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### Are You Engaged in YOUR Association?

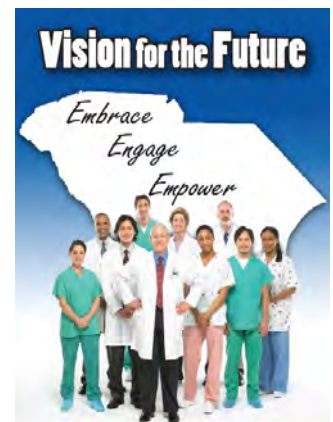
By Thomas Edmonds



Dr. Thomas Edmonds

As you may recall, in my bulletin article last month, I celebrated getting to first base as it relates to my year as president. It is clear to me that even though you learn the game, practice a lot and eventually make it into the starting lineup, once you reach the plate it is up to you to make it to first base. Once there it becomes very evident that someone else on the team will need to advance you to second, except those of fleet feet who may be able to steal around to home!

As I stand on first, I see how our game of dentistry is much the same. Whether we are talking about our own practice or association, what we know for sure is that we can't get to second without the help of our fellow members, staffs and families. Taking care of patients, practice needs or association issues requires teamwork. Period. One association issue I see is the gradual decline in participation of our Annual Session each year. We talk of how the "game" has changed through the years, that people don't envision the meeting the way they used to, that there are more things vying for our time now, how you need to go to the Hinman to get quality CE, that it's hard to take a day off from work and....you fill in your blank.



I understand some of these dynamics and realize we are in a paradigm shift regarding our Annual Session, but I feel there is great relevance to what will happen there this year (at least for those who attend). Some say we should change locations. Some say we should focus on a smaller agenda. Some say we should change the time. Most don't say anything. So what do we do about it? In 2015, the Annual Session will be held in Charleston, and the following year possibly in Hilton Head. As for the agenda, it may be forced into a different format if attendance continues to decline. But I do know one thing that will not change, and that is the fact that this is a member driven association. The manager decides the lineup in baseball, but our members make that decision in the dental game. As your president, I intend to listen carefully to those who are willing to speak to this issue.

Our professional association is one that can only thrive through "empowered" relationships, and that is a little tough to do when we don't "engage" ourselves in face to face opportunities. Come be a part of some exceptional CE, hear and meet the President of our ADA, listen to our Lieutenant Governor at the DenPAC breakfast, see our exhibitors who depend on you and ENJOY some time away. I look forward to "embracing" many of you in Myrtle Beach as we carry on a long standing tradition of coming together to learn and encourage each other. Oh, and by the way, it isn't too late to register.

Published by the  
South Carolina  
Dental Association

Design: Maie Brunson

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# WHICH BROKERAGE FIRM IS TRULY LOOKING OUT FOR YOUR INTERESTS WHEN SELLING YOUR PRACTICE?



*Dual-Representation Brokerage Firms?*



*Dental Supply Companies Who Also Act As Brokers?*



*Your Accounting Firm Who Offers Brokerage Services?*

**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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**DENTAL BILL BECOMES LAW**—South Carolina dentists and members of the Charleston Legislative Delegation, watch Gov. James F. Byrnes sign a bill authorizing establishment of a four-year state dental school as a department of the South Carolina Medical College at Charleston. No money has been appropriated for the school, but dental and medical authorities believe instruction may be able to start in the near future. Left to right are Dr. E. F. Mickle, Columbia, chairman of the Legislative Committee; Dr. N. W. McCauley, Columbia, librarian; Rep. Tracy Gains, Spartanburg; Dr. Gordon Stine, Charleston; Rep. William M. Grimball Jr., Charleston; Dr. Henry M. Duke Jr., Charleston, vice president South Carolina Dental Association; Dr. William M. Draffin, Columbia; Sen. Edgar A. Brown, Barnwell; Sen. J. D. Parler, St. George; Dr. W. M. Cheatham Jr., Columbia; Dr. Kenneth M. Lynch, Charleston, president of the Medical College; Dr. W. D. McDowell, Charleston, past president S. C. Dental Association; Dr. C. E. Saunders, Columbia, president S. C. Dental Association; Gov. James E. Byrnes (seated); Sen T. Allen Legare Jr., Charleston; Sen. James Leppard, Chesterfield; Rep. Frank Epps, Greenville; Sen. W. P. Baskin, Lee County; Dr. T. A. Pitts, Columbia, chairman of the Medical College board of trustees; Dr. A. F. Burnside, Columbia, member of the Medical College board; Dr. Carl L. Busbee, Conway, chairman, Dental School Committee; Dr. W. C. Hudson, Charleston; Dr. C. D. Falls, Woodruff; Dr. F. B. Hines, Hartsville, president-elect of the dental association, and Rep. Theodore Stoney of Charleston.

## **Legislation Establishing South Carolina's First Dental School, April 15, 1953**

*Pictured above is the signing of the legislation creating South Carolina's first dental school 60 years ago on April 15, 1953. Unfortunately the Legislature did not begin funding it until 10 years later. Dr. John Buhler, the first Dean, was hired in 1964 and the first class matriculated in September, 1967. Since then over 2000 dentists have been educated at what is now the James B. Edwards College of Dental Medicine at the Medical University of South Carolina.*

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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](http://www.facebook.com/scdental). You can also follow us on twitter @SCDentalAssoc!

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## Thank You to Our 2013 SCDA Annual Session Exhibitors!!

### 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](mailto: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](http://www.scda.org) to verify your information!

- 3M ESPE
- A-dec
- ADS South
- AFTCO
- Affordable Dentures, Inc.
- American Pensions
- Aspen Dental
- Association Gloves - SCDA Glove Program
- Atlanta Dental Supply
- Bank of America Practice Solutions
- Benco Dental
- BioHorizons
- Biomet 3i
- BlueCross BlueShield of South Carolina
- BonaDent Dental Laboratories
- Brasseler USA
- Burdette Dental Lab
- CareCredit
- Colgate
- Colonial Life
- Creative Builders
- Cunningham-Waters
- Delta Dental
- Demandforce
- Dental One Partners, Inc.
- DentaQuest
- DENTSPLY Implants
- DENTSPLY International
- Dentsply Tulsa Dental Specialties
- Designs for Vision, Inc.
- Digital Doc, LLC
- Drake Precision Dental Laboratory
- Doral Refining Corp.
- GC America
- GlaxoSmithKline
- Greene, Finney & Horton, LLP
- Harbor Contracting
- Hayes Handpiece of SC, Inc.
- Healthcare Professional Funding
- Henry Schein Dental
- Hiossen Implants
- Hu-Friedy Mfg. Co., LLC
- Implant Direct
- Ivoclar Vivadent, Inc.
- McCraw Corporation/IT4 Dental
- New Image Dental Laboratory
- Nobel Biocare
- Offcite
- Orascoptic
- Patterson Dental
- Peace/Gibson Dental Designs
- Perfect Margins, LLC
- Philips - Sonicare and Zoom Whitening
- Pittman Dental Laboratory
- PLANMECA, Inc.
- PMC Insurance Solutions
- Porter Royal Sales
- Procter & Gamble
- Professional Sales Associates, Inc.
- Restorative Arts Dental Lab
- Rogers Townsend & Thomas, PC
- SCDA Member Benefits
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- SolutionStart
- South Carolina Academy of General Dentistry
- South Carolina Dental Assistant's Association
- South Carolina Dental Laboratory Association
- South Carolina JUA
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- The Davis-Garvin Agency, Inc.
- The Dentist's Choice of the Low Country
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- TransFirst
- Ultradent Products, Inc.
- US Army Health Care Team
- VOCO America, Inc.
- Wells Fargo Practice Finance
- Zimmer Dental

## Master Calendar

May 2-5	144th SCDA Annual Session	Kingston Plantation	
May 2	SCDA HOD	Kingston Plantation	6:30 AM
May 2	SCDA Board Meeting	Kingston Plantation	
May 10	Member Benefits Group Board Meeting	SCDA Office	9:00 AM
May 25	MUSC Nitrous Oxide Monitoring	MUSC	8:30 AM
May 31	Radiation Safety Exam	Fortis College	9:30 AM

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## Take Trips Not Chances

By John Gobbels, Medjet VP/COO

It's one of a traveler's worst nightmares. You're traveling and you discover you've lost your wallet, misplaced your Smartphone or arrived at the airport and can't find your passport.

At a time of heightened security, how do you get past security without your drivers license? What if your boarding pass was stored on your Smartphone? How do you pay your hotel bill without your credit cards?

It can happen to anyone and many of us have learned the hard way to carry an old drivers license, make copies of our passport and leave a copy at home, as well as in our carry-on bags, and not to carry all our credit cards in our wallets.

Unfortunately, the stress of traveling along with the "rush" often will prey on even the toughest road warrior. So what can we do to pre-plan our travel documents? Try these:



Avoiding Lost-ID pitfalls:

- Carry an extra official photo identification. Some states will provide a non-drivers license ID card for as little as \$10
- Have copies of your passport and other important documents. Have one copy with you and leave a copy at work or at home where someone could fax or e-mail them to you when traveling.
- Contact the local authorities if you are the victim of theft. Head to the nearest US Embassy or consulate if you lose your passport overseas.
- Take more than one credit card, but never carry all of them together in one place.

Take a moment to also bookmark and save the following links that can help in a lost document situation:

<http://www.usembassy.gov>

[http://www.tsa.gov/travelers/airtravel/acceptable\\_documents.shtm](http://www.tsa.gov/travelers/airtravel/acceptable_documents.shtm)

[http://travel.state.gov/passport/passport\\_1738.html](http://travel.state.gov/passport/passport_1738.html)

And as always, be sure to carry your MedjetAssist membership card with your travel documents and identification. If you become hospitalized 150 miles or more from home while traveling, you will have peace of mind knowing your Medjet membership provides air-medical transport to the hospital of your choice in your home country if you require continued hospitalization: [www.medjet.com/scda](http://www.medjet.com/scda).

### 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 Maia Brunson at [brunsonm@scda.org](mailto: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!

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# Executive Director's Notes



Mr. Phil Latham

*Most dental practices will need to review and revise their HIPAA compliance policies, procedures and documents by September 23, 2013. This is in regards to the final rule issued by the US Department of Health and Human Services. The ADA is updating their HIPAA manual which can provide some good information. Below is an article I had written by our lawyers about the new compliance policies from a South Carolina perspective.*

New changes are afoot for privacy of patient information and for dentists (and all health care providers as well as business associates for those providers). These new rules require changes in the old ways of doing business. Those of us old enough to recall the initial passage of HIPAA must update our thinking once again because the new Final Rules are out and compliance is required by September 23, 2013. Have no doubt about it, you are being held to a higher standard.

The US Department of Health and Human Services released the Final Rule of over 500 pages for the HITECH and GINA legislation. These rules govern many of the requirements dealing with privacy, security and enforcement for PHI (protected health information). The rules are in effect as of March 26, 2013 and must be complied with by September 23, 2013. What does this mean to your practice and your activities? Lots, that's what.

There are several steps each practice should take to place themselves into compliance and to stay in compliance. Compliance is not a onetime activity and must be addressed regularly in order to remain in as safe a position as possible.

1. Review Privacy Notices and revise if necessary. You do not have to provide a revised notice to existing patients, but will need to for new patients. Also, you will need to post the new Notice and have copies available for existing patients should they want a copy.
2. Update breach definition in your policy and procedures (you do have policy and procedures, right?)
3. Update and train (regularly) your staff on changes and to keep new staff informed of policy and procedure (you have these in writing, right?)
4. Review and revise all Business Associate Agreements (BAA) and determine which contracts for BAA need to be revised—deadline September 23, 2014.
5. Mandated audits have commenced-be aware
6. Stay engaged

Over the years since HIPAA was first enacted (1996), there have been several refinements and revisions to policy and procedures. If you have not been having regular training and discussions on HIPAA, privacy and security, then your practice should begin doing so promptly. Certainly, these new Rules do substantially increase the amounts available for fines for unknowing and unwilling violations as well as for knowing violations. The primary areas where smaller practices are exposed seem to be in mobile technology (laptop computers and smart phones) and through inattention to BAA activity.

Anytime the PHI for one patient is released in a manner that it is not supposed to be released (faxed to the wrong number, mailed to the wrong address, one page stuck into a chart and then copied to someone else inadvertently), then there has been a breach of the privacy rule and an investigation must be made, a determination of how to respond and a determination of who must be notified and when. Some instances might only require an internal review, some will require notice to the patient and others require either annual or immediate notice to the US Department of Health and Human Services (HHS). While past practices might have been less strict on inadvertent disclosure, the new Rule shifts the framework to a point where an inadvertent disclosure soon corrected is assumed to be a breach and harmful until a review and investigation determine otherwise. And this investigation needs to be documented and the documentation retained by the practice.

Business associates have liability exposure for breach or release of PHI. There might be no protection for your practice especially if you are not revising and reviewing your BAA. And who are your business associates (even if you do not have a written BAA, these can still be your business associates)? Business associates are regulated by the Final Rule. Many of your business associates may not be aware they are covered by this Final Rule, so you or your practice will need to let them know. Any entity that

**Continued on Page 13**

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has or requires access to some patient specific identifying information is a business associate including anyone doing transcription, consultants/lawyers/accountants, computer servicers or technicians, claims filing service, record disposal service/shredding firm, software provider (if they access your system) or anyone else who has access to patient information, including billing or collection service. These each need a written BAA, updated to address the changes in the Final Rule.

Continue to use your HIPAA practices and procedures. (You have these in writing, right?) There are programs available through various dental associations or healthcare associations that can be used as good starting points on the path to compliance with HIPAA and the like. These are starting points; you must use the programs, implement the programs and update the programs regularly to be compliant and to do your best to insure the security and privacy of your patient's information. It is a duty and fairly clearly defined by these legislative enactments and by these recent Final Rules.

Computer records are the biggest risk for breach and creating HIPAA problems. Passwords are a must and further steps like encryption should be investigated. It could well be that 'state of the art' practice will soon include data encryption for all health entities. Encryption can be difficult especially with an older system and can require expensive upgrades. Talk with your computer services provider (likely a "Business Associate" under these Rules) and see about the safety and cost of encryption. Maybe the best thing about encryption is that if there is a breach, then the release of information will be encrypted which would lead your risk assessment review to determine that a breach has not occurred. And under the new Rules, you are required to perform an assessment for each suspected breach and to document such. The old pattern was to assume no breach until proven; the new pattern is based upon a belief there is a breach unless an assessment determines there is not breach.

If this has only whetted your appetite and you want to read more, check this government web-site for lengthy details: <https://www.federalregister.gov/articles/2013/01/25/2013-01073/modifications-to-the-hipaa-privacy-security-enforcement-and-breach-notification-rules-under-the> . This latest set of Final Rules does clarify the requirements and does establish new duties on dentists and others with PHI. So, get your HIPAA program running regularly, check those privacy statements and Business Associate Agreements (BAA) and encrypt your data to protect your patients.

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Professional malpractice insurance rates will be decreasing for many member dentists insured through the SCDA beginning June 1, 2013.

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## ClaimX Interview

By Mark Brown



Mr. Mark Brown

ClaimX pioneered by ExtraDent, (electronic insurance claim management and processor), has been added to our list of Preferred Providers. The ClaimX program was extensively tested by a few of our members. After the trial period, all evaluation sites gave ClaimX high marks for support, ease of use, and integration with their practice management system, a noticeable reduction in claim processing times, and a significant reduction in costs.

If you want to save money, you should read this article and then check out ClaimX.

The following is an interview with Mr. Kemper Martin, Vice-President of Sales and Marketing with ExtraDent and Mark Brown, Manager, SCDA Member Benefits Group, ExtraDent understands dental office management since their early involvement in developing PracticeWorks® dental software.

### **Q. Tell me about ExtraDent?**

ExtraDent is a group of professional developers with a combined experience of over 60 years in the field of electronic claim processing and the development, support, and maintenance of dental software. They left PracticeWorks® in 2003 and founded ExtraDent. ExtraDent is the developer of ClaimX.



### **Q. What is ClaimX?**

ClaimX is a complete electronic insurance management system that works with over 60 different practice management systems. It will send your dental insurance claims electronically for only 25 cents. Did you know most offices are currently paying 45-55 cents for the same service ClaimX provides for 25 cents? It is true.

### **Q. Is that all that ClaimX does?**

NO! ClaimX will print claims, store NPI numbers, check claim status, send eligibility requests, receive responses electronically, manage claims with Watchdog, and facilitate the for submitting electronic attachments with NEA. In some cases ClaimX even integrates eligibility checking with the offices appointment book. These services will help the office more efficiently and save on staff time and the cost of claims management.

### **Q. What is NEA?**

NEA stands for National Electronic Attachment, Inc. This is an electronic attachment clearinghouse used by ClaimX to submit required attachments of any type. For example, digital radiographs, periodontal charting, narratives, EOBs, lab reports, doctor notes, or any other document required to process a claim

### **Q. The BIG question is: why should I switch to ClaimX?**

Number one, MONEY! If you have to ask yourself, would I like to pay 25 cents per claim versus paying your current practice management software company's 45-55 cents per claim? Second, do I want the same services that the others provide, but cheaper?

Lastly, do I want the added services/features that ClaimX provides and others do not at no cost?

If you answered yes to one or all the questions, ClaimX is a no brainer!

### **Q. Frequently Asked Questions:**

- Can I get a Free Trial Period? – Yes (60 Free Days from the submittal of your first claim)
- Do I need High Speed (DSL or Broadband) Internet access? – Yes
- Does ClaimX work with my current practice management system? – Yes
- Can I send Medicaid claims? – Yes
- Can I perform real time claim status checking? – Yes (free)
- Can I call support if I have a question? – Yes (free)

***Continued on Page 16***





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Continued from Page 14

- Can I submit digital radiographs and periodontal charting? - Yes (NEA, Inc. is required)
- Can I do real time patient eligibility requests? - Yes (for a monthly fee)
- Can I process electronic patient statements? -Yes (for an additional fee)
- Are there any contracts? No
- Are there any set-up fees? No
- Are there any charges for installation, training, or support? No
- If I wish to stop using the service, is there a cancellation fee? No
- Again, what is the fee per claim? 25 cents and this is not a teaser rate.

### Q. How do I get started?

Call ExtraDent at 866-886-5113 Option 1. When speaking with a ClaimX representative specify you are a member of the SCDA. The representative will fax or email you an Enrollment Package. Complete the three pages and return to ExtraDent via fax. In a few days you will receive a call from the ExtraDent Customer Service department to schedule the installation/training. An ExtraDent staff member will call your office on the scheduled date and time to perform the installation and training.

### Important words from the SCDA:

The SCDA is YOUR Association. The function of SCDA is to provide you with products or services that are potentially helpful to you and your business. SCDA generates royalties from all of the Preferred Providers in effort to offset expenses that occur at the SCDA central office level so that dues dollars can be use more effectively. The Preferred Providers are scrutinized but feedback is essential from the member dentist.



  
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- 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

  
Endorsed by SCDA

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.com1.800.216.5505

  
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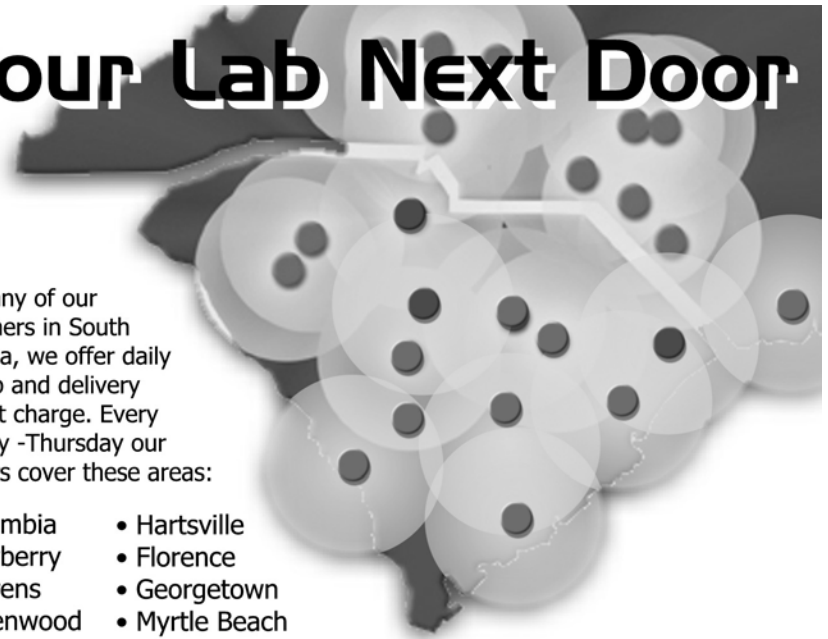
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# Classified Ads

## 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](mailto:gbrannen@palmettodentalpersonnel.com) or visit us at [www.palmettodentalpersonnel.com](http://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](http://www.forestirons.com)

**Dentist available for locum tenens.** Available 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](mailto:fziger@homesc.com).

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

**Periodontist available one day per week.** Skilled in all areas of implant therapy, bone grafting and soft tissue grafting. Excellent opportunity for GP to keep patients in-house and generate surgical revenue. Please contact [period257@gmail.com](mailto:period257@gmail.com) for more information.

## Positions Available - Dentists

**Florence SC-** Looking for associate doctor for established, large practice. Modern office, digital x-ray, interoral cameras, etc. Doctor will establish patient base from office new patients, avg. 145/mo. Commission packages available. Call 843-629-8000 and visit [www.carolinasmile.com](http://www.carolinasmile.com)

**General Dentist** needed in a growing and highly productive area in North Charleston off Ashley Phosphate Rd. Please call Marsha at 843-767-3300.

**Dentist Needed.** Looking for associate dentist, **general or pediatric**, to help with two offices. Location **Columbia and Florence**. Full or part time position available. Must love working with kids. State of the art facilities with all new equipment and digital xrays and charts. Please send resumes to fax 866-415-7943

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](mailto: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](http://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](mailto:drisabel@coastalkidsdental.com) 843-818-KIDS (5437).

**Dentist needed 2-2 1/2 days weekly in Columbia, SC.** Duties to include endo and anterior. Please contact Karen 803-738-2424 and/or email resume to [cdcsmls@live.com](mailto:cdcsmls@live.com).

**Darlington/Florence area general dentist** with 5+ years experience. Excellent, well trained staff interested in growing practice to its full potential with FT Doctor on board. 3 ops well outfitted, (4th available) beautiful facility. Endo experience helpful as this practice has strong demand. Send CV to [centerforsesedation@yahoo.com](mailto:centerforsesedation@yahoo.com) c/o Center for Sedation and Advanced Dentistry.

**General or pediatric dentist needed** in a growing and highly productive area in Columbia. The position is for a two or two and half day work week (Monday, Thursday and possibly Friday). We are looking for a dentist who is team oriented and enjoys working with children and young adults. Email or call me to find out more information on how to apply for this position. [Chad@kidsfirstdentalsc.com](mailto:Chad@kidsfirstdentalsc.com) or 803-772-4949

**GP dentist needed 2 days weekly.** 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](mailto:smile@carolinafamilydentistry.com).

**Dentist Needed!** General or Pediatric! Part-time or Full-time! In Irmo area! Send Resume to [childrensdentalgroupsc@gmail.com](mailto: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.

**General dentists needed** throughout the state of SC. For immediate consideration please forward your cv in confidence to [scott.williams@dentalonepartners.com](mailto:scott.williams@dentalonepartners.com). For a detailed discussion, you may contact Scott at 919-437-8665.

**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](mailto: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 [sigonalez@amdpi.com](mailto:sigonalez@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.

**Dentist with experience wanted for part time position** with a group practice near Columbia, SC, eventually full-time; possible buy-in for the right person; minimal endo or surgery, primarily restorative and crown and bridge; email information to [ljlmd@aol.com](mailto:ljlmd@aol.com).

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

**Full time associate position** in beautiful upstate SC. Large fee for service practice. Excellent benefits with possible future buy in opportunity for right individual. This position might be for you if you see yourself starting as an associate making \$175-200k/year, and possibly progressing to ownership. Position available immediately. If interested call 843-991-0344 anytime.

**General or Pediatric dentist needed in Lancaster, SC.** The office is going to be opened in June or July. We are looking for a highly self-motivated individual. The position is for a four day work week (Monday-Thursday). We are looking for a dentist who is team oriented and enjoys working with children and younger teens. Contact Chad at [chad@kidsfirstdentalsc.com](mailto:chad@kidsfirstdentalsc.com) or 803-772-4949

### **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](mailto:wolf@wolfdental.com) or 843-442-2429 for more information.

### **Practices/Office Space Available**

**Selling satellite boutique office.** 3 operatory office ideal for specialist or new dentist. Ready immediately. For more details please email [smilstudio@aol.com](mailto:smilstudio@aol.com). Columbia SC

**Coastal SC, Myrtle Beach Area-** Northern Coastal Gem, this is a once in a lifetime opportunity to buy into a practice and be a partner in a very high-end established practice collecting close to 3 million a year, great staff, great hygiene program, with excellent benefits! Please call or email for details using reference #SC1017. For more information call 678-482-7305, email [info@southeasttransitions.com](mailto:info@southeasttransitions.com) or visit [www.southeasttransitions.com](http://www.southeasttransitions.com).

**Anderson, SC-** Practice for sale immediately. 1,750 sq ft., 4 operatories, panorex and digital x-ray. Contact 864-356-2731 for more information

Practice For Sale. SC-1114: **Chesterfield County.** 4 operatory general practice located in one of SC's fastest growing communities. Avg. collections \$741,000+. Strong hygiene program. Well equipped. Contact Ms. Amanda Christy. National Practice Transitions. 877-365-6786 x 230. [a.christy@nptnetwork.com](mailto:a.christy@nptnetwork.com). [www.nptnetwork.com](http://www.nptnetwork.com)

**Florence** Well established all FFS, high-end practice available! Doctor will stay on part-time for 1 year. Tremendous potential. Please call or email for details using reference #SC1018. For more information call 678-482-7305, email [info@southeasttransitions.com](mailto:info@southeasttransitions.com) or visit [www.southeasttransitions.com](http://www.southeasttransitions.com).

Dental office for sale or lease in desirable **Greenville, SC.** Approx. 1400 sq. ft. freestanding custom constructed dental office on 0.35 acre lot at 10 Pelham Road. 3 doctor operatories and 1 hygiene room. Wiring and plumbing in place but will need new dental equipment and office furnishings. Established landscaping. Separate parking for patients and doctor/staff. Call Dr. Roger Cherry at 864-862-6591 or 864-360-7684 for more info.

**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.

### **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.

- 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](mailto: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](#)