Encounters with Kids

Friday, May 2 from 1:45 PM – 4:45 PM **Credit Hours: 3**

Session Description: This fast-paced and informative course features timely and practical information for any practice that treats children. This course will focus on restorative treatments and pulp therapy for primary and young permanent teeth and behavior guidance. Tooth colored dental materials including glass ionomer cements, resin-modified glass ionomer cements, composites and zirconia crowns have revolutionized restorative care for children. We review the advantages and disadvantages and indications for each material so you can select the best material for any clinical situation. Much has changed in recent years regarding pulp therapy for primary and young permanent teeth. We review the indications, and provide step by step instructions on how to complete indirect pulp caps, pulpotomies, and pulpectomies. We discuss the most effective behavior management techniques and the strategies that you should use to enlist the support of parents when using these techniques. We will increase your comfort level when treating children by providing you with specific solutions to commonly encountered problems.



Dave Weber is an internationally recognized keynote speaker, author, and trainer in helping people make progress on purpose... and he has the track record to prove his techniques work. An honors graduate from Mercer University, he simultaneously captained the university's NCAA Division 1 soccer and volleyball teams for three years and was accorded All-Conference honors in both sports. Upon graduating in 1984, Weber began his professional career at Motorola. After three years of award-winning selling and training, he left corporate America to launch his own speaking and consulting firm. Since 1987, Weber has been one of the country's most sought after speakers. Speaking 165 times a year, his high energy and entertaining style have made him a crowd favorite. While his style might initially get him invited to present, it is his great content and timeless principles that get him invited

back time and time again. Weber's client list in the medical/dental community is quite extensive. Not only has he presented to executives, doctors, and nurses in hospitals across the country, but his dental industry exposure is even more impressive.

Session 1&2: Some Days You're the Pigeon, Some Days the Statue

Friday, May 2 from 8:30 AM to 11:30 AM (Part I) & 1:45 PM to 4:45 PM (Part II)

Credit Hours: 3 hours for each Session

Session Description: Boy, truer words were never spoken!! Come prepared to laugh and learn as one of our country's funniest and most sought after dental speakers discusses what many doctors and staff feel is the most challenging part of their practice-- THE PEOPLE!! Dr's and patients... Dr's and staff... staff and patients... staff and staff... (heck, even husbands and wives... parents and children) Relationships! It all boils down to relationships. Come discover the secret to making progress on purpose in all of your relationships and the amazing impact that our communication has on the culture and climate of a practice or home.

Saturday Speakers

DentaQuest serves as Administrative Service Organization for the SC Department of Health and Human Services, our state's Medicaid agency. **Ms. Rebekah Mathews** is South Carolina Executive Director for DentaQuest and oversees the company's role for the SC Healthy Connections Medicaid Dental Program.



Session: Update on the SC Healthy Connections Medicaid Dental Program

Saturday, May 3 from 8:00 – 10:00 am **Credit Hours: 2**

Session Description: The goal of the session is to update dental providers and staff on the operation of the SCDHHS Medicaid dental program. DentaQuest is responsible for claim adjudication and customer service to providers participating in the Healthy Connections Medicaid dental program.



Dr. Charlie Hook was a former professor of operative and general dentistry and associate dean for clinical affairs at MUSC's College of Dental Medicine. Dr. Hook currently serves as associate pastor at First Baptist Church of Mt. Pleasant. Prior to joining the MUSC faculty, Dr. Hook worked in private practice in Newberry and served for four years as a dental missionary in Barbados. Dr. Hook's lecture style entertains the audience by combining humor and experience with his knowledge of the subject.

Continued on Page 16



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Continued from Page 14

Session: Infectious Control & OSHA Update for the Dental Office (Dentists & Dental office registrants only)

Saturday, May 3 from 8:00 - 11:30 AM Credit Hours: 3

Session Description: This course is designed to meet the annual OSHA (blood-borne pathogens) training requirements for all employees of the dental office. Participants will also gain knowledge of what should be done "When Your Office is called by an OSHA Inspector," as well as insight concerning violations that have resulted in OSHA fines. Each office will receive a complimentary Exposure Control Plan (a mandatory requirement) that can be easily customized to meet the needs of the individual office. A certificate of OSHA training will be issued for each participant.



Dr. Robert Faulkner graduated from The Ohio State University in 1980. Following a one-year hospital residency, he practiced General Dentistry in Northwest Ohio until 1990, when he returned to an Advanced Graduate Residency program in Prosthodontics at the UCLA School of Dentistry. Dr. Faulkner received his certificate in Prosthodontics in 1992 as well as a certificate in Maxillofacial Prosthetics in 1993. In addition, he received full training through the UCLA Implant Center during his three-year residency training programs. He has lectured extensively on several aspects of Prosthodontics and Implant Dentistry, both nationally and internationally. Dr. Faulkner is the director of The Ohio Center for Osseointegration and Restorative Dentistry, a state-of-the-art continuing education facility for clinicians, technicians, and auxiliaries. He has a faculty appointment as a Lecturer for the Department of Removable Prosthodontics at UCLA. Dr. Faulkner resides in Cincinnati, Ohio where he maintains a private practice limited to fixed and removable prosthodontics, maxillofacial prosthetics, and implant prosthodontics.

Session: Esthetic Dentistry and Dental Implants.....Controverseries, Compromises, Challenges

Saturday, May 3 from 8:00 AM - 11:30 AM

Sponsored by: DENTSPLY Implants Credit Hours: 3.5

Session Description: This program will investigate the realistic possibilities of combining esthetic dentistry with osseointegrated implants. Insights will be provided as to the importance of the pretreatment diagnosis and its relevance to the treatment outcome. Implant selection, abutment selection, and various clinical procedures will be presented and their importance discussed, thereby developing treatment sequences and establishing treatment protocols. In addition, the importance of establishing acceptable function in harmony with esthetic form will be emphasized for long-term stability of the implant restorations.



Michelle Dodge, Vice President, Regional Business Development Officer Mid-Atlantic Region joined Bank of America Practice Solutions in October, 2004. Before joining Practice Solutions as a Regional Manager, she managed credit card sales teams and the company's fitness facility. Today, Michelle works closely with new and established dentists throughout the Southeast region, providing financing solutions primarily for start-ups, relocations, additional locations, debt consolidations, commercial real estate, and equipment purchases. Michelle has won many honors while with Practice Solutions including Rookie of the Year in 2007 and the Leadership Award in 2008. Michelle graduated from University of Maine in 1998 with a Master of Science Degree in Kinesiology and Physical Education. When Michelle is not assisting dentists with their practice needs, she can be found exercising, spending time with friends, or taking in a sporting event.



Brian Cogan, Vice President, Regional Business Development Officer Mid-Atlantic Region, started his financing career in 2001 with Sky Bank. He joined Practice Solutions in 2003 as a Project Manager and was later promoted to Account Manager. Brian has been the Regional Sales Manager for the Mid-Atlantic, since January of 2008. A graduate of Malone College with a degree in Liberal Arts, Brian is married, and enjoys watching and playing sports in his spare time.

Session: Considering Practice Ownership?

Sponsored By: Bank of America Practice Solutions

Saturday, May 3 from 10:00 AM - 12:00 PM Credit Hours: 2

Session Description: This seminar has been designed to address concerns of both new doctors looking to start a practice from scratch or purchase an existing practice and established doctors looking to sell an existing practice. Join us in an intimate setting where you will have the opportunity to discuss the various aspects of practice ownership with industry experts. This comprehensive seminar will cover everything you'll need to know to start your new practice, run your business successfully, and plan for your future as a dental practice owner. Ask yourself the following questions: Are you considering opening a new dental office? Are you considering relocating or remodeling your office, but don't know where to begin? Would you like to know if you can afford to buy commercial real estate and a dental office? This course will answer all of your questions.

Click [here](#) to register online!

Hotel Information: Embassy Suites Myrtle Beach- Oceanfront Resort
9800 Queensway Blvd
Myrtle Beach, SC 29572

To book your room please call 800-876-0010 and mention the group SC Dental Association or group code SDA. You may also book your reservation [online](#).



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

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. Responsive service from our call center reps keeps your offices running at peak efficiency.

To learn more about the Healthy Connections program or DentaQuest, contact Tycie Sellers at 803.758.0490 or Tycie.Sellers@dentaquest.com.



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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 staff. Our dentists earn on average \$230,000/yr, supported with health/malpractice insurance, 3 week's vacation, and visa/PR sponsorship. Call 312-274-4524 or dtharp@kosservices.com.

Pediatric Dentist Opportunity- an exceptional opportunity to join a growing Pediatric Dental & Orthodontic practice 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. www.coastalkidsdental.com. Call or email to find out how to join our team: 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 on Johns Island is in need of volunteer SC licensed dentists to provide emergency & basic dental. 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 info.

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!!!

Community Partners of the Midlands is looking for a **P/T dentist in Richland and Lexington dental clinics.** The hours for the Lexington- Mon 8:30 am- 4:30 pm & Tues 1:00 pm- 4:00 pm, Richland- Thurs 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.** 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- 8-5 with possible future partnership. Email resume 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.

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. Interested candidates email CV to bromanoea@yahoo.com

Wadesboro, NC-Full time. With 15 locations across North Carolina, University Dental Associates delivers comprehensive dental services in convenient community locations. As a group dental practice, UDA is able to provide general and specialty dental care. UDA is nationally recognized for quality and maintains accreditation through the Accreditation Association of Ambulatory Health Care (AAAHC).

General dentist opportunity part time or full time in Coastal SC. We have a state of the art FFS practice with a highly trained team in place. Caring experienced doctors only. Extraction, endo, implant experience a plus. Send CV to drehortman@sc.rr.com

New pediatric start up practice in Metro Charlotte area. Seeking pediatric dentist will open June-August 2014. Contact 803-578-2652 for more information.

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 Dentist Practice Charleston 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 info.

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 MB seeking highly experienced **office manager**. Responsibilities: employee training, overseeing office personnel, treatment planning & case presentation, marketing & advertising, OSHA/HIPAA compliance and more. Minimum 5 years experience. Contact 843-293-6700 for more information.

Dental assistant wanted for group practice in West Columbia, full time, benefits package, contact Lindy Garrick 803-796-1140.

Practices/Office Space Available

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, 877-365-6786 x230. a.christy@nptnetwork.com or www.nptnetwork.com

Charleston Pedodontic Practice Long-standing 40-yr practice looking for associate buy-in. Practice has great up side potential adding sedation. Dr. only working part time on track to collect close to \$650k. Great location, long term staff to transition the practice. For more info call 678-482-7305, email info@southeasttransitions.com or visit www.southeasttransitions.com using listing ID SC1026

Orangeburg Well established all FFS practice with low overhead collecting \$400k. 3 ops, excellent hygiene program, refers out all surgery, implants and perio. Doctor moving out of area, competitively priced, a great opportunity to develop a diamond in the rough! For more info call 678-482-7305, email info@southeasttransitions.com or visit www.southeasttransitions.com using listing ID SC1024

Liberty Brand new facility being built in a high-demand location. 4 ops with the potential for 6, seeing 30 new patients a month, collected over \$700,000 in 2013. For more info call 678-482-7305, email info@southeasttransitions.com or visit www.southeasttransitions.com ID SC1029

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Manning Accelerated start-up with 4 equipped ops, currently open 2 days per week. This is a great opportunity to practice dentistry in an underserved area! For more info call 678-482-7305, email info@southeasttransitions.com or visit www.southeasttransitions.com using listing ID SC1025

Fully equipped, 4 OP practice with Eaglesoft and Schick Digital xrays. Great location in the Upstate of SC with high traffic counts. Well furnished. Contact drm@providencedentalgroup.com for more information.

Greenville 6 op facility seeing 25 new patients a month. Collected almost \$750,000 in 2013. Has room for another doctor - referring out all pedo, endo, implants, surgery - tremendous room for growth! For more information call 678-482-7305, email info@southeasttransitions.com or visit www.southeasttransitions.com using listing ID SC1028

Murrells Inlet Beautiful 2 years new coastal facility in a great location near the beach. 4 ops with room to expand to 10. Doctor only working part time and collected almost \$700k last year. For more information call 678-482-7305, email info@southeasttransitions.com or visit www.southeasttransitions.com ID SC1027

Dental office for sale or lease in desirable **Greenville, SC** location. Approximately 1427 sq. ft. freestanding, custom-constructed dental office on 0.35 acre lot at 10 Pelham Road. 3 dr operatories and 1 hygiene room. Wiring and plumbing in place but needs new dental equipment and office furnishings. Landscaping. Separate parking for patients and dr/staff. For more info, contact Tyson Smoak (NAI Earle Furman) at 864-325-0000 or tsmoak@naief.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.

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- 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](#)

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[SC Board of Dentistry Newsletters](#)