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If You Need It, We've Got It

By Thomas Edmonds



Dr. Thomas Edmonds

Back when I was growing up in East Columbia, there was a small grocery store down the road called Rivkins that had a big sign outside that said IF YOU NEED IT WE'VE GOT IT, BUT IF WE DON'T HAVE IT YOU DON'T NEED IT. I have come to realize what an encompassing phrase that is and have used it numerous times in my life in conversation (usually in jest). What if that could be the motto of the South Carolina Dental Association? What if our SCDA had everything we really needed to succeed as dentists? Webster says an association is a group of people organized for a joint purpose, and our purpose is to be the leader in oral health promotion and advance the profession of dentistry. So the question becomes, what does the SCDA membership really need?

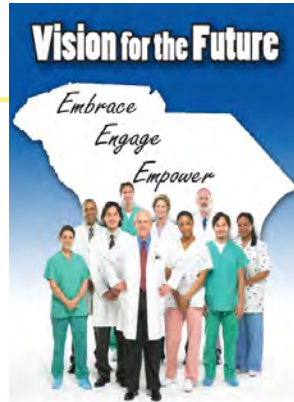
First, the membership needs our association to be focusing on what is barreling down the road at us and decide how we keep the car and all the members inside safely moving forward. Thankfully our ADA is doing so and earlier this month released an environmental scan titled "A Profession in Transition: Key Forces Reshaping the Dental Landscape." Visit www.ada.org/scan to get an idea of what is coming down the road that will have an impact on YOUR practice as well as OUR profession. Practicing dentistry with our heads in the sand is just like riding down the road while texting. You may get where you are going but it could be a hairy ride (especially for the passengers).

Second, the membership needs our association to continue strongly advocating for issues that affect the oral health of our patients and our ability to provide the care they need. But that cannot happen in the future without our association being the voice of the vast majority of dentists in this country. The gradual decline in membership is not going unnoticed by the ADA and will be one of our top priorities in the years to come.

Third, the membership needs our association to be the trusted source of information regarding oral health. People will believe Dr. Oz, a cardiologist, in a heartbeat regarding dental health and decline necessary radiographs in our offices. We know how important the films are and how little exposure the patients receive compared to scans, but what we communicate (and how) is crucial. And where do you think fluoridation levels in the water of this country would be if not for the ADA? Do you think amalgam would still be around if we had not spoken up? Again that can only continue with a strong membership that provides for research, publication and communication.

Fourth, the membership needs our association to help us with issues that may help or hinder our practices and thus the profession. Whether you have an issue with managing your practice, dealing with an ethical dilemma, fighting government regulations, your staff's health insurance plan, problems with third party payers, Medicaid, or (you fill in the blank), our association is committed to being the trusted resource for all dentists and their staffs. BUT, our ability to be what we need to be could be compromised in the future if we don't remain vigilant in our efforts and are able to speak for the vast majority of practitioners. I think what we need more than anything else is each other.

Last, let me ask....what do you think? Are you willing to let us know how we are or aren't doing? Do we have what you need? I hope someday the SCDA can say that if you need it we've got it, but if we don't have it you don't need it! I doubt the board will let me hang a sign out front of the SCDA office with the Rivkins' motto, but it would garner some attention from those passing by!





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SAVE THE DATE!!

The Patient Protection and Affordable Care Act (PPACA) has been discussed in much detail for the last few years. Since January 1, 2014, will be the start date for many of the PPACA rules and regulation regarding health care, the SCDA has planned a FREE seminar for its members to learn how it will affect you.

The goal of this seminar is to assist in clarifying regulations that many or may not affect you as an employer, regardless if you offer health insurance coverage to your employees or not.

The presenter will be Mr. George Kreese of Blue Cross Blue Shield of South Carolina and he will speak specifically on PPACA and the SCDA Group Medical Plan. In addition he will be available to answer any questions you may have on healthcare.

SCDA staff will also be present to assist if needed.

Although the seminar is free, we want to make sure we secure enough space for all attendees, so please **RSVP by October 4th** to Maie Brunson at the SCDA at brunsonm@scda.org. You can also complete the below form regarding your attendance and fax it to 803-750-1644.

Patient Protection Affordable Care Act (PPACA) and How it Affects You Seminar

Friday, October 18, 2013

9:00 am- 12:00 pm

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2100 Bush River Road

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[] I will attend the PPACA Seminar.

____ Total number attending

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DOING HIS DENTAL DUTY

As a military dentist during the Vietnam War, James Padgett put his skills to use

By ERIN OWENS
eowens@indexjournal.com

While many Vietnam War soldiers fought against Vietnamese people, James Padgett fixed their teeth.

Of course, he wasn't performing dentistry on the bad guys. During his last several months of active duty in the Vietnam War, Padgett helped refugees, mostly children, from South Vietnam, Thailand and Cambodia with dental needs after they came to America.

"It was very rewarding," Padgett said. "I felt very good about the work we were doing because these people were not only loyal to the United States, they were appreciative of being here and of everything we did for them."

Padgett's military career began while he was at Clemson University, when he joined the ROTC. Upon graduation, he was commissioned as a second lieutenant, though he was deferred for dental school.

After graduating from dental school at the Medical University of South Carolina, he entered active duty as a captain in 1974.

To begin, Padgett was stationed in Fort Polk, La., doing dentistry work on recruits before they were sent to Vietnam.

"We would do all of their dentistry and get them in as good dental shape as we could so that they could go overseas," he said.

After a year and a half there, Padgett went to Fort Chaffee, Ark.,

See **VETERAN**, page 4A



The Wall That Heals

■ **When:** Sept. 8-11

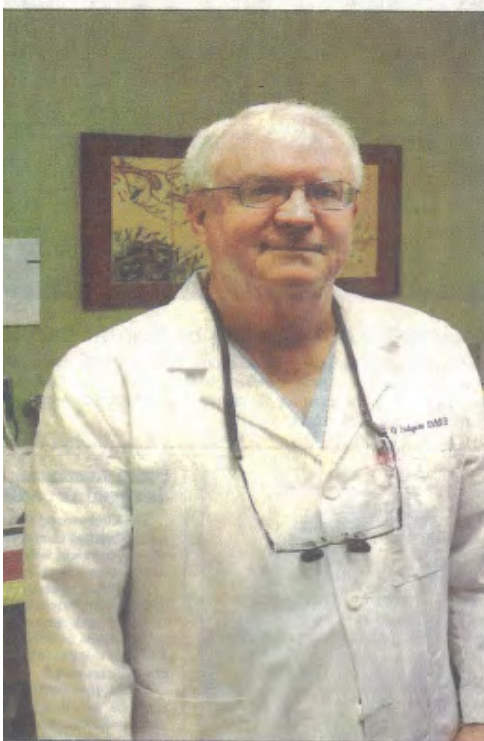
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SUBMITTED

James Padgett performed dental work on Vietnam War refugees during his time in the military.



VETERAN

Continued from 1A

for his last few months, which was where he worked with refugee children.

During that time, Padgett saw a great deal of dental disease and tooth decay, giving him vast dentistry experience early in his career. He said his time spent in the military was better and more beneficial to his career than any residency could have been.

"I couldn't have had a better residency," he said. "We had specialists in the clinic that I was in in Fort Polk. If you had any questions, all you had to do was go down the hall and ask them and pick their brains. It was just great. It was better than dental school."

Padgett particularly enjoyed the time he worked with the children during the war. He said in 1975, while he was in Fort Chaffee, there was

a mass exodus of Vietnam refugees who were loyal to the United States.

"These little kids would come in and be very scared, and we would have to calm them down," he said. "Just taking care of their dental needs was very rewarding to me."

After their dental needs were taken care of, they were placed throughout the country with sponsor families.

"These people were very humble, hardworking individuals who seemed to appreciate anything that we did for them," he said.

The dentist, with an office at 230 Grace St. in Greenwood, has carried his love of working with children into his dental practice today. He said his favorite part of being a dentist is seeing the children he works with grow up with healthy teeth.

Years after retiring from

the military, Padgett visited the Vietnam Memorial Wall in Washington. He described the monument as striking and suggested every American visit the wall.

"You look for that person that died, and when you see it on the wall you get really emotional," he said.

Though he has seen the monument at the nation's capital, Padgett is thrilled the traveling memorial, The Wall That Heals, will come to Greenwood and give more people the opportunity to honor those lost in the Vietnam War.

"I was pleasantly surprised they're stopping in the small towns," he said of the traveling wall. "A lot of these guys and girls who went to Vietnam were from small towns, and I just think it's a great opportunity for people in small towns to go and visit the wall."

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Five Things Every Practice Should Do in Today's Economy

By Howard Farran, DDS, MBA, MAGD

The recession is over. It has been for two years. Patients who put off the filling they should have gotten three years ago are coming back in need of a root canal. The one thing every recession teaches the dental profession (but we often forget) is for as hard as things get during the recession, we're going to see an influx of patients due to massive pent-up demand. We've seen 10 recessions in the United States since World War II, and we're bound to see another. Those of us who weathered the storm and kept our practices open should feel fortunate, yes, but it also indicates that you did something right. Even two years out from this recession, many of us are still wary. We still hear a lot about tax increases and spending cuts. The uncertainty driven by recent economic times – especially for those who own small businesses – is almost palpable. Patients *are* coming back, but that does not mean we should rest on our laurels. Now is the time you need to reinvest in your business. Here are five things you should consider doing right now that I believe will create opportunity for increased revenue, better patient care and long-term success.



Howard Farran

Take Ownership

Right now is an amazing time to purchase your own property. Since 2007, the cost of owning real estate has decreased. In some areas, you can buy buildings at almost half the cost of what they were six years ago. When you own your building you are no longer subject to the uncertainty of rent increases when your lease is up for renewal. Your monthly payments to the bank are set in stone for the next 20 to 30 years. Your monthly payments also build equity in a real, tangible asset that most likely will appreciate over time. This is a no-brainer. You need to own your own building.

Be Ready for Emergencies

Most hospitals have an emergency room where they can accommodate unscheduled patients in need of care. Many general dental practices do not. In fact, if a patient calls with an emergency, many dentists are ill-equipped to see them that same day and might not be able to schedule an immediate appointment. If a patient with a broken tooth calls a practice and hears, "We can fit you in the day after tomorrow," that patient hangs up and searches for a practice that will see him immediately. When you turn away an emergency patient, you lose the opportunity to get them out of pain that very day, and you lose the immediate bump in revenue (and you're certainly not going to earn that patient's repeat business either).

Dentists should invest in their business by creating an "emergency operatory" – a room that is always open and never scheduled – so patients needing immediate care can come in and get the treatment they need immediately. This is such a win-win situation: Patients get the care they need when they need to get out of pain, and practices that can accommodate these emergency patients see around \$50,000 more in production each year.

Go Digital and Be Real

Automated messages and phone systems are not only annoying but they might be losing you business. I've practiced dentistry for more than 25 years and I've seen that if you increase the number of calls that are answered by a real, live person, you're going to increase the number of patients you see. Period. Unfortunately, most dental practices staff our front office phones from nine to five, taking an hour off for lunch. Yet, your phone starts ringing at 6 a.m. and you might get calls until 6 or 7 p.m. You need to find out if you are missing calls and opportunity. Invest in a digital phone system with Voice-over Internet Protocol (VoIP) where your calls are sent over the Internet not public "wires." This allows for more detailed telephone call tracking and management. Once you have VoIP, you can track and manage incoming calls, gaining a better understanding of when they are coming in, from where, and how long they last. VoIP can even track dropped calls – those where the patient terminates the call without leaving a message. Using this information, you can make sure that when the majority of incoming calls are made you have a friendly, helpful, live person picking up the phone, accommodating your patients and setting appointments.

Market Like Michael

When it comes to marketing, Michael Dell – founder, chairman and CEO of Dell, Inc. – is a legend. In March 2000 the NASDAQ was at 5,056. Then it popped and most Internet stocks plummeted. Instead of cutting his marketing budget to cut costs as his competitors did, Michael Dell increased his marketing budget threefold and launched the famous "Dude, You Got a Dell!" campaign. Many thought he was crazy, but just three short years later, Dell Computers overtook HP to become the world's largest computer

Continued on Page 9



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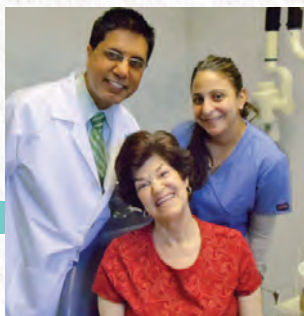
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Carol (center) with Dr. Bobby Vijay and dental assistant Denise.

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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!

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.

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Continued from page 7

maker. In any economy – good or bad – invest in your business by increasing your marketing efforts, especially online. Optimize your website, particularly for mobile devices. Make sure your SEO strategy is both effective and efficient. Invest in Google ads. Consider social media as an inexpensive way to create and maintain patient relationships that only costs you time, inspiration and effort. Connect with colleagues on sites like Dentaltown.com to find out which marketing tactics work for them. Reach out to your vendor partners to tap into free marketing resources they may have available.

Take Control of Your Money

It makes little sense to have your hard-earned money sitting in someone else's bank account instead of yours. If you choose to extend credit to patients yourself, you put your cash flow and retirement at risk. Remember, you are not a bank! Limit your accounts receivable to underestimated insurance. Everything else should be collected at time of treatment. If patients would like to pay over time, use an outside financing program like CareCredit. That way you get paid immediately, have the cash flow available to invest in real estate, an emergency room, and other overhead expenses – without stress – and you keep finances out of your patient relationships.

There's a saying I live by: you can either fly with the eagles or trot with the turkeys. It's your choice. You can either blame the economy for your practice's stagnant growth or you can take control and invest in your business, and in the items above, which will provide you with a positive return, now and for years to come.

Bio: Dr. Howard Farran is the founder, owner and chief executive officer of Dentaltown.com and Dentaltown Magazine. An internationally-known expert in practice management, he has lectured to thousands of dentists worldwide and held numerous all-day seminars on the business of dentistry. Dr. Farran built one of the nation's most successful dental practices, produced one of the most successful training programs in dental history – "Your 30-Day MBA" and most recently released his new DVD "Dr. Farran's One-Day Dental MBA."



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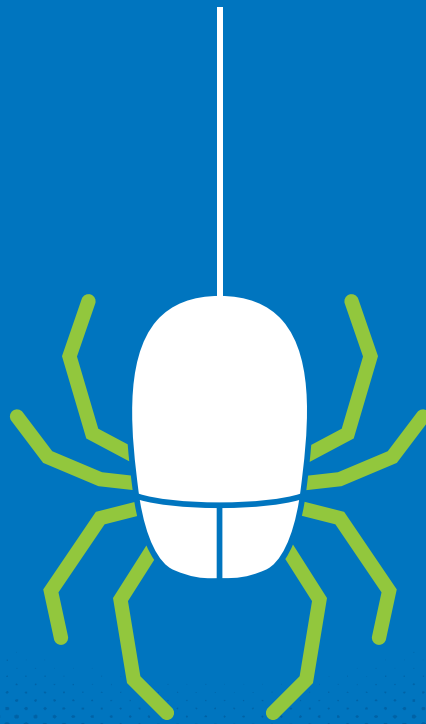
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1 out of every 10 dentists will suffer from alcohol or drug abuse at some time in their lives.

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

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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!

Personal Liability for LLC Members: An Open Question in South Carolina

By Joshua Bennet, Rogers Townsend

Individuals form business entities for many reasons, but the most common reason may be because the individual believes that the entity will protect him or her from personal liability. In a recent case, the South Carolina Supreme Court was faced with the issue of personal liability for an individual member of a limited liability company ("LLC").



In *16 Jade Street v. R. Design Construction, Op. No. 27305* (S.C. Sup. Ct. filed August 28, 2013), R. Design Construction Company, LLC ("general contractor") entered into a contract with a developer for the construction of a small condominium project. During the project, problems began to arise with a subcontractor responsible for framing and concrete block installation. As the problems continued, both the general contractor and subcontractor left the project leaving numerous alleged construction defects behind.

As a result, the developer filed a lawsuit and included both the general contractor LLC and its individual member. Following a bench trial, the individual LLC member appealed the finding that he was personally negligent for failing to supervise the subcontractors.

The South Carolina Supreme Court did not address whether the Uniform Limited Liability Company Act ("LLC Act") shielded the individual LLC member from personal liability, but instead focused on the question of whether the Residential Home Builders Act created a legal duty for a residential builder license holder.

After reviewing the language of the Residential Home Builders Act, the court found that nothing in the language creates a duty in tort. Thus, the South Carolina Supreme Court reversed the circuit court's holding that the individual LLC member was personally liable because he owed no duty to the developer.

This case gives some assurance to a member of an LLC engaged in the construction industry. If there is no duty, a negligence claim will fail. However, the court did not reach the novel issue of whether the LLC Act absolves an LLC member of personal liability for negligence committed while acting in furtherance of the company business—an open question that may cause concern for individual LLC members across South Carolina.

Josh Bennett is an associate with Rogers Townsend & Thomas, PC. He focuses his practice on litigation matters, including construction litigation, insurance defense, products liability, contract litigation, and other related areas. Josh.Bennett@rtt-law.com

October Calendar

October 3	SC AGD Annual Meeting	Marriott at Grande Dunes	
October 4	SCDA Board Meeting	SCDA Office	9:00 AM
October 11	Piedmont District Fall Meeting	Poinsett Club	7:30 AM
October 18	Member Benefits Group Board Meeting	DoubleTree by Hilton	12:00 PM
October 18	PPACA and How it Affects You Seminar	DoubleTree by Hilton	9:00 AM
October 18	Radiation Safety Exam	Midlands Tech	11:00 AM
October 25	Coastal District Fall Meeting	Trident Tech	8:00 AM
October 31	2013 ADA Annual Meeting	New Orleans	

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Executive Director's Notes



Mr. Phil Latham



PERM:

What Providers Need to Know

- The Payment Error Rate Measurement (PERM) is an audit program that was developed and implemented by the federal Centers for Medicare and Medicaid Services (CMS) to comply with the Improper Payments Information Act (IPIA) of 2002.
- The purpose of PERM is to examine claims payment in the Medicaid program and Children's Health Insurance Program (CHIP) for accuracy and to ensure that the States only pay for appropriate claims. South Carolina's next PERM cycle is federal fiscal year 2013 (October 2012 – September 2013).
- A sample of claims are selected for review to determine if they were processed correctly and that the services were actually provided, medically necessary, coded correctly, and properly paid or denied. These medical reviews examine the accuracy of the claim information by comparing it to the documentation in the medical record.
- The Review Contractor for CMS will contact providers and request a copy of their medical records to support the medical review. The Review Contractor will send out the request letters and, if necessary, follow-up letters and calls.
- Providers will need to submit all requested medical records and supported documents within 75 calendar days of the request date, either electronically or hard copies.
- Any claims for which documentation is not received upon request by the Contractor shall be an overpayment subject to recovery, regardless of whether services were provided.
- The collection and review of protected health information contained in individual-level medical records for payment review purposes is permissible by the Health Insurance Portability and Accountability Act (HIPAA) of 1996.
- The Review Contractor will notify SCDHHS about the errors identified, which has the option to agree or disagree with its findings.
- SCDHHS can file a request for a Difference Resolution and providers may be contacted to assist in the Difference Resolution process.
- States are required to return the federal share of overpayments to CMS. SCDHHS will pursue recoveries as part of the corrective actions according to applicable law and regulations.

Providers can visit the CMS website at <http://www.cms.gov/PERM/> and the SCDHHS website at <http://www2.scdhhs.gov> to learn more about PERM. Click on the Provider sections.

Providers can also call Cindy Durrett, SCDHHS PERM Contact, at (803) 898-3113 or e-mail Durrett@scdhhs.gov for more information.

Remember:

"If it is not documented, it never happened!"

FOR SEEING

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Words from Another Satisfied NPT Client...

"There are times in life when a simple 'thanks' will suffice, but I would like to truly express my most sincere gratitude to National Practice Transitions (NPT). It's easy to say that they are a great group of dental brokerage consultants that are professional, efficient, and highly effective at selling dental practices, but that would sell them short.

As dentists, we put a lot of pride and passion into our work and our dental practices. Whether we look to transition out of our practices due to retirement, relocation or another reason, it's important that we are able to locate another dental professional that is not only talented, but also very trustworthy in caring for our patients that we leave behind. This releases a large burden of stress and allows us to move on with peace.

At the minimum, NPT handled the transition of my practice beyond my expectations, and was even available to me in the evening hours, weekends, and never once left a question unanswered. After working with another dental brokerage firm for a year prior (which left me highly disappointed and discouraged if I could find an ideal buyer) I was certainly glad to have found National Practice Transitions. Now my family and I can move to pursue our dreams!"

Dr. Reed David

When you're ready to take that next step, trust your practice with the firm that has an impeccable reputation for service, experience and results.
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Mr. Mark Brown

Voluntary benefits offered at the worksite can help small businesses such as dental practices lessen benefit pressures by providing much needed solutions. Voluntary products help employees fill gaps in their core benefits and benefit communications help employees better understand their benefits and the value of what is provided to them.

Over the last several years health premiums nationally have risen. In an effort to help reign in these costs, the SCDA identified the bridge strategy as a potential solution. We teamed up with Colonial Life, who offers this product and to date, approximately 100 member practices across the state have implemented this solution into their benefit portfolios.

The strategy consists of analyzing the premiums and plan benefits that your dental practice is currently utilizing. Depending on the current plan selection, there may be some premium savings available for the practice by shifting to a higher deductible level. To help the employees with the additional exposure, the practice can purchase the Medical Bridge 3000 (MB3000), which is a supplemental policy written through our partner Colonial Life. This policy covers big ticket items such as hospitalizations, outpatient surgeries and diagnostic tests. The MB3000 can be designed to assist employees in covering the additional out of pocket exposure they may have by switching plans. We have seen that in many instances, practices will see a reduction by 8-12% in health insurance premiums. There is a pre-existing condition period of 12 months should you have received medical advice on a particular condition within the previous 12 months. For practices of 10 or more, this pre-ex condition can be waived.

Feel free to contact Will Greene with Colonial Life at 843-384-3549 to discuss the savings for your practice.

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

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

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.

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

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

General dentists needed throughout the state of SC. For immediate consideration please forward your cv in confidence to 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 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 sigonzalez@amdpi.com

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

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

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

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

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

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

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

Full or part time, state of the art office. Excellent daily minimum. Contact Dr. Abrams at gabrams2000@yahoo.com

Positions Available - Staff

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

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

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

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

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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 or visit www.southeasttransitions.com.

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

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

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

Equipment For Sale

For Sale: Dental equipment chairs, units, lights, cabinetry, x-ray, vacuum, compressor, sterilizers and handpieces. Any and all things dental call 843-697-7567.

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

Other News

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

[ADA News Daily](#)

[Medicaid Bulletins](#)

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