

Bulletin



Volume 39, Issue 11 - November 2011

Inside this issue:

Membership Dues	2
Editorial Comments	5
GKAS Redevelopment, Part 2	6
President's Message	7
Master Calendar	8
Executive Director's Notes	11
Four SC Dentists Enter American College	11
SCDA Member Benefits Group	13
Classifieds/Job Bank	16

**Published by the
South Carolina
Dental Association**

Editor: Philip E. Smith, DMD,
FAGD, ACD, ICD

Design: Jennifer Haworth

www.scda.org

**Toll Free in SC:
(800) 327-2598**

SCDA Survey Results

By Phil Smith

The SCDA Member Benefits Group recently sponsored a survey of the population of member dentists. The survey was designed to follow up on the census and questionnaire from 2006. As many of you may recall, that survey was initiated to gauge the demographics and dynamics of the dental population. The results of the canvas helped the SCDA Board of Governors craft a long term goal policy that has benefited the dental community.

The current survey will allow the Board to analyze and predict current trends in practice. The results provide a reference for future goals and services. The main component was a mail survey. The University of South Carolina provided the expertise as they distributed 1,848 questionnaires. There was also a dental student component for this survey. In the end, the response was excellent with 30% of dentists answering and 50% of the dental students. The topics were diverse and designed to gauge relevance and importance for a number of mega-issues. Please be aware that the analysis is incomplete, however the statistics are interesting.


Probably the highest positive response related to the SCDA efforts on behalf of dentists was with political advocacy. High marks were awarded for the Association's efforts promoting dentistry in the legislative and public arena. This dynamic posture assures that dentists' interests are presented and defended in debates for rules, regulations and federal requirements. Past legislation that threatened increased compliance fees or overhead expenses is closely monitored. One of the best examples is the ongoing dialogue for Medicaid fees and coding.

One of the most caustic contemporary debates in dentistry surrounds the conflict for expanded duty auxiliary staff. There is a direction from government to increase "access to care", and one option is to train and authorize assistants to perform services that traditionally have been authorized to dentists. The support of this trend is to provide care to low income individuals and reduce the cost of service. However, the lone dental voice is unlikely to be heard in this debate, and therefore 78% of the respondents favored organized dentistry's voice against the auxiliary option for care.

When asked what were other major problems facing dentistry, a high percentage stated the provision of health insurance to staff members, and the dilemma of poor collections from outstanding patient debt. Although SCDA and Member Benefits provide access to business options for both of these problems, the respondents may not avail themselves to the relationship established with collateral companies affiliated with SCDA. An extra benefit of these relationships is the generation of non-dues income to off set membership expenses.

One statistical surprise noted a bit of a conflict in how the leadership represented the population. 90% gave SCDA high marks for encouraging diversity, however that same affirmation stated that there was less agreement whether the majority voice was considered. That intent for future directions was supported by 70% who felt more emphasis should be placed on individual dentists' needs and less on public oral health. One comment stated that the leadership was dominated by a small group of members.

Continued on next page



“ I only have one regret about selling my practice. I should have called Dr. Earl Douglas sooner.”

Sound Advice.

Trust us for all your dental transition needs.

- Appraisals
- Associate Placement
- Brokering
- Equity Associateships
- Practice Financing

ADSSouth.com



Practice Transitions Made Perfect™
PPC is now ADS South.



GEORGIA, LOUISIANA & TENNESSEE
Earl Douglas,
DDS, MBA, BVAL
(770) 664-1982
earl@adssouth.com



N. CAROLINA, S. CAROLINA & VIRGINIA
James J. Howard,
DMD
(910) 523-1430
jim@adssouth.com



ALABAMA, MISSISSIPPI & W. TENNESSEE
Rebecca Kyatt
(205) 253-9094
rebecca@adssouth.com



OFFICE MANAGER
Virginia Douglas
(770) 664-1982
virginia@adssouth.com

Continued from previous page

However, in another survey question that addressed membership participation in SCDA, a full 50% said family obligations prevented their involvement and 43% said that the demands of running a practice prohibited their active SCDA participation. Therefore, an argument could be made that those in leadership roles are able to arrange their schedules to allow for leadership commitments.

In general, the membership still preferred the Annual Session to be held in Myrtle Beach during April or early May. The most valuable communications were the member directory and the Bulletin. Almost 75% indicated that e-mail was the best means for the Association to communicate with members.

In summation, members considered themselves loyal to continued membership in the SCDA with 87.5% responding affirmatively. An amazing 95% expressed a positive impression of the Association, and many perceived the cost of membership to be a valuable investment.

Membership Dues

By Christy Meador

Keep an eye out for your 2012 Membership Dues. They have been mailed out. The first deadline is January 1, 2012. The deadline to avoid a \$100 late fee is February 15, 2012. Your membership will lapse on March 15, 2012, if we have not received your payment by that time. If you have not received your 2012 invoice, please contact me so that I can see what contact information we have on file. 800-327-2598 or meadorc@scda.org.

Be sure to check over the Membership Update Form enclosed with the dues. Make any necessary changes and return it with the dues statement in the return envelope that we have provided for you. This is very important because we use this sheet to print the Membership Directory. If it is not returned we will assume that everything is correct.

Kudos to Dr. John H. Fulmer, Jr. for being the first to return his 2012 Membership Dues.

**Planning a trip? Need a substitute?
Call SC JUA about Locum Tenens Coverage**

Coverage is available at no charge to JUA insureds who will not be practicing on a temporary basis due to vacation, illness, or other absence.

Don't wait. Call today!
866.893.6270

PARAGON

DENTAL PRACTICE TRANSITIONS

THE PARAGON DIFFERENCE

After handling thousands of transactions over the past two decades, PARAGON consultants know that no two clients and no two transactions are the same.

A practice transition is a very personal event that requires very special attention. Nothing is taken for granted. We customize every single transaction to satisfy the needs and goals of our clients. We handle each transaction as if we are the client. This is just one of the many reasons why PARAGON is so unique.

Judge for yourself! Call us for a complimentary consultation. No obligation...just a very worthwhile education!

Sign up for our free newsletter at paragon.us.com

Your local PARAGON consultant is Craig A. Winklemann, D.D.S. Contact him at 866-898-1867 or info@paragon.us.com



WWW.AFTCO.NET

AFTCO

TRANSITION CONSULTANTS

*Helping dentists buy &
sell practices for over 40 years.*

AFTCO is the oldest and largest dental practice transition consulting firm in the United States. AFTCO assists dentists with associateships, purchasing and selling of practices, and retirement plans. We are much more than a practice broker, we are there to serve you through all stages of your career.

Earl B. Hartzog, D.M.D.

has acquired the practice of

E. Gary Jeffords, D.M.D.

Bamberg, South Carolina

*AFTCO is pleased to have represented
both parties in this transaction.*

Ollie Stukes, D.M.D., Beth Stukes
& Rachel Dean

Call 1-800-232-3826 today for a free practice appraisal, a \$2,500 value!

Editorial Comments

Comments appearing in this section are the renderings of the Editor or credited authors and do not necessarily reflect the opinions or policies of the SCDA. Letters are invited. Brevity is appreciated, and the Editor reserves the right to edit all communications. Letters may be emailed: philes48@aol.com, mailed to the SCDA office, or faxed to (803)359-3004.

Economy Is Taking Its Toll

I attended the ADA Annual Session last month. It was an excellent meeting and the attendance was good. Preliminary estimates expect the total numbers to approach 40,000 dentists, staff, exhibitors, guests, students, speakers and interested parties. The Las Vegas Convention Bureau was pleased. The meeting was very upbeat and for the most part everyone seemed glad to be there.



Dr. Phil Smith, Editor

I enrolled in a number of implant and restorative seminars offered by some excellent clinicians. There seemed to be a universal dialogue that appeared in the presentations: the economy. Other than the trauma specialist from New York that restored extensive cases with the dental / medical colleges, every speaker I heard alluded to a slow down in their practices.

When I spoke with friends in the speakers' lounge, they all expressed some degree of traffic flow or case acceptance reduction. I too can see this continued trend. In 2008, I wrote an editorial that encouraged dentists to hang in there and that the economic malaise and stock market losses would rebound. As I promised, they did. (I hoped that you stayed the course!)

This time seems different. Perhaps it is the prolonged uncertainty in the government, or the seriously slow recovery in jobs, but I have reason to understand why patients may be reluctant to seek elective dental care. I can see how an office might feel distressed as receipts dwindle and staff salaries rise. I am concerned for a number of dental friends.

However, I am the eternal optimist. I have been rewarded when I was able to withstand challenges because I always believed that adversity is fleeting and success is in your heart. So allow me to present my revised "Phil's Top Ten Recovery List" for dentists.

1. Do not panic! Keep the decline in perspective. The market might have a terrible day, but the stocks should recover over the cycle. So is the trend in your office. A slow 2011 does not mean a bad 2012.
2. Annually raise your fees! All other expenses will rise so an office must keep up just to keep even.
3. Live below your means. This applies to your practice as well. Do not take a big trip nor buy a Cerec machine if receipts do not support it.
4. Be optimistic! Expect the best and it usually occurs. But more importantly, your ENTHUSIASM will energize the office. If the doctor is morose and stays in his office, what can be expected from the staff?
5. Make an appointment with a practice management guru. Ask your friends for a reference. If your office has never participated in a management consultation, I highly recommend it. Guaranteed results!
6. Be intimately familiar with your practice expense profile. Are your percentages in line for an appropriate profit amount? FYI...most established offices are seeing 60% to 70% overhead dependant upon your stage of office debt. If fees are soft, where are your expenses too high?
7. Know your collection percentage? Establish a sound protocol for payments and insurance. By the way, accept insurance but be cautious about assorted "contract" programs. In these times, few patients are going to seek care without insurance assistance.
8. Outreach into the community where you serve. Be seen and participate in events. Print cards for the practice and staff to distribute to their contacts in the community. You would be surprised at this valuable resource. I still have a number of patients from coaching my son's soccer team in 1992!
9. Develop a website that presents your services and profile. I personally would resist Facebook and YouTube because it is too easy to invite on line comments or criticism. Include directions to the office. I am unsure about allowing patients to schedule appointments online. That would be your decision, but I encourage staff phone calls for confirmation of appointments. A personal touch.
10. Improve your skills and use your time wisely. Ask patients for referrals to your office. Call after care and take the time to listen!

This completes the first ten points of how to survive and prosper in tough times based on the Phil Smith model. I also would like to offer a cautionary comment.

There is a trend to publicize treatment discounts in many venues. Print copy, billboards and electronic sources all "promise" discounts on your service. In my opinion, we risk offering discounts that are hard to recover financially at the expense of undermining our service. Patients might be inclined to "buy your crown" at a 50% discount and never return. How does a dentist make that offer fair for patients of record who support your professional fee structure? This even becomes more difficult when insurance is involved. Do we offer a

Continued on the next page

Continued from the previous page

professional dental service or a product?

Assorted e-coupons or pre-paid promotions don't even cover your costs, especially if you must also pay the company issuing the coupon. Resist giving away your service in hopes of generating traffic. It is a slippery slope.

Las Vegas Quote of the Day: **"9 out of 10 dentists think the 10th dentist is an idiot."**

Till next time,
Phil

GKAS Redevelopment, Part 2

By Phil Smith

Last month an article was presented about the upgraded focus for the SCDA Give Kids A Smile effort. Many of you know that this is a donated dental service project that provides care for uninsured and needy children between the ages of 6 and 18. The program peaked a few years ago, donating almost \$400,000 in care, but it regrettably generated only \$77,000 last year. This was the prompt to reinvest in GKAS.

The anchor for a successful GKAS service is the initial screening and diagnosis of dental needs. Some of the state's technical college programs have offered initial screenings and cleaning days that allow the GKAS team to then direct patients into offices for restorative care. Frequently the evaluations occur in mid-January. Other screening sites have been associated with private offices and selected event facilities. Ideally, children will receive preventive care, cleaning and a treatment plan.

In the Midlands, the most efficient process has used a central scheduling phone number to allow for recall and office placement for care. Subsequently, if a patient has been screened, a call back will schedule them at a dental office in their vicinity for definitive treatment. Many offices have assigned a single day for the GKAS children; others elect to integrate the patients into their regular schedule. Some dentists invite other dentists to join them and have a clinic day on a Friday. What ever suits the volunteering dental office. This year SCDA will provide an online form on the SCDA website to enroll eligible patients statewide for care. Submitted requests will then be sent to a regional office manager who will contact clinic locations with a list of eligible patients.

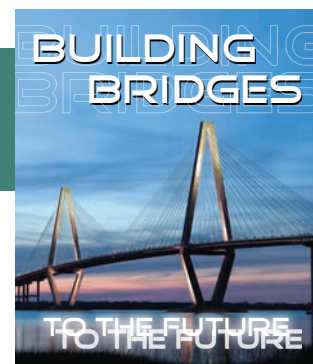
Organizationally the GKAS committee will recruit sites in major areas of the state to receive the patients. It is the hope of SCDA that as much necessary restorative care can be accomplished as possible. If dentists prefer, they can limit their treatment to the official GKAS day, February 3, 2012. However, it is the intent of the program to provide as much care as possible to eligible children.

Assorted supplies will be available. Henry Schein and Colgate donate clinic packs for the patients. Historically, there are resources available to offset restorative products used in the office settings. All radiographic products, sealants and fluoride will be replaced in the technical colleges that assist in GKAS clinic days.

Please look at your calendar and commit to volunteering for Give Kids A Smile. For more information contact Dr. Phil Smith at 803-359-9991, or Christy Meador at SCDA (meadorc@scda.org). This is an important program that would be regretful if it were lost. SCDA needs your help.



President's Message



For those of us who serve as delegates and alternates to the ADA House of Delegates (HOD), September to October is always a busy time of year. In mid-August, we receive a thick packet of ADA reports and resolutions to be reviewed in time for our 16th ADA District caucus meeting, which was held this year from September 9-11 in Roanoke, Virginia. Then in late September, the ADA Board of Trustees (BOT) meets again in Chicago, Illinois and generates another extensive set of materials to be digested before the house meets at the ADA annual meeting, held this year from October 10-14 in Las Vegas, Nevada. The underlying purpose for all this activity is to provide the opportunity for the supreme governing body of the ADA, the House of Delegates, to establish the guidelines under which the ADA

Board of Trustees and administrative staff are to conduct the business of the Association. The ADA is a very large and complex organization with a budget of over \$120M, and it would be impossible to report on all the resolutions that were voted on at this year's meeting; however, there were certain topics which garnered a great deal more debate than others, so I thought that it might be of interest to our members for me to provide a brief overview of these items.

In his final address to the HOD outgoing President Ray Gist stated that the ADA is now blessed with outstanding leadership. He had high praise for incoming President, Bill Calnon, and the current BOT, and he gave special recognition for the consistent and remarkable leadership provided by our highly esteemed executive director, Dr. Kathy O'Loughlin. He stated that she has transformed a culture plagued by uncertainty, unpredictability, and lack of trust into one of integrity, respect, accountability and hope. His address summarized the current state of affairs at ADA and clearly indicated that the organization is again ready to move forward and meet the future in a strong and decisive manner.



Dr. Ed Wise

Budget and business is always a subject which stimulates much deliberation at the HOD. Incoming President Bill Calnon said that he wanted members to know that the House debated the budget with fiscal responsibility in mind and that the delegates understand the ADA is in good hands and there are distinct plans for the future fiscal stability of our Association. The goal of the budgeting process is to establish a proposed budget which is as close to balanced as possible; however, the frequent introduction of numerous resolutions with financial implications often make this goal a "moving target." The ultimate guiding principle behind establishing the ADA budget is to maintain the long-term financial strength and stability of the Association. Several items drew special attention this year. At the direction of the 2010 HOD, the BOT conducted an extensive evaluation of the employee pension plans and as a result has made substantial alterations to those plans which will have a very positive effect on the future financial liabilities of the ADA. Under the leadership of Dr. O'Loughlin, the Association has streamlined its operations to increase efficiency. The new Hyperion budgeting software, which is part of the IT (information technology) upgrade, will make it much easier for staff and the BOT to stay on top of budget changes as they evolve. In 2009 the House established the Special Committee on Financial Affairs (SCFA), with the specific purpose of assisting the BOT with financial oversight. The work of this committee has provided invaluable expertise and assistance to the Board over the past several years and the House voted to continue this committee as the Standing Committee on Financial Affairs (SCFA). At the close of business on October 14th, the 2011 ADA House of Delegates approved a 2012 operating budget of \$120,139,667 in expenses and \$120,512,074 in anticipated revenue. It also called for a \$7 dues increase which will bring the annual dues, as of January 1st, 2012, to \$512.

As might be expected, special scrutiny continues to be given to any resolutions relating to the mid-level provider issue. The BOT submitted a resolution asking The Council on Dental Accreditation (CODA) to reconsider or postpone their decision to begin an accreditation process for the Minnesota mid-level provider training programs currently in operation. The HOD approved a resolution authorizing a study of alternative workforce models via a systematic scientific review of the literature with specific research questions to be answered. This is designed to be used to counter unscientific reports being published by

"When we leave this world, the only thing that we can take with us is that which we have given away."

Continued on next page

Continued from previous page

organizations like the Kellogg Foundation. Finally, the House approved continuing support of around \$5 million for the State Public Affairs (SPA) program, which provides grant funding on major advocacy issues facing state societies. There are a number of targeted states where foundations like Pew and Kellogg are committing \$1 million to PR campaigns to promote what ADA believes to be a misguided approach to the mid-level provider issue. Anyone who wishes to learn more about where the ADA stands on mid-levels should read the two position papers which the Association published in February and August of this year entitled "Breaking Down Barriers to Oral Health for All Americans: The Role of Workforce and Repairing the Tattered Safety Net."

Another resolution of very special interest concerns the deflating of the "dental education bubble." This resolution directs the BOT to address the problem of rising student debt and its effect on dental practice and to look at ways that ADA can help to resolve these problems. The negative effect of this problem on the future of our younger members and on the access to care issue is a major concern to ADA's leadership, and it is their intention to use the considerable influence of our Association to address the issue head-on and work toward viable solutions.

In the area of Legal, Legislative, and Public Affairs, it was determined that a thorough review of the entire ADA governance system is in order and a resolution authorizing an appropriate study was approved with results to be reported to the 2012 HOD. Also, a study on the implications for dentistry in the Affordable Care Act was approved, with similar reporting guidelines.

In their address to the HOD, both Dr. Gist and Dr. O'Loughlin expressed concern about the need for the ADA to continue to be perceived as an inclusive entity reaching out to ALL dental professionals—women dentists, dentists of diverse backgrounds, those who work in community centers, large group practices, academic and public health centers, as well as the military, with the hope that they will find relevance in this organization. It is vital that ADA continues to maintain its high market share around 70% so that it will continue to be the strong and credible voice of the majority of practicing dentists.

These are only the highlights of the many items which were dealt with at this year's ADA meeting. Again, all of this is clear evidence of the true complexity of our national organization and the impact that it has on advancing our profession.

In closing, I would like to share with you the truly amazing accomplishments of the recipient of the 2011 ADA Humanitarian Award, Dr. Jeremiah Lowney. Dr. Lowney went to Haiti back in the mid 1980's with a plan to do dental mission work. Since that time, the small dental clinic which he started has grown into a large full service health care facility with a \$4 million annual budget, providing the best health care available on the island. Dr. Lowney epitomizes the noblest and best of our profession. In his remarks, he made a very profound statement which I would like to leave with you as food for thought:

"When we leave this world, the only thing that we can take with us is that which we have given away."

Master Calendar

Nov 4	Strategic Planning Meeting	SC Medical Association	9 AM
Nov 5	Nitrous Oxide Monitoring for the Dental Staff	MUSC	
Nov 6	ASDA Prophy Cup 2011	The Links at Stono Ferry	8 AM
Nov 10-11	SCDA Board Planning Retreat	Columbia Conference Center	

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.

Practice Made *Perfect*



Tremendous Earning Potential • Defined Career Path to Ownership • Proven Practice Model
Comprehensive Marketing & Business Support • Ongoing Professional Development

Dentist opportunities available nationwide!

At Aspen Dental we recognize that our success is a direct result of empowering and supporting ambitious dental professionals. We provide a professional, fast-paced, entrepreneurial work environment based on a mutual respect that keeps our interests aligned. Together, we build and develop successful, patient focused dental practices.

We've got the perfect opportunity for you!

Join Aspen Dental - the premier network of dental practices.

866-765-7621

Connect with us:



AspenDentalJobs.com/68

Aspen Dental is an EOE.



Rock Hill • Little River • Columbia
South Carolina



Flexibility is Our Strength.



- Metal & Allergy Free
- Thermoplastic Material
- Lightweight
- Esthetic
- Durable
- Flexible

800-845-1116
www.shererdentallab.com



It's our business to protect yours.

Medicaid dental programs and billing practices are under review. Collins & Lacy can help you navigate in this changing environment.

Contact Jon Ozmint, Collins & Lacy: professional liability, governmental and regulatory affairs, and defense. (803) 255 - 0459.



Construction | Employment | Insurance Coverage | Professional Liability | Products Liability
Retail / Hospitality / Entertainment | Transportation | Workers' Compensation

COLUMBIA

GREENVILLE

MYRTLE BEACH

1330 Lady St. | 6th Floor | Columbia, SC 29201 | P: 803.256.2660 | Gray Culbreath, Managing Shareholder
www.collinsandlacy.com

Executive Director's Notes



Mr. Phil Latham

The SCDA Board of Governors met on Friday, October 28, 2011 and the following items highlighted the meeting:

- A report was received regarding membership dues being paid in monthly installments. The Board had approved this offer to those dentists who had been in practice 10 years and fewer. Very few opted for this choice, but the SCDA will move forward so a proper review can be prepared and for the Board to decide if this should be offered to the full membership at some point in the future.
- The Board received the 2010-2011 audit report and it was reported that the SCDA was on solid financial ground. The auditor also reported that the audit was clean with no issues. The Board also received and unanimously approved the 2012 SCDA budget presented by the Finance Committee. The proposed budget has been mailed to the full membership for its consideration at the upcoming House of Delegates meeting on December 2, 2011.

• The Board received a report from Dr. George Bumgardner regarding unemployment law and the recent changes that had take place that affect a small business owner. The Board asked that these unemployment changes be communicated to the membership via a letter, a class at the upcoming convention or some other means.

- The Board received a report from Dr. Phil Smith who will be heading up state wide efforts for the 2012 Give Kids a Smile program. He mentioned several new ideas that were being discussed and asked that everyone get onboard and participate in the worthwhile event.
- The Board received a report from Dr. Betsy Jabbour regarding the upcoming planning retreat and SCDA's leadership conference which will take place next year on January 20, 2012. Dr. Mary Byers will be guest speaker.
- The Board discussed the 2012 legislative agenda and also heard from its lobbyist Mr. Richard Davis. The Board unanimously approved to support passage of a non covered services bill, an assignment of benefits bill, seeking money for the donated dental services program and seeking continuing funds for the rural dentists incentive program. These items plus several other legislative issues will be brought before the House of Delegates in December.

"...the 2010-2011 audit report...reported that the SCDA was on solid financial ground."

In other news, the SCDA will soon be announcing plans for the 2012 Dental Access Days (DAD) project for 2012. The plan is for the event to be held in Columbia and Dr. Lee Ayers and Dr. George Bumgardner have agreed to head up the project. A final date and location are being worked on and should be announced soon.

Finally, many have heard a lot lately about a book titled "Race for Relevance". Many groups and associations are in the process of reading and discussing the book as it talks about associations and the future. Our own American Dental Association is discussing the book and the SCDA Executive Board and others have read the book too. Future meetings are being planned to discuss this book and the SCDA. A copy of the book can be found at any bookstore or ordered online.

Four SC Dentists Enter American College



Drs. Pitner, Lemon, McGill and Norman

The American College of Dentists welcomed four SCDA members into the organization during its Annual Session and Convocation Ceremony. The meeting was held concurrently with the ADA convention in Las Vegas on October 10 and 11. Those dentists inducted were Drs. Norman Bruce from Simpsonville, James Lemon and Leslie Pitner from Columbia, and Ted McGill from Charleston.

The American College of Dentists is a national dental organization that promotes the highest ideals in health care, advances the standards of dentistry, develops human relations and understanding and extends the benefits of dental health to the greatest number. The ACD promotes high ethical standards in the profession.

Reinvest



The **Patterson Advantage**® program helps you build the practice of your dreams.



How are you going to reinvest in your practice to build its worth?
As a **Patterson Advantage**® member, you're earning Advantage Dollars on your everyday merchandise purchases, technical service fees and Patterson financing. Put those real dollars to work for your practice – with a new handpiece for now or upgraded equipment and technology for your future.

PATTERSONADVANTAGE®
YOUR PARTNER IN PRACTICE GROWTH

Greenville Branch
105-G Ben Hamby Drive
Greenville, SC 29615
864-676-0333

Columbia Branch
400 Arbor Lake Dr., Suite A100
Columbia, SC 29223
803-754-8754

Charleston Branch
2300 Clements Ferry Rd., Suite 103
Charleston, SC 29492
843-849-5260

SCDA Member Benefits Group

by Mark Brown

THE SC JUA UNVEILS NEW LOOK / NEW WEBSITE

I am pleased to announce that after a year in the making, the Joint Underwriting Association (JUA) launched a completely redesigned and updated website in October. Featuring a new corporate logo and new online capabilities, the site is a great extension of the JUA's core values and commitment to leadership in South Carolina's medical professional liability insurance market.

The JUA conducted numerous interviews with dentists and physicians across the state, as well as defense attorneys, agents and brokers to help tailor their new corporate identity and website to meet the needs of the community they serve. A lot of their feedback is included in testimonials on the new site. The recurring themes throughout this process were that the JUA has proven itself with an unparalleled record of successfully defending dentists and physicians in SC; that it is proactive in advocating for the interests of their insureds at the Statehouse; and that it has clearly distinguished itself by providing superior, highly personalized service.

The new site is intended to build on those core strengths and enhance the ease and convenience of accessing the JUA's resources. Insureds will now be able to make secure online payments with credit card or electronic check and make online requests for quotes and personal assistance from JUA underwriters. There are also redesigned and easier to use forms and applications and lots of detailed and informative content about different types of coverage. A new training site, SCJUAtraining.com has also been built to host future online webinars, video training and educational content for insureds and agents.

As one of the JUA's largest agents, the SCDA Member Benefits Group is excited about what this milestone means in terms of enhancing the personal service the JUA is really known for and improving the level of knowledge and understanding among our membership regarding professional liability insurance. We invite you to visit the new SCJUA.com soon and contact us if you would like assistance with your own coverage.

The New SCJUA.com:

- Secure on-line premium payment with credit card or electronic check
- On-line form to request a quote
- All new, easier to use forms and applications
- Detailed comparisons of Occurrence and Claims-made coverage
- An on-line training platform to archive educational content for agents and insureds
- An interactive calendar of events
- Full site search capabilities
- E-Newsletter sign-up
- Extensive FAQ's covering general, underwriting and financial questions
- Testimonials from insureds, practice managers, defense attorneys and insurance agents across the state
- Lots of helpful links and more

Visitors can access the site at www.scjua.com.

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 Christy Meador at 800-327-2598 or by emailing her at meadorc@scda.org.

1 out of every 10 dentists

will suffer from alcohol or drug abuse at some time in their lives.

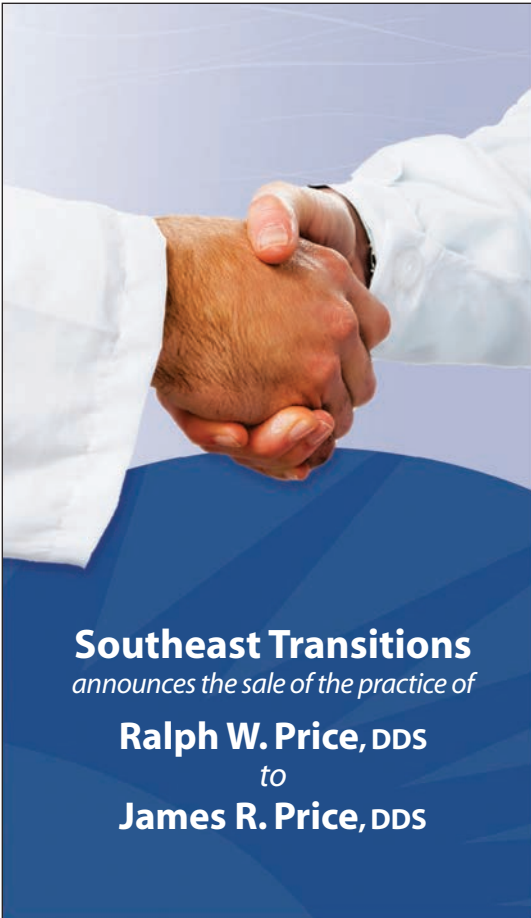
If you or someone you know needs help, contact the SCDA's Dental Assistance and Advocacy Committee: 800.327.2598



SCDA Group Medical Plan News

Participants on the South Carolina Dental Association's group medical plan will see NO PREMIUM INCREASE for the 2012 year. Can your insurance plan say that? As a matter of fact, our members will actually see a small decrease in their 2012 premiums. Most plans will see an average increase approaching 10% this year. If this is the case with your current coverage, give us a call for a free quote and let's see if the SCDA can save you some money in coming year.

120 Stonemark Lane
Columbia, SC 29210
Phone: 800-327-2598
Fax: 803-750-1644
Contact: Mark Brown
Email: Brownm@scda.org



Southeast Transitions
announces the sale of the practice of
Ralph W. Price, DDS
to
James R. Price, DDS

Not all dental practices are the same.

You know that – so do we.

We know that every business transaction is different. Buying or selling your practice is one of the most important professional decisions you'll make. Call Southeast Transitions for expert guidance.

We can help!



Bill Adams, DDS, FAGD
President and CEO

Pete Newcomb
CFO

www.southeasttransitions.com • 678-482-7305



INSURANCE COVERAGE AVAILABLE

Through

THE GENERAL AGENCY, INC.

(Insurers To The Dental Profession Since 1958)



DISABILITY INCOME
 Employee Coverage Also Available

**OVERHEAD EXPENSE
 DISABILITY**

**LONG TERM CARE
 INSURANCE**

HEALTH INSURANCE
 Individual & Short Term

**WORKER'S COMPENSATION
 INSURANCE**

**PROFESSIONAL LIABILITY
 INSURANCE**

DENTIST'S PROTECTION PROGRAM
 Package policy providing liability & property coverage for the dental office

Over **50** Years of Experience Working for You!

For More Information, Please Call

THE GENERAL AGENCY, INC.

1527 Highway 7 - Charleston, SC 29407

Telephone (843) 766-9091 • S.C. Toll Free 1-800-922-5036

www.generalagencyinc.com

Chip Cappelmann

Bill Cappelmann

Pamela Foster, CIC

Classified Ads

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

The Opus Duo EC dental laser incorporates an Erbium laser for hard tissue procedures, such as decay removal (without local anesthesia) and crown lengthening, as well as a CO2 laser ideal for soft tissue procedures. 60% off original price, \$20,000.00. Contact Dr. Gene Grace's office at 843-524-6410 or email drgrace@islc.net.

Dental Equipment for sale: chairs, units, lights, cabinetry, x-ray, vacuum, compressor, sterilizers and headpieces. Any and all things dental. Call 843-697-7567.

DENTISTS HELPING DENTISTS SINCE 1984. Locum Tenens Office Coverage: vacations, illness, maternity leave. Also, excellent job opportunities. Forest Irons & Associates 800-433-2603. www.forestirons.com

NORTH OF CHARLESTON #8187 Gross collections \$279,849; 5 days; 4 operatories; 2,000 sq. ft. office space. GP practice for sale for \$150,000! Two additional operatories plumbed. ADS South specializes in valuations and transitions for dentists. Learn how

to protect your practice in case of death. Call Dr. Earl Douglas at 770-664-1982 or visit our website www.adssouth.com.

Earn your required dental CE online with dentassist.com. Classes are starting at \$15. Dentassist.com is an ADA CERP provider of dental CE.

Approximately 1600 SF Dental Office with 4 operatories, Pan room, lab, consult room, staff lounge, reception and business office. Option to leave cabinetry, digital x-ray heads, some chairs with patient monitors, dental units, compressor, Star Vacuum System and additional items. Lease rate is negotiable. Available April/May 2012. Greenville SC. Contact Janice Holliday at 864-233-8639 or janiceholliday@aol.com.

NORTH CHARLESTON Established North Charleston practice for sale collecting \$300,000. Doctor to retire. Great location 3 operatories. For more information call 678-482-7305, email info@southeasttransitions.com or visit www.southeasttransitions.com.

FLORENCE Great Florence practice for sale! There are 3 operatories - free standing building. The practice is on track to collect \$520,000 this year and only open 3.5 days per week. Experienced staff will stay on. Selling doctor is retiring. For more information call 678-482-7305, email info@southeasttransitions.com or visit www.southeasttransitions.com.

Help Wanted Ads

Florence - opening in well est., modern, clean office w/ loyal staff. Need ft/pt assoc. to participate like solo/owner dr. w/out the admin. burdens. Family practice w/ cosmetic emphasis. Salaried or commission package w/ health ins. avail. Call 1-800-thanksu and visit www.carolinasmile.com today!

An orthodontic assistant is needed for a progressive and reputable practice in Duncan, SC. Prior orthodontic or dental experience is preferred, but not a requirement if you have good hand-eye coordination and enjoy working with kids and adults. If you are interested in becoming part of our team, we encourage you to fax us your resume and a letter stating why you feel you would be an excellent addition to our office to 864-486-8688 or email info@chadwellsmiles.com.

Dentist Jobs: Aspen Dental offers tremendous earning potential and a practice support model that empowers dentists to achieve goals. We eliminate obstacles for dentists to own their own practice. To learn more about our compelling proposition and to apply, please call 866-745-9670 or visit www.aspendentaljobs.com. EOE.

Dentist needed 2 days weekly in Greenville, SC. Duties include restorative, emergencies and oral surgery. Please contact Dr Lance Masters at 864-354-0433 or email erlance@bellsouth.net.

Dentist Needed. Opportunity for a general or pediatric dentist in Florence, SC. Tremendous growth potential. I am looking for a kind & caring individual to treat our children well and provide excellent dental care. Contact Dr. Trish Nicklas at trish.nicklas@yahoo.com or call 843-312-7847.

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

Family Dental Center, LLC desires motivated, quality oriented associate dentists for its offices in SC (Charleston, Rock Hill, Columbia, and Greenville). We provide quality general FAMILY dentistry in a technologically advanced setting. Our valued dentists earn on average \$240,000/yr plus benefits. Call 312-274-4524 or email dharp@kosservices.com. New graduates encouraged, great

place to start your career!

Dentist needed! Must LOVE children! General or Pediatric! Part-time or Full-time! In the Irmo area! Send resume to childrensdentalgroupsc@gmail.com or fax to 803-781-5142.

Dental Assistant: Are you sincere and caring? Would you like working in a positive, enjoyable atmosphere where you can feel proud of the work you do and are recognized for your efforts? We have a beautiful modern office in Surfside Beach, an enthusiastic team, and a sincere dentist dedicated to quality care. Looking for exceptional RDA, extended duty with a great attitude and a strong work ethic are our first priorities. Apply if you are a thinker, detail oriented, capable, enthusiastic, caring, and excellent communicator, well organized, dependable and READY for a change. Competitive salary and benefits. We are looking forward to meeting you! Fax resume to 843-215-2141.

PRACTICE OPPORTUNITY: State of the art dental office available for another doctor to join the practice and share space and current patient load. Practice has 5 total operatories with 2 available to the new doctor. Equipment is only 4 years old. new ADEC equipment; all digital with Patterson Eagle Soft software. Westminster, SC. Call Dr. Bill Callahan for info at 864-647-9000 or 864-247-9616. Email wmccdds@bellsouth.net.

Dentist position available. Salary commensurate with experience. GWT Clinic. Florence, SC. Please call Dr. Mary Tepper at 843-615-1111.

Practice Opportunity 35 minutes South of Charlotte. Five (5) Operatories, Panograph, Computers with Eaglesoft and Dexis Digital X-Rays in every room. Fully staffed office with experienced Receptionist, DAI's and DAII's. You must have your own Malpractice and be eligible to sign on with Insurances, as we see many PPO's and SC Medicaid patients. Base pay \$400/day or 25% Production (whichever is greater) plus Bonus Incentives (Current Associate earning \$120k working 4 days per week). Owner / Dentist works part-time, thus experience is preferred. Will consider new grad with strong clinical skills as minimal mentoring will be available. Minimum Twelve (12) Months contract with 15

mile non-compete clause. All e-mailed resumes will be confidential and receive a prompt response directly from owner. E-mail resumes to: jojadoe@gmail.com.

Associate Dentists Needed: Kool Smiles offices opening in Anderson and Orangeburg, SC! Make a difference and make a great living! Kool Smiles is a growing dental practice with a mission of providing high quality dental care to underserved communities. With offices in multiple states across the country, we provide comprehensive general dentistry services to children and adults. We are currently hiring qualified, energetic Associate Dentists seeking: Generous compensation; Innovative Wealth Management Plan; Outstanding benefits; Excellent training, education and advancement opportunities; Visa and permanent residency sponsorship with covered legal fees, No practice management expenses and headaches. All candidates must have a degree in dentistry from an accredited dental program. Candidates must have an active license (in good standing) to practice dentistry in the state where providing patient care or be willing and able to obtain licensure. There's someone special behind every smile. Could it be you? Please email CV to rbaron@ncdrllc.com or fax to 678-247-7995 or contact Renee Baron at 770-508-6809.

Unique and exciting opportunity in a new, state of the art dental office where another doctor can share space, build a patient pool and work towards a partnership. We are an enthusiastic team with our main focus on patient well being, working towards excellence as a standard of care. Flexible hours, complete salary, ce hours bonus, health insurance and 401K available. If you have what it takes and would like to join us, please fax resume to 843-215-2140 or email to office@dralinamuntean.com.

Pediatric Dentist Opportunity - an exceptional opportunity to join a growing Pediatric Dental & Orthodontic practice with multiple offices in the Charleston area. The position is to join a TEAM environment in a fun, well respected, state of the art paperless practice in a friendly

and comfortable working environment. www.coastalkidsdental.com. Call or email to find out how to join our TEAM providing quality dental care for children and young adults: drisabel@coastalkidsdental.com 843-818-KIDS (5437).

Associate Dentists - Opportunities available in several areas of North Carolina in state-of-the-art general practices treating underserved children and young adults. A desire to work in a positive, team oriented environment a must. Full-time positions in a number of our seven NC locations. Excellent salary and benefits package. Signing bonuses available in select locations. Contact Roger Walters, SmileStarters (704-395-6000) or email walters.rdm@gmail.com. New grads encouraged, a great place to start your career!

Dentist needed 1-2 days weekly in Columbia, SC. Duties to include endo and oral surgery. please contact Polly 803-738-2424 and/or email resume to cdcsmiles@live.com.

Established General Dentistry practice seeking a Periodontist. Practice has 8 total operatories and 2 available to the new Dr. Extensive exodontia and oral pathology a plus. Call 843-856-8856 or email seweedental@gmail.com if interested

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 or call 803-730-1422 to inquire.

Part time hygienist needed. Must be self motivated and work well in the entire dental office setting. Experience with digital x-Rays and Dentrix software a plus. Please fax resume to 803-736-2891

Associate General Dentist Great associate position in Anderson and Rock Hill, SC. Could lead to a partnership. Great benefits! Please contact Deborah Hammert at 216-310-1847 for more information.

Job Wanted Ads

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.

Locum Tenens: helping SC dentists since 2009. Contact Dr. John

McGeary at 803-240-1452 or email johnmcgeary@hotmail.com.

Job wanted: Part time and/or temporary work wanted. I am able to fill in on a temporary basis PRN anywhere in SC for any length of time/ 1986 graduate. Call 864-293-1806.

General Dentist available statewide for locum tenens. 39 years private practice, Will fill in while you are on vacation, during an illness, disability or maternity leave. Maintain your production and patient access to care. Call 843-729-8129.

- 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.
- 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: Christy Meador, 120 Stonemark Lane, Columbia, SC 29210; call 800-327-2598; fax 803-750-1644; email meadorc@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](#)