

Bulletin



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SEPTEMBER 2006

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D R. SALINAS, MUSC RECEIVE FEDERAL GRANT

by Phil Smith

Dr. Carlos Salinas, Chairman of the MUSC Division of Craniofacial Genetics, Department of Pediatric Dentistry, has announced the award of a \$200,000 federal grant to expand the Special Care Dentistry Program. The program will provide a comprehensive approach to address the oral-dental needs of mentally, physically, genetically or medically compromised individuals of all ages in South Carolina. Historically, these special patients have had difficulty in securing access to dental treatment despite the fact that they are at a higher risk in developing oral dental disease.

The program at MUSC's College of Dental Medicine will provide a clinical resource in South Carolina for the diagnosis, prevention and oral-dental treatment of "special patients." The service component is complimented by an educational effort to empower the patient's parents/guardians or the patients themselves, to become more effective managers of their dental needs. Dental students will have the unique opportunity to interact with patients in this challenging effort. The program will maintain a network of dentists to participate as community resources and increase statewide access to dental treatment for special patients.

It is the intent of the Special Care Dentistry Program to work with state agencies such as DHHS, DHEC, the Office of Public Health Dentistry, Children's Rehabilitative Services, and private organizations. The program concept takes the challenges posed by the Surgeon's General Report; Oral Health in America, 2000; DHHS's document, People 2010, and the goals proposed by the SCDA, and strives to outreach to the most needy of our citizens. The program is expected to positively influence the future dentist towards providing adequate dental treatment for patients with special needs. As a direct result, the programs is expected to enhance access to dental health services and reduce oral health disparities in this important and fragile segment of our society.

According to Dr. Salinas, the legislative support provided by the SCDA and the ADA played a key role in being selected for this grant. Senator Lindsey Graham successfully marked the award to be funded in Fiscal Year 2007. It should be noted that Congress needs to provide final approval in the coming months, but, actions are already being taken to advance this crusade to improve the quality of life for our special patients.

H EALTHY CHILDREN, HEALTHY LIFESTYLES INITIATIVE



Regional representatives Bryan Allem, David Miller, Will Banister, Britt Surles, James Leigh inside the "Office of the Future" van

Henry Schein, Inc. and the South Carolina Primary Health Care Association (SCPHCA) launched the new national children's health initiative, "Healthy Children, Healthy Lifestyles" Saturday August 12th in Columbia, SC. The entire event was held at the CR Neal Dream Center, a subsidiary of the Bible Way Community Development Corporation. The focus for the day was health information and screening of children ages 8-11 for undiagnosed disease and risk factors.

The event also provided information, physical activities and healthy food choices to the children and their parents.

The format was similar to the traditional health fair. Stations were established, and attendees were screened by members of the assorted health care disciplines. Volunteers from the South Carolina Dental Association were present, and utilized the impressive "Tomorrow's Dental Office Today" mobile dental

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MASTER CALENDAR

- 9/21** Piedmont District New Dentist Reception (Task Force of Dentistry) Smoke on the Water, Greenville, SC from 5:30-6:30 pm
- 9/22-24** 16th District Caucus Meeting, Myrtle Beach Marriott Resort at Grande Dunes
- 9/22** Piedmont District Fall meeting, 8:00-5:00, Roper Mountain Science Center
- 9/29** Central District Fall meeting, 7:30-4:30, Columbia Convention Center
- 9/29** Disaster Relief Fund meeting, 9:00-12:00, South Carolina Dental Association
- 9/29** Regular Board meeting, 1:30- 5:00, South Carolina Dental Association
- 10/6** New Dentist Meeting, 9:00- 1:00, South Carolina Dental Association
- 10/16-19** The 147th ADA Annual Session, Mandalay Bay Resort & Convention

Please visit www.scdca.org for more events.

SOUTH CAROLINA DENTAL ASSOCIATION BULLETIN

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E ditorial 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 mailed to the SCDA office, or FAXed to (803) 359-3004.

An Historic Event - A Luminary Honored

While leaving the Impressive event in Charleston on August 11, I overheard the wife of a prominent South Carolina dentist comment "It was such a pleasure to hear so many good things said about dentistry"

Indeed many good things were said and the distinguished gathering gave testimony to the historic occasion. Having personally attended more dental gatherings than the law should allow, I sat in awe while listening to the speakers and surveying the packed and overflowing auditorium. Among the many notable guests were a retired U. S. Senator, two Congressmen, the state Treasurer and several state Legislators including a dentist who serves in the Senate. There were dental educators, some retired but still active and interested. many current facility, dental students and college students striving toward acceptance by the College. The South Carolina Dental Association was well represented by many members including at least a dozen Former Presidents, State Board Members and other involved colleagues. These were in addition to a large gathering of family and friends.

Yes, we were all there to honor our Jim Edwards and honored he was. The naming of a major component of a leading medical university for an individual is news and it is historic. I am aware of only one other dental college in the entire country named after a living, active dentist.

Dr. Edwards, with his signature self effacing humor said he was only the parade leader, that he was getting an honor that belonged to many others who had done most of the work while he got the credit. We would disagree for the honor is truly earned. We would agree that not only was Jim being honored, but also the profession was sharing the spotlight. For anyone who follows the mounting national problems in the economics of dental education, the funding of a new state supported dental

education facility speaks well to the elevation of dentistry in the academic, political and social world.

How things have changed since some of us attended meetings back in the early 70's to discuss working towards opening a dental school in this state. At that time few, if any, would believe that half of the students in 2006 would be women, that on the podium would sit the President of the South Carolina Dental Association, an African-American who had distinguished himself in both dentistry and the community at large, that literally millions of dollars were being contributed by the dental community toward building and furnishing the structure, that two dentists would be present who serve on the University's Board of Trustees and that today's honoree served with notable distinction as MUSC's President for 17 years. In the 70's we would not have believed the progress of dentistry and its need for more physical space to accommodate both the technology explosion and to help satisfy the growing demand for access to dental care.

In the interim between the time Jim Edwards stepped down as South Carolina's Governor and the time President Reagan summoned him to Washington to serve in the Cabinet, Jim use to quip that people would come up to him, look him over and ask "Didn't you use to be somebody?" Well, yes he did, and yes he continued. The dedication of the James B. Edwards College of Dental Medicine of the Medical University of South Carolina will ensure he will be somebody for decades to come.

Congratulations, Jim Edwards. Congratulations, South Carolina dentistry.

With enthusiastic regards,
Dr. Jim Gaines

Till next time,
Phil

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P resident's M E S S A G E

It is August 31, 2006 and here in Charleston we are anticipating the arrival of Tropical Storm Ernesto. I had planned on seeing patients today but decided that it was too risky to chance the weather deteriorating and my staff being unable to get home safely. So instead of seeing patients, I have the time to write to my fellow colleagues. I hope that all of you have had a safe and enjoyable summer. I also hope that this storm will not bring any long term damage to anyone of you in our state. However this weather system underscores why we are establishing the Disaster Assistance Relief Fund. When this fund is operational, I urge all of you to please be generous in your giving so that the SCDA relief fund will be prepared to help our colleagues who may be affected by a natural disaster. The relief fund task force will meet in September to develop protocols on how the fund will operate. I will be sure to keep you posted.

August has been another active month for me. It began with our Board of Governors meeting on August 4. At that meeting the board approved the call for a special general membership/delegates meeting in December. Please look for the official announcement that will be sent to you and by all means plan on attending this important

meeting. On August 18, I met with David Jordan and members of the DDS taskforce. This taskforce is hard at work evaluating workforce models as well as a statewide dental screening program. The taskforce will be making a report to the Board in September and to House of Delegates in December. The Board was also informed that the committee to evaluate the position of Executive Director would consist of the Executive Board as well as Drs. Ed Parker-Chairman of Stonemark Corp., Lynn Campbell-Speaker of the House, and Lynn Wallace-Immediate Past President of the SCDA. The board voted unanimously to add these doctors to the evaluation committee.

However the highlight of August was the ground breaking ceremony for the new dental school on August 11. The positive energy that was present at that ceremony is something that I will never forget. I am looking forward to the construction of our new dental school and the development of a diverse cadre of dentists to meet the dental needs of all of the citizens of South Carolina.

Remember until the next time—
“Together We Can Chart the Future of Dentistry in South Carolina.”



Larry Ferguson
President

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H **EALTHY CHILDREN, HEALTHY LIFESTYLES INITIATIVE**

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trailer provided by the Henry Schein company. Nine dentists evaluated over 350 children for assorted dental conditions. Drs. David Jordan, Karen Park, Fred Sykes, Loretta Felder-McElvey, Mouna Bosler, Charlie Millwood, George Bumgardner, Rocky Napier, and Carol Smith-Brown were gracious to donate their Saturday.

During a dinner presentation attended by Governor Sanford and numerous legislators and community leaders, Schein CEO Stanley Bergman stated that South Carolina ranked 47th out of 50 states in the most recent Kids Count report. This report spotlights kids at health risk due to incomplete evaluation and follow-up during their formative years. Bergman applauded other initiatives focused on the community, especially "Give Kids A Smile." He concluded by stating, "This event is an example of such an approach to uniting for the good of children's health, and will serve as a prototype for future programs."

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E

xecutive Director's NOTES

I am writing this just after returning from the groundbreaking for the James B. Edwards College of Dental Medicine new clinical facility on August 11, 2006. By far, it was the most upbeat function of this type I believe I have ever attended. And, Dr. Edwards, I am sincerely glad you received this honor while "on this side of the sod"!

The dental community turned out in great numbers and the MUSC-associated luminaries shown brightly, as they should because with the leadership of MUSC President Dr. Ray Greenberg and College of Dental Medicine Dean Dr. Jack Sanders the school is becoming a fact at a time when the swell of positive feelings is at the highest that it has been in perhaps two decades.

It was gratifying to see the turnout of dentists from young to old – many of whom did not have the option to attend the MUSC College of Dental Medicine because it did not exist when they had to travel to Atlanta, Louisville, Chapel Hill and Richmond to get their dental education under a compact agreement.

I hope the positive atmosphere of the 11th will carry forward to dentists who have made pledges and encourage them to finish fulfilling their pledges. In turn, it would be great if the dentists who have benefited so handsomely from the SCDA's efforts with the Medicaid program could see fit to share a portion – even if for tax purposes – of their proceeds with the dental school.

It is dangerous to name a few individuals, but those I saw present at the groundbreaking besides SCDA President Dr. Larry Ferguson, who was one of the keynote speakers, included: Drs. Lynn Campbell, Carter Brown, Jim Gaines, Phil Smith, Charlie Millwood, Lee Gardner, Sen. Ray Cleary, Dan Sneed, Joe Beard, Charlie Hook, Jim Wiseman, Coty Fishburne, Mark Berry, Tariq Javed, Monica Cayouette, Fitzhugh Hamrick, Harold Jablon, Don Gardner, Stephen Gardner, Leon Feldman,

Tom Edwards, William Edwards and many, many more. Thank you for your representation.

MUSC officials noted the attendance was the largest for any function of its type in the history of the university. It speaks well for the dentists of South Carolina – regardless of their alma mater.

I prefer to look on the activities of the 11th as a positive starting point for the future of dentistry in South Carolina. Those in attendance will, I believe, agree with this viewpoint.

DAAC

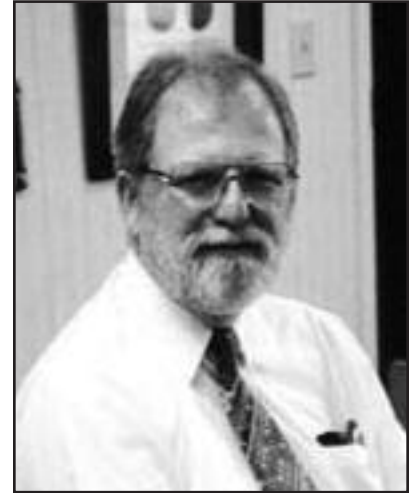
The SCDA has one long standing committee we talk very little about – but for those dentists and hygienists who have been helped by its members, it is unparalleled in importance to their continued success in their professions and work.

The Dentist Advocacy and Assistance Committee is the first line of defense in maintaining your ability to earn a good living and live a quality life. Although much more publicity is written about loss prevention, in more than a few cases the work of the DAAC members results in saving a practice and allowing it to grow.

If a dentist, hygienist or assistant or their family members go to the DAAC before taking the more formal route of going to the State Dental Board, problems are handled confidentially, usually without affecting the individual's license.

Once the DAAC becomes involved, this does not guarantee the case will not be sent to the State Board. It is up to the client to follow the rules and protocol established. If this is done and a positive result occurs, the case is kept confidential.

In South Carolina, the work of DAAC is backed up by the Recovering Professional Program run by a state agency under



Hal Zorn
Executive Director

...It is unparalleled in importance to their continued success in their professions and work.

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EXECUTIVE DIRECTOR'S NOTES

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contract with the State Board of Dentistry. The SCDA's DAAC works with the RPP when necessary, but also works one on one with the client.

A decade ago, the SCDA created a Well Being Manual which was sent to all SCDA members. The DAAC is in the process of updating that manual and once completed, the manual will be available on the members-only section of the SCDA website.

The DAAC needs more volunteer dentists who are willing and sufficiently knowledgeable to work with the committee in the four districts and do one on one intervention with clients. Dr. Curtiss Daughtry is chairman of DAAC and he would appreciate your contacting him in confidence if you are willing to serve.

At present, Dr. Daughtry is handling almost all interventions and this is placing a great burden on him personally and when an intervention must occur, he goes and his staff must reschedule up to 80 patients. If a committee member were available in each district, it would work much smoother.

The DAAC is currently working with 14 clients, which is

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EXECUTIVE DIRECTOR'S NOTES

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the committee's normal active caseload.

The SCDA has 1,679 members and the national average among dentists is that 10 percent have or will have a problem that DAAC can be very effective in helping.

Other New Beginnings

While I was at the groundbreaking ceremony, Dr. Ken Johnson, the General Chairman of the 2007 SCDA Annual Session, caught me and explained he wanted me to know how great it is working with Ms. Laura Jordan.

Laura is the new meetings consultant we have contracted with to handle all aspects of the SCDA conventions other than the registration function. Her company is Creative Events and Meetings, and her hiring was upon recommendation of Deputy Executive Director Phil Latham.

I have been planning meetings since the early 1970s and can testify to the fact that Laura is an extremely capable person who, in my opinion, will serve the SCDA well. She has the practical, time proven ideas that are needed to keep the SCDA's Annual Session a viable function.

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by Mark Brown



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P6023 (5/05)

WALLIE JONES, AMERICAN LEGION COACH

In a recent sports article in *The State* newspaper, the headlines shouted, **Sumter makes it two titles in a row!** This was the American Legion baseball tournament, and Sumter Post 15 defeated Rock Hill Post 34 with a score of 9-6 at Sumter's Riley Park. The Rock Hill team was overcome twice during the playoffs, and Sumter won the day. The other real story centers around the Sumter Coach, Wallie Jones, DMD. The Sumter dentist, MUSC Class of '74, has led his Legion team to seven state titles!

Wallie has been coaching Sumter baseball for twenty years. Through the dedication of his players and assistant coaches, he has enjoyed a successful career (491 wins, 154 losses). Having recently turned 59, Wallie considers how long he might continue to coach. He reflects, "In sports there are very obvious measuring sticks—scoreboards and wins/losses. If one maintains excellence, he continues. If he loses, he steps down...but the ingredients for success that were present fifty years ago are the same today—organization, commitment, punctuality, energy every day, and not getting tired or bored doing the same thing."

"My payoff for coaching is when a former player calls ten years after graduation and tells us that he has realized and implemented a truth he learned from his years with us." Wallie adds, "To see our former players become Little League coaches is a joy because we

feel like the torch has been handed off to them to continue our mission of guiding young men."

There is a sign in the Sumter team's locker room: "What you give today you have. What you do not give will be lost forever." What a powerful creed for all. Congratulations to Coach Jones and his team!



MUSC DENTAL STUDENTS CELEBRATE WHITE COAT CEREMONY



The South Carolina Dental Association presented the rising Junior Class of dental students with their clinicallab jackets. As the students transition into caring for patients, their professional appearance is enhanced by the monogrammed white coat. The SCDA Board feels it is appropriate to support the ASDA chapter of future dentists.

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The OMO Group currently has several opportunities for General Dentist at Camp Lejeune, NC., and the Naval Air Station in Pensacola Florida. The OMO Group employs dental professionals to work in civilian positions at military installations throughout the U.S. We offer full benefits to include, 100% paid medical, dental, and life insurance to employee, CDE reimbursement, 401K, all Federal Holidays paid, and Vacation. All positions are long term, and we offer both full and part time. We welcome new grads, mid-career, and retired dental professionals. If you are ready to take your career to a new level, please submit your current CV to Bobbi Dietzmann(210) 691-5122 fax, or email to bobbi@omogroup.com.

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Practice for Sale: Anderson #8248 G \$311,000 3.5 days 5 operatories, 1 assistant, 3 hygienist(p/tme), business mgr/receptionist, insurance clerk/billing collections, Anderson is on Lake Hartwell (1,000 miles shoreline)

Roger N. Kourey, DMD, semi-retired, recently relocated to Murrells Inlet is seeking a General Dentistry, or Group practice position to provide General Dentistry 20 hrs. per week, on Permanent or Temporary Basis.

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For Sale: Dental/Medical building in Greenville, SC- 4000 sq.ft. Excellent condition in prime location. Complete renovation in past 5 years. Includes: 10 operatories w/ equipment, 2 sterilization rooms, lab

and dark room, 4 offices, 3 bathrooms, staff lounge, ample storage and enclosed garage. Contact Bruce B. Aughtry at (800) 487-5241.

Board Certified Orthodontist needed to work in busy General Practice on Fridays. Practice in West Columbia, S.C. Send inquiries to: Orthodontic Position / P.O. Box 11007 / Columbia, S.C. 29211-1007

For Sale Developer A/T 2000 Plus, Siemens Panoramic with Cephalometric, Siemens Small Head X-Ray, 2 Den-tal-ex Dental Chairs, 3 Overhead Dental Lights, *Other Miscellaneous Items, Please contact Jackie Gibson, 843-797-7600

SOUTH CAROLINA-UPSTATE: Unbelievable Buy-In Opportunity! Earn \$125K 1st year guaranteed increases and full ownership thru sweat equity. Well-established, general dentistry practice, 70-90 new patients per month, new equipment, 6 ops, collected \$1,000,000+ in 2005. Practice Management (coaching) included with solid seller transition assistance. Call Professional Practice Advisors, Inc. 800.863.9373 www.practicesadvisors.com

Full-time or Part-time General Dentist Position Available in Greenville, SC. Our dental practice offers a wide range of dental services to the upstate of South Carolina, specializing in treating patients with exigent dental needs and in developing treatment plans and offering dental education. We offer a clean and modern office setting that is equipped to provide the best quality care available. We offer a competitive salary and do not require a contract. Call 864.325.2204 for more information.

Dentist Needed. Come - Live and Work in the Coastal Beaufort Area Thirty-six year old award winning Community Health Center seeks highly skilled, hard working, Board Certified Dentist to become a member of a four-member dentist team in Coastal South Carolina with over 180 employees and a patient base of over 19,000. Health centers are located in Beaufort, Jasper and Hampton Counties, between the cities of Charleston, South Carolina and Savannah, Georgia. Come and enjoy an area with a population of 160,000, located in the rapidly growing beautiful coastal area known as the South Carolina "low country." The school system is superior, and the cost of living is reasonable. Contact: Beaufort Jasper Hampton Comprehensive Health Services, Inc. Post Office Box 357 Ridgeland, South Carolina 29936 Telephone: (843) 987-7482, Fax: (843) 987-0083 Website: www.bjchcs.com Email: bgaffney@bjchcs.com

ASSOCIATE OPPORTUNITIES

CHARLESTON #8372 ASSOCIATE Full time associate needed immediately for busy GP. Call Dr. Jim Howard at 910-523-1430 for more information.

LEXINGTON AREA #8366 ASSOCIATE Full time general dentist needed for associate position in modern office with digital imaging. One of SC's fastest growing areas with excellent, blue ribbon schools. Located within minutes of beautiful recreation at Lake Murray. Call Dr. Jim Howard (910-523-1430) for more information.

MYRTLE BEACH AND CONWAY #8278 ASSOCIATE Full time associate positions available for general dentist. Call Dr. Jim Howard at 910-523-1430 for information.

NORTH CHARLESTON #8194 ASSOCIATE Full time associate needed immediately for busy GP. Call Dr. Jim Howard at 910-523-1430 for more information.

PRACTICES FOR SALE

CHARLESTON AREA #8068 Gross \$242,071; 2.5 days 3 operatories; 1300 sq. ft. office space assistant, hygienist, office manager

ENDO - DISTRESS SALE #8053 Peak efficiency operation with Roger Levin trained staff. 2 ops with 2 scopes. Excellent referral base. Gross \$748,785; 4 days; 2 operatories; 2500 sq. ft. office space; 2 assistants, office manager, receptionist. Work less than 30 hours per week. 2 additional plumbed but unequipped operatories.

NORTH OF CHARLESTON #8187 Gross \$365,643; 5 days 4 operatories; 2000 sq. ft. office space assistant, office manager, receptionist GP practice for sale for \$200,000! Two additional operatories plumbed.

ORAL & MAXILLOFACIAL SURGERY #8223 Gross \$625,793; 3.5 days 3 operatories; 2000 sq. ft. office space assistant, business assistant, insurance clerk, 2 RN Nurses Additional plumbed but unequipped operatories.

Call Dr. Earl Douglas, Professional Practice Consultants, Ltd., at 800-321-4540 or Dr. Jim Howard at 910-523-1430 for more information. We specialize in appraisals, sales, mergers and associateships. We provide financing for buyers and pay cash to sellers.

HELP WANTED

Dental Assistant Needed - F/T with x-ray certification and experience. Must be exceptional team person with a focus on warmth & caring and expert communication. Salary and benefits based on experience and motivation of applicant. Fax resume to 843-651-6571, email to beachassistant@aol.com or mail to Murrells Inlet Dentistry, 4405 Hwy. 17 By Pass - Murrells Inlet, SC 29576

Dental Talent Needed-Columbia Area. Full time, Part time or temporary. Dental assistants, hygienists and front desk. Full time has benefits. Part time and temporary can set your own flexible hours. No fees, no contracts and free training. Fax resumes to 803-750-5613.

DENTAL OFFICE MANAGER experienced in both clerical and front office operations. Responsibilities include personnel mgmt, payroll, patient communications & records mgmt, treatment planning, A/R, computer/website, OSHA, and overseeing all other office operations. Benefits include vacation, 401K and profit sharing. Send resume to: James E. Mills, DDS, PO Box 14339, Surfside Beach, SC 29587.

General Dentist needed in Columbia office for Fridays only. To perform all dental procedures, needs to be proficient in endo, oral surgery, crown, bridge, & prosto. Please contact Evie @ 803-738-2424 to set up an appointment.

Palmetto Dental Personnel is owned and operated by a dental professional with over 20 years experience and has exclusively provided professional dental staff for Midlands and surrounding areas for 15 years. PDP has hygienist, assistants and receptionist available for temporary and permanent placement. Contact Gail Brannen at 1-800- 438-7470 anytime.

Seeking a compassionate Dentist to work in Charleston who could use 17 weeks off each year and a starting salary of \$120,000 plus an annual bonus. We are a caring removable prosthetics practice offering a great benefits package. Please call 1-800-948-7005 and ask for Dr. Fields or Chris.

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Full-time or Part-time General Dentist Position Available in Greenville, SC. Our dental practice offers a wide range of dental services to the upstate of South Carolina, specializing in treating patients with exigent dental needs and in developing treatment plans and offering dental education. We offer a clean and modern office setting that is equipped to provide the best quality care available. We offer a competitive salary and do not require a contract. Call 864.325.2204 for more information.

Dentist wanted for possible associate position. Salary & commission. Fast pace General Practice and Denture clinic. On site lab. Great atmosphere. Great Staff. unlimited earning potential. Monday-Thursday work week. If interested, please call (941) 726-7122.

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PLEASE NOTE THAT THE JOBS WANTED / HELP WANTED column is a free membership service of SCDA. Please call us if you are looking for a job or looking for someone to fill a job. The SCDA office also maintains a JOB BANK file and all ads can be kept confidential if so desired. If you are interested in receiving or submitting information into 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 1-800-327-2598.

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