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# Bulletin



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## SCDA/ADA Launch Public Relations Program

By Jeff Gardner

This summer the SCDA, in association with pilot funds from the ADA, launched the first outside public relations venture in the association's history. It had become very clear that in order to offer statewide service to the population, and to collect information that supports dentistry, a focused program was needed. In the search for PR representation, many members and friends of SCDA were enrolled to interview firms that would best suit our needs. After lengthy deliberation, the Columbia firm of Carolina Public Relations/ Marketing, Inc. was chosen.

Carolina PR is an excellent organization and one that the Board of Governors believes will help to craft the public and political support to promote good oral health legislation in South Carolina. Their plan would be to create an environment that acknowledges the



health benefit to the individual child plus the collective benefit of healthier, better educated children. This is the message that SCDA repeats in NCDHM and GKAS campaigns every year, and too often gets lost.

The South Carolina Dental Association will sponsor legislation during the 2009 legislative session to require that all children in Grades K through 5, or those subsequently entering public school re-

ceive a dental screening prior to enrollment. Media attention to the issue of oral health in the state will help draw attention to the need for screenings in our school age population. Our promotion and image will help generate public support for the General Assembly to pass this worthy legislation. Carolina PR has developed a timeline and a message that cannot be ignored. Public awareness is key to SCDA legislative success.

Carolina PR understands our obligation to the oral health of each citizen of the Palmetto State. They also understand that our efforts must be made public in order to support our mission.

Our screening bill is an excellent vehicle to serve and educate the citizens of South Carolina. In application, they will work closely with our lobbyists to achieve success.

### Mark Your Calendars!

- The House of Delegates will meet on Friday, December 5 at Virginia Wingard Memorial UMC in Columbia



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# '08-'09 Directory Changes/Updates

By now you should have received your 2008-2009 SCDA Membership Directory. This was our first year compiling the Directory from a database which we share with the ADA. Sharing one database is a definite advantage for our members because you need only to call either the ADA or the SCDA to have your information updated. One call updates your information for both groups.

However, because of the migration to the new database some information, which was correct in the SCDA database previously, was incorrect or incomplete. If you did not return the Member Update form, which was sent with dues in October, or if you returned it without noting any changes, your information in the Directory may be incorrect. Please don't forget to notify either the ADA or the SCDA of any changes in regard to your information, including home or work addresses, phone numbers, email, marital status, etc.

Finally, there is a deadline for information for the Directory so that we may go to print and have it out at the beginning of the new fiscal year. We must have any no later than March 15 of the year the Directory is to be published (i.e. March 15, 2008 for the '08-'09 Directory).

Listed below are updates to the Directory. Please print this page and keep with your Directory for quick reference.



## Specialties

### **Endodontics**

Charleston—Cohen, Jason

### **General Practitioner**

Charlotte—Burns, Thomas

Lancaster—Jacob, Richard

### **Oral/Maxillofacial Surgery**

Spartanburg—Belk, H C

### **Orthodontics**

Summerville—Reagin, Kenneth

### **Pediatric Dentistry**

Greenville—Martin, Tu-Wanda

Greenville—McNutt, Charles

## Addresses & Phone Numbers

### **Burn, William (Cindy)**

132 Signal Ln  
Irmo SC 29063-8072  
(H) (803) 732-1897

### **Burns, Thomas**

750 N Davidson St  
Charlotte NC 28202-3136  
(H) (704) 975-0597  
A 00 77 03 165

### **Goldberg, Edward**

1625 Glens Bay Rd  
Surfside SC 29575  
(P) (843) 650-5100  
(F) (843) 650-0689

### **Hubbard, John (Hazel)**

hubbard1124@bellsouth.net

### **Jacob, Richard (Judy)**

821 W Meeting St  
Lancaster SC 29720  
(P) (803) 286-6455  
(F) (803) 286-6701  
3532 Prov. Manor Rd  
Charlotte NC 28270  
(H) (704) 847-6986  
drjacob@comporium.net  
A 00 49 81 098

### **Johnson, Karen**

10 Atrium Ridge Court  
Columbia, SC 29223  
(P) (803) 699-7933,  
(F) (803) 699-7932  
P.O. Box 25731  
Columbia, SC 29224  
(H) (803) 447-7538  
(F) (803) 462-9293  
johnsoke@bellsouth.net  
A 40 60 90 042

### **Martin, Tu-Wanda**

309 Majesty Ct  
Greenville SC 29615-4076  
(P) (864) 593-8182  
(H) (864) 349-1416  
the.martins@earthlink.net  
D 30 76 02 067

### **McNutt, Charles (Angela)**

Ste A  
410 Pelham Rd  
Greenville SC 29615-3502  
(P) (864) 232-3333  
(F) (864) 232-6800  
107 Radcliffe Way  
Simpsonville SC 29681-4935  
(H) (864) 213-6354  
toothfairycdm@aol.com  
D 30 43 69 116

### **Nash, Travis**

Ste 107  
1127 Queensborough Blvd  
Mt Pleasant SC 29464-5431  
(P) (843) 847-8504

### **Putnam, Charles**

(P) (843) 837-8585  
(F) (843) 837-8587

### **Richart, James**

1164 A Northbridge Drive  
Charleston SC 29407  
(office address)

### **Scioscia, Patrick**

(P) (803) 951-7343  
(F) (803) 951-2298

### **Widner, Gretchen**

gwidner1@sc.rr.com



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## SCDA Hits Two "Home Runs"

By Phil Smith

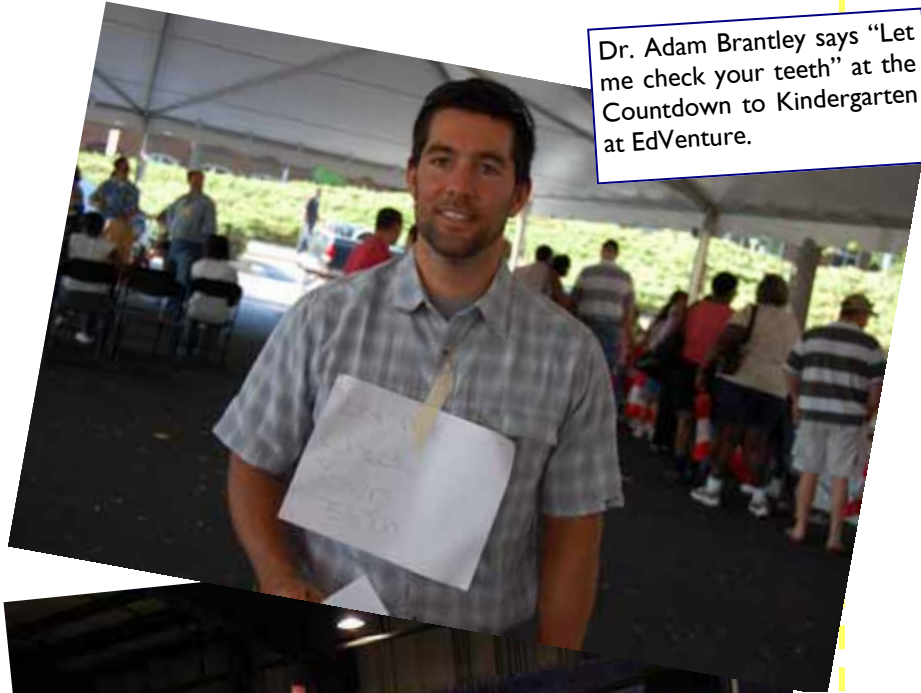
This past August 8, there was a large event that overshadowed the spectacular Olympic Opening Ceremonies in China. And if you were able to help, you were a hero and all of the children were winners. That celebration was the two pronged children's screening event in which the SCDA dentists participated. Actually, there were two tandem opportunities for children to have dental screening.

Early Friday morning a group of dentists congregated at the SC State Fairgrounds Cantey Building to participate in a road show event anchored by national radio personality, Tom Joyner. This was the day long **Back to School Bash** sponsored by DHEC and a list of corporate providers, and aimed at getting children ready for school. This mega- event attracted children of all ages to the Fairgrounds. Assorted displays encouraged the kids and their families to focus on good health habits. And of course, one of the most important habits is good oral health. Four dentists manned the booth and by day's end they had screened over 500 children. Ed Wise managed a bit of PR on the radio program, and Craig Draffin weathered till the end.

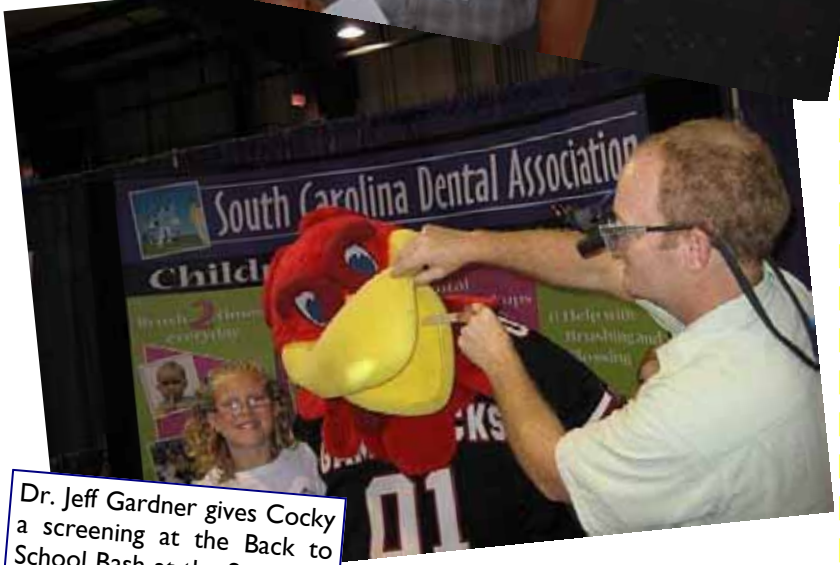
Later in the afternoon, EdVenture Children's Museum was the site of the **Countdown to Kindergarten** health fair. A large tent was raised in the parking lot on Gervais Street, and the facility was humming with children, parents, teachers and volunteers. Over a thousand attendees were present. The SCDA Screening Team was there too! Seven dentists assisted and screened kids from 5:00 until 7:30, and at the finale over 200 children were evaluated, referred for care, and given oral health gifts.

As many of the volunteers will attest, this was a fun filled opportunity to spread the word that good oral health works! All of the screeners felt that the level of care and health was better than in years past. This was surely a testament to the efforts of SCDA, the member dentists, and benefits of increased Medicaid utilization.

A special thanks to Drs. Ed Wise, Craig Draffin, Rocky Napier, Heyward Robinson, Jeff Gardner, Roberta Gardner, Susan Ryal, Julie Wehman, Adam Brantley, John Jenkins, Phil Smith, Melissa Backman and Carol French for participating.



Dr. Adam Brantley says "Let me check your teeth" at the Countdown to Kindergarten at EdVenture.



Dr. Jeff Gardner gives Cocky a screening at the Back to School Bash at the State Fair Grounds.



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**Topic: General Dentistry and Periodontics - Speaker: Dr. Keigm Crook**

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Aline Coleman or Kathleen Ortiz**



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# 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](mailto:philes48@aol.com), mailed to the SCDA office, or faxed to (803)359-3004.



Dr. Phil Smith, Editor

## Master Calendar

- Sept. 6 Dental Assistant Training—  
SC Dental Center, 8:30 am-  
5 pm
- Sept. 13 Dental Assistant Training—  
SC Dental Center, 8:30 am-  
5 pm
- Sept. 18-21 16th District Caucus—  
Williamsburg, VA
- Sept. 19 Central District Meeting—  
Columbia Marriott, 8 am-4  
pm
- Sept. 19 Pee Dee District Meeting—  
The Dunes Golf & Beach  
Club, 8 am-4 pm
- Sept. 20 Dental Assistant Training—  
SC Dental Center, 8:30 am-  
5 pm
- Sept. 26-28 Southern Leadership Con-  
ference—Atlanta, GA
- Sept. 26 X Annual CE Course—  
Embassy Suites Hotel &  
Charleston Convention  
Center, 8:30 am-5 pm
- Sept. 27 Dental Assistant Training—  
SC Dental Center, 8:30 am-  
5 pm

Please visit [www.scda.org](http://www.scda.org)  
for more events.

### 500 in 2009!

Evolution is necessary. Change is not easy nor is it always in a direct line. Sometimes, the changes are slow and progress is at a glacier pace. And then there are the volcanoes that erupt, change the landscape in a weekend, and they are gone. I think that SCDA is somewhere in between. We make great headway, but the landscape sometimes changes slowly.

One important bit of “real estate” is our Annual Session. It is important because it generates the highest non-dues income for our organization. It also provides for getting an opportunity to have fellowship, education, and politics all at one spot. But many of you may also notice that the attendance and the resource have eroded. It has not been that long ago that we had 500 dentists, and a total of well over 2000 attendees.

There is a new Convention Over site Committee that has the challenge of addressing these issues. I am on that committee, and I am also Chair of the 2009 Annual Session. I am a glutton for punishment! But I can tell you that all of us that serve on convention planning want a great meeting! We want to craft the “most bang for the buck”. I have said it before, the speakers are as good as anywhere. We are a list of the best in the country! But change is coming.

I have had the opportunity to work on the ADA’s Annual Session and view trends that are leading the convention business. Tools and education formats that will likely become common place at state level meetings. I believe that innovation is the key to keeping viable conventions, pleasing venues, and successful exhibition floors. Allow me to share some perks that I hope will make your 2009 SCDA Annual Session more appealing.

More meetings are using an expanded web-site to promote the convention. For the first time, we are launching an early web-site that will have speaker information, and will also offer some on-line CE. There will be a downloadable handout library for the speakers. Not only does this contain costs, but it gives the registered attendee an opportunity to review the course prior to the meeting.

SCDA has been inviting dental students as our guests since 2001 with the “Sponsor a Dental Student” program. And each year we have more to offer the students. Special courses are designed for the student to assist their movement into practice. It also is a chance to bring the future dentists into organized dentistry. Social gatherings build enthusiasm and a sense of membership!

The commercial chairs are revisiting the success of the exhibit floor. This often is the “town square” of the meeting, and serves as the intersection for commerce and socialization. We want to promote our commercial partners. They are as much a part of dentistry as are you and I. But in the current economic times we need to visit, buy, and appreciate their contribution. I cannot stress the importance of buying during the Annual Session. Save your orders, and we will ask that meeting specials be available for the convention! It helps everyone!

This year’s theme is **Dentists Making a Difference, a Heritage of Commitment**. Our theme embodies the direction that this year’s SCDA administration and Annual Session want to display to the state. Dentistry is committed, and this year will continue seismic changes for the betterment of our patients. We need to spread the word! We need to rally the troops, because a change is in the air. A change for dentistry and a change for your Annual Session.

So now is the time to begin planning to attend the SCDA meeting in Myrtle Beach at the Kingston Plantation. The date is **April 30 – May 3, 2009** (there was a typo in the directory so this date is absolute). I have a challenge and a point to prove...South Carolina Dentists can still attend in numbers that exceed 500, we can still exceed 2000 attendees, and we can again re-energize one of the best benefits that SCDA has to offer.

**MAKE A DIFFERENCE, 500 IN 2009!**

Till Next Time,  
Phil

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## SCDA Member Benefits Group Corner

By Mark K. Brown

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This offer ends October 31<sup>st</sup>, 2008.

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## President's Message



I ended last month's message with a mention of two events for which the SCDA had very little notice to coordinate volunteers. I would like to extend my thanks to Ed Wise, Craig Draffin, Rocky Napier, Jeff and Roberta Gardner, Susan Ryal and the SCDA Staff for their help at the Back to School Bash at the State Fair grounds. I would also like to thank Phil Smith, Julie Wehman, Heyward Robinson, Adam Brantley, Melissa Backman, John Jenkins and Carol French for their help with the Countdown to Kindergarten event at EdVenture. The SCDA also extends its gratitude to Doral Dental, Atlanta Dental and Patterson Dental for their donated supplies for both events. Both events were very successful and more than 650 children received dental screenings and positive press coverage was generated. Thank you for continuing your *Heritage of Commitment*...you once again *Made A Difference*.



**Dr. Jim Mercer**  
President

I would like to update you on several legislative items carried over from last year. You may recall your SCDA requested increased funding from the Legislature for raising Dental Medicaid fees and in a very tight budget year we were able to obtain \$1.2 million in allocated State funds. Earlier this year your SCDA met with DHHS Director Emma Forkner, William Wells, Deputy Director of Finance, Felicity Myers, Deputy Director of Medical Services, and Deirdra Singleton, General Counsel, to discuss the implementation of the fee increase and other pressing Medicaid issues. These high level meetings with the DHHS decision makers have been very productive for communicating our position and working through various issues. An encouraging change is that the agency was interested in exploring indexing our fees to a "standard" so they could better budget for fee increases on a regular basis. We suggested the 75<sup>th</sup> percentile as a starting point as we did in the 2000 fee increase. This would lead to the department requesting increased funding for fee increases for the dental budget in the overall department budget. This would not preclude the SCDA from going to the legislature with our own requests if needed.

On August 12<sup>th</sup> the South Carolina Budget and Control Board approved a 3% budget cut for all state agencies. This cut is the result of lower than expected state revenue projections for 2009. For DHHS (Medicaid) a 3% reduction totals a \$28.5 million cut in state funds for their budget. The overall impact of the cut on the state's health care system is in excess of \$90 million since we will not realize the federal match tied to the state funds. Unfortunately the state has implemented an across the board cut rather than working through targeted cuts. We are working with the agency to blunt the effect of these cuts and hopefully prevent any reduced reimbursement to dentists.

Your SCDA is continuing work on our 5 year old kindergarten screening bill we began last year. We have added to the team the ADA's state targeted public affairs program resources and a local firm - Carolina PR. An interesting development has occurred related to school dental screenings. All SC elementary schools now have a school nurse in place and they have seized on dental screenings as an important role for the school nurse even though a screening is not mandated. This is a great opportunity for the SCDA to partner with school nurses on oral health. The SCDA has obtained funding from the ADA to conduct with DHEC Division of Oral Health a school nurse needs assessment related to oral health. This will give us invaluable information in how we may assist school nurses and needed data for our screening bill going into the next legislative session.

The Division of Oral Health has asked for our help in training the school nurses and we will be participating in 10 training sessions throughout the state. School nurses will be equipped to perform an ASTDD style screening and referral. They can act as a type of patient navigator connecting children in need of immediate care with dentist in the local community. The new SCHIPS program that was estimated to provide dental benefits for 87,000 new children currently has only 4000 enrolled. I am hopeful school nurses will be able to direct eligible families to en-

*"...the agency was interested in exploring indexing our fees to a "standard" so they could better budget for fee increases on a regular basis."*

## President's Message Continued



rollment counselors. The SCDA Adopt- A-School program will be a critical resource for the school nurses. If the SCDA and its members do not step up to fill the void it will be filled by others. There is a patchwork of programs throughout the state and we will take the best of each and develop a program that can be adapted statewide. The program I am most familiar with is in Aiken County. In that county there are 36 dentists that screen children and serve as a resource to treat dental emergencies. The SCDA is meeting with Lynn Hammond, Department of Education and Cathy Young Jones, school nurse coordinator next week to discuss an Adopt-A-School program. You will be hearing more about the Adopt-A-School program after our meeting and following the completion of our school nurse needs assessment.

Finally I would like to invite you to the SCDA office on Friday, October 31, 2008. At 9 am we will be discussing an exciting new initiative – SCDA Dental Access Days. These types of projects that provide adult dental care are being done all over the country and are headed by state dental associations. This is an opportunity for the SCDA to highlight the access to care issue while providing needed direct care to adults in our state. We will have representatives from programs in Virginia and North Carolina present for our discussion. Your attendance does not commit you to this project but we would like to introduce you to the idea and hope that you may have further interest in participating at some level. If you are interested in attending this informational meeting please RSVP to Phil Latham at the SCDA office.

I welcome your suggestions and comments at [jmercerc@sc.rr.com](mailto:jmercerc@sc.rr.com).

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Our new website, [www.cu-cpa.com](http://www.cu-cpa.com), is dedicated to your financial success, and we want it to be a tool for you. For more than two decades, we have worked with top dental financial strategists and have developed an approach to financial security that integrates your practice and personal financial goals. With issues ranging from **practice management strategies to wealth and risk planning to transitions and start-ups**, we're ready to help.

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# SC Dentists Attend New Dentist Meeting

By Ben Adams

In our profession, we sometimes feel secluded in our own practices. What can we be doing better in our practices? What are our colleagues doing? How can we strengthen our profession? How can we enhance our State Committee on the New Dentist? Without interaction with a number and variety of colleagues, our practice tends to become our "bubble" where habit and routine reign. State and local dental organizations could be impacted, as well. Stepping things up requires stepping out to gain new ideas and perspectives.

If two heads are better than one, then imagine what a few hundred could do for you and your state and local groups! The nearly 300 dentists, graduate students, and dental students who attended the 22<sup>nd</sup> ADA New Dentist Conference in New Orleans June 26-28 gained much more than CE credits. Although the courses were great, the networking and sharing of ideas was invaluable. In my experience, involvement in the ADA New Dentist Conference not only benefits the dentists personally, but also potentially strengthens their local organizations.

Many successes and proposals were presented at the conferences' New Dentist Network Idea Exchange. One of the most talked about ideas came from the San Antonio District Dental Society, which has begun engaging new dentists through the social networking website, Facebook. "if people don't know each other from dental school, this is a great way to learn more about the people in dentistry, share stories about experiences they've had and what they need to watch out for," said Dr. Joshua Austin, Chair of the SADDs Committee on the New Dentist. This is just one example of many innovative ideas worth exploring for the SCDA.

Conference CE programs included clinical and practice management courses on a variety of topics of special interest to new dentists, such as financial planning, persuasive communication, restorative and esthetic dentistry, prosthodontics, case sequencing, and preparing for practice ownership.

In addition to the CE, networking, and leadership training, attendants also had the opportunity to discuss professional issues from a new dentists' perspective with ADA Officers and members of the Board of Trustees during the Conference's "Ask you ADA Leaders" Q&A session. Topics included new workforce models under development, dental school faculty shortages, licensure, and membership categories.

The 23<sup>rd</sup> ADA New Dentist Conference takes place April 30-May 2, 2009 in Miami.



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# Executive Director's Notes



**Mr. Phil Latham**  
Executive Director

*"I believe that term carries with it many definitions, but more than that I believe it should carry actions."*

## Access to Care

For years now, we have heard the term "access to care". I believe that term carries with it many definitions, but more than that I believe it should carry actions. Many states across our nation along with several of our neighboring states have begun some major access projects. Some are called Mission of Mercy (MOM) while others are called Dental Access Day (DAD). Whatever the name, the project is serving a very good cause where implemented.

President Jim Mercer and I have spoken about this on many occasions and we are ready to begin serious conversations about the possibility of having such a project take place in South Carolina. You may be asking yourself what does this mean? This type of project allows the SCDA to build additional partnerships and provide dental care for many of the uninsured and underserved populations of South Carolina.

Many states have held their access projects in airport hangers, high schools, vacant factories and fairgrounds. Clinics are set up with x-ray machines and sterilization facilities. Witnesses comment that people begin to line up as early as 6 a.m. just to see a dentist. Participants in the states that put forth the effort will tell you that the reward of giving back to the community is a blessing not to mention the hundreds receiving dental care that really need it and cannot afford it.

You may still be asking, what does this mean? President Mercer and I have scheduled the first planning meeting for such a project to be held in South Carolina. This meeting will be held at **9 a.m. on Friday, October 31, 2008**. Hundreds of questions need to be asked and hundreds of decisions need to be made. The bottom line is the SCDA needs and wants your help.

This meeting means no commitment but presents an opportunity to learn just what type of project this is and what role you as an SCDA member might play. If you would like to attend this meeting, please let me know at [lathamp@scda.org](mailto:lathamp@scda.org)

## Fall of the Year

Every fall it gets extremely busy at the SCDA office. In addition to the normal work, preparation and planning for the 16<sup>th</sup> District Caucus meeting, Southern Leadership meeting and the national ADA meeting take place. The SCDA Delegation will be attending these meetings over the next two months to have a say in what goes on nationally. Look for a report in the early winter to see what decisions were made.

## Tech Talk

By Christy J. Meador

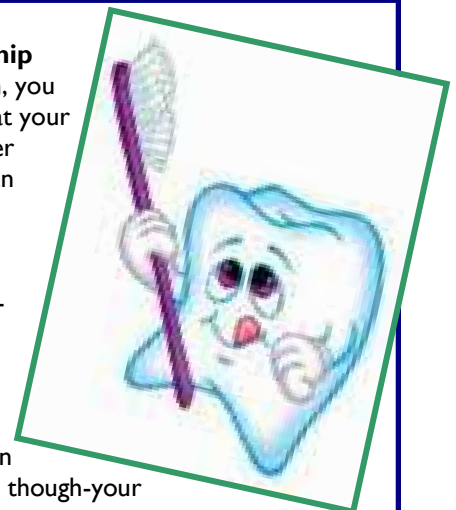
### New Items on the Website

Under "Members Only" tab, you will find an online version of the new **2008-2009 Membership Directory**. This is a locked page, not open to non-members, so be sure to log-in. Once open, you can search the directory by using **Ctrl+F to find a name, address, city, etc.** \*If you find that your information is not correct, please click [here](#) for a **Membership Update Form**. Each member receives one free copy, if you would like to order any additional copies, please click [here](#) for an order form.

Remember, this is **YOUR** web site. **Know a dentist, who got married, ran a marathon, had a baby, went on a mission trip?** Then send me articles, photos, events or any other information for our website. You can email at [meadorc@scda.org](mailto:meadorc@scda.org). You can see all of the photos by visiting [www.scda.org](http://www.scda.org) and clicking on the [Photo Gallery](#) button.

### Did you know...Dental Fun Facts

A man in Belgium is said to have the strongest teeth in the world, because he pulled two 80-ton railroad passenger cars along the rails by a rope held between his teeth. Don't try this at home though-your teeth should never be used for anything except chewing!



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Significant changes in capital gains tax treatment are being proposed in congress. If implemented, these changes will significantly impact the amount of profit you make from the sale of your practice.

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**Bill Adams DDS, FAGD, President and CEO**

**Pete Newcomb . 678-482-7305 | Tom Stowe, CPA . 704-887-3452**

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# SCDA PEE DEE DISTRICT FALL MEETING

**The Dunes Golf & Beach Club**

9000 N. Ocean Blvd.

Myrtle Beach, SC

**September 19, 2008**

\*\*\*\*Please note the date change\*\*\*\*

**SPEAKER: Dr. Jack Turbyfill**

TOPIC: Removable Prosthodontics and Today's Market

Registration: 8:30 - 9:00 a.m.

Speaker begins: 9:00 a.m.

**\*\*RSVP required due to the cost per person for Breakfast & Lunch!\*\***

**RSVP by September 12th**

Call or email Todd Blevins at

843-464-6162 or [todblevi@aol.com](mailto:todblevi@aol.com)

**Golf Tournament Information is available online:**

<http://www.scda.org/associations/5602/files/pee%20dee%20sept%2019.08.doc>

**FALL MEETING**  
**CENTRAL DISTRICT DENTAL SOCIETY**  
Friday, September 19, 2008

Downtown Marriott Hotel - Columbia, SC  
(Corner of Main and Hampton)

**Dr. Michael Edwards**

(<http://www.miketooth.com/aboutthedentist.php>)

**“Overview of Minimal Oral Sedation in Dentistry”**

Morning and Afternoon Session - Doctors, Spouses, and Staff are invited.

7 C.E.U.'s

**Agenda**

8:00 am - Registration  
8:30 am – Scientific Session  
12:00 Noon - Business Meeting  
12:30 pm – Lunch  
1:30 – 4:30 Scientific Session

**Our Speaker**

Dr. Edwards is chairman of the AGD's taskforce on sedation and anesthesia. He has served four years on the same committee with the American Dental Association. Please visit his web site at:  
<http://www.miketooth.com/aboutthedentist.php>

**NOTES:**

There is a \$50.00 registration fee for non-member dentists.  
There is a \$15.00 charge for every person attending lunch.  
Luncheon reservations are required for all members, non-members, spouses, and staff.  
There is no charge for members or non-members' spouses and staff attending scientific session.

**Please return this form by September 5, 2008 to:**  
**Dr. Noble Cooper, Jr., 1415 Pine Street, Columbia, SC 29204-1891**

**Please check:**  I will attend the Scientific Session.  
 I will stay for lunch.  
 I will have  guest(s) (number of spouses and staff) for lunch.

*Please enclose \$15.00 for each lunch.*

\*\*\*\*\* **Please include a separate \$15.00 check for the member dentist.** \*\*\*\*\*

*Please make check(s) payable to the Central District Dental Society.*

\*\*\*\*\* **Member dentists may pick up their \$15.00 checks after lunch or they will be deposited.** \*\*\*\*\*

NAME: \_\_\_\_\_

(please print)

(rev. 08/05/08)

# PIEDMONT DISTRICT DENTAL SOCIETY

## *Fall Hoffman Meeting*

Friday, October 17, 2008

**Greenville Technical College ♦ Barton Campus Library Auditorium**

South Pleasantburg Drive, Greenville, SC

### *New Advances in Local Anesthetics*

Presented by Dr. Paul D. Eleazer

**Dr. Eleazer: Department of Endodontics Chair, University of Alabama Birmingham**

Born and raised in Georgia, Dr. Eleazer attended Oxford College of Emory University and the University of Georgia. He received his dental education at the University of North Carolina, graduating in 1970. He served in the US Public Health Service in Alaska and Arizona. He received a certificate in Endodontics and a Masters in Oral Biology from Temple University in Philadelphia. He held a faculty position in Endodontics at the Medical College of Virginia before moving to Albany, Georgia to practice Endodontics full time for 21 years. While in practice, he taught dental pharmacology to dental hygiene students. In 1996, Dr. Eleazer took a position at the University of Louisville to head the residency program in Endodontics and eventually served as chair for the Department of Periodontics, Endodontics and Dental Hygiene. He currently serves as the chair for the Department of Endodontics at the University of Alabama Birmingham where he has been since 2001.

### **4 Continuing Education Credits**

*Registration: 7:45 AM – 8:15 AM*

*Seminar: 8:30 AM – 12:30 PM*

*Business Meeting: 12:30 PM – 1:30 PM*

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**Please Mail or Fax This Form by October 10, 2008. Mail This Form To:**

James T. Cox, DMD • 101 Perpetual Square Dr. • Anderson, SC 29621 • Fax: (864) 226-0959

Please list doctors name, address and staff members attending:

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PDDS Member (Includes Continental Breakfast).....	No Charge
Auxiliary/Staff (Includes Continental Breakfast).....	\$15.00 each
SCDA Member (non PDDS) attending seminar.....	\$50.00 each
Non SCDA Member attending seminar.....	\$100.00 each
TOTAL.....	\$ _____

Please Make Checks Payable to ***Piedmont District Dental Society***

**COURSE OBJECTIVE:**

Provide dentists and their staff an update on local anesthetics.



**COASTAL DISTRICT DENTAL SOCIETY**

**FALL MEETING**

**NOVEMBER 7, 2008**

**OMAR SHRINE CENTER  
176 PATRIOTS POINT ST  
MT. PLEASANT, SC**

**BREAKFAST: 7-8 AM  
BUSINESS MEETING: 8-9 AM  
SEMINAR 9 AM-3 PM  
LUNCH: 12- 1**

**Edward Barrett, B.S., D.D.S, M.S, F.R.C.D**  
**“Blood, Sweat and Tears,**  
**Frontline Management of Dental Trauma”**

-----  
Please return this form by: October 31, 2008 to:

Dr. Ken Johnson  
1841 Savage Rd.  
Charleston, SC 29407

Please list all staff members attending:-----  
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CDDS Member attending Seminar \_\_\_\_\_@ no charge  
CDDS Member attending Seminar and Luncheon \_\_\_\_\_@ \$30.00  
Auxiliary/Staff attending Seminar and Luncheon \_\_\_\_\_@ \$45.00  
SCDA Member (none-CDDS) \_\_\_\_\_@ \$125.00  
Non-SCDA Member \_\_\_\_\_@ \$245.00

Total\$-----

Please make all checks payable to Coastal District Dental Society \*CDDS Members attending the Seminar and Luncheon should make out a separate check to be picked up after the meeting\*

## Classified Ads

Lowcountry Dental Pros (LDP) is your simple solution to last-minute staffing needs for your practice. LDP can provide you with qualified and efficient CDAs, RDHs and front desk administrators for your short-term, long-term or permanent needs. All personnel have had reference checks. Avoid stressful disruptions to your practice by calling LDP when you need temporary staffing support. LDP is owned and operated by a South Carolina-licensed RDH. Contact Iris Kornhauser at 301-793-1669 or [dentalpros@homesc.com](mailto:dentalpros@homesc.com).

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PRACTICES FOR SALE: CHARLESTON AREA #8068 Gross \$322,934, 2.5 days, 3 operators, 1,300 sq. ft. office space; CHARLESTON AREA #8438 Gross \$284,914, 4 days, 2 operators, 850 sq. ft. office space; CHARLESTON DISTRESS SALE! #8514 Gross \$736,612, 4 days, 5 operators, 2,100 sq. ft. office space; LEXINGTON #8366 Gross \$995,676, 4 days, 7 operators, 3,600 sq. ft. office space; NORTH OF CHARLESTON #8187 Gross \$365,643, 5 days, 4 operators, 2,000 sq. ft. office space; GP practice for sale for \$200,000! Two additional operators plumbed. ASSOCIATESHIPS: CHARLESTON #8372; GREENVILLE-ANDERSON AREA #8458; MYRTLE BEACH AND CONWAY #8278; NORTH CHARLESTON #8194 Call Dr. Jim Howard, Professional Practice Consultants, Ltd., 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.

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Wanted: Dental Offices who want to significantly cut their IT Costs, have a single point of contact, and eliminate the frustration of computer and network problems. Rising Technology Solutions is proud to announce a new support program (DentCare) designed strictly for the dental industry so they no longer have to worry about their network security, reliability, and stability again, or who to call for technology related problems. Rising Technology Solutions is the first technology consulting firm to be devoted to the dental industry that is vendor neutral, HIPAA certified, and understands how to make the technology work for you. Servicing the Upstate of South Carolina let Rising Technology Solutions be your one source for all your technology needs and let us work on your behalf with your vendors. Call RTS at 864-641-4209 to schedule an appointment.

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2002 Instrumentarium OP100 Tomograph/PAN Machine and Veloplex Extra-X Auto processor w/endo speed. Very good units. Sold together or separately. Both for \$10,000 or will consider best offer. Contact Melody at 843-272-2536.

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Beautiful, high-end, updated 7 operator practice in Spartanburg. Gross \$1.3M working only 3 1/2 days/wk. Seller relocating. Real Estate also for sale. For more details on this opportunity please contact Tom at 704-887-3452 or [tom@southeasttransitions.com](mailto:tom@southeasttransitions.com).

...

Excellent opportunity in the heart of Spartanburg. Well established, fast paced practice. Grossing \$1.6M. Owner willing to work for the buyer to ensure a smooth transition. For more details please contact Tom at 704-887-3452 or [tom@southeasttransitions.com](mailto:tom@southeasttransitions.com).

...

Very well established practice in a desirable area of Columbia. Producing almost \$1M, netting nearly 50%. 6 ops, 5 equipped. Excellent staff. Seller flexible on transition. For more details on this opportunity please contact Tom at 704-887-3452 or [tom@southeasttransitions.com](mailto:tom@southeasttransitions.com).

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## Help Wanted

Myrtle Beach area — Associate dentist needed for busy family practice with opportunity for buy-out. Great location in resort area. Gross near \$800,000. Resume to P.O. Box 70255 Myrtle Beach, SC 29572.

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Wanted: General Dentist as associate in Growing Lowcountry practice. Call 843-549-2121.

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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](mailto:beachassistant@aol.com) or mail to Murrells Inlet Dentistry, 4405 Hwy. 17 By Pass - Murrells Inlet, SC 29576.

...

Seeking experienced, FT registered Hygienist. In addition to oral procedures, must maintain aseptic work area, be organized & self-motivated, coordinate patient flow with front & back offices, educate staff on dental hygiene & other issues while promoting a safe, minimal stress environment. Must follow universal precautions and all OSHA & HIPAA requirements. Top salary, full benefits, 401K & more. 2 years of experience required. Contact Floretta Sutton at 803-255-0200 or [aharper@esourceshr.com](mailto:aharper@esourceshr.com).

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### Rates:

- 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.
- For no additional charge, ads are posted to the SCDA website during the month(s) of publication.

All ad copies and cancellations must be received by the 5th of the month prior to the publication (starting July 2007, no later than 7 business days prior to publication), which will occur on the first of the month, with remittances accompanying the ads.

S.C. Dept. of Corrections is looking for full-time or part-time dentists. Contract or State employee. Please contact Dr. Doug McPherson at 803-896-8559 if interested.

\*\*\*

Dental Assistant needed - PT with X-ray & Nitrous certification. Exciting position in busy Mt. Pleasant office. Fax resume to 843-881-7499 or email to [droidham@bellehalldentistry.com](mailto:droidham@bellehalldentistry.com).

\*\*\*

ACC Consultants is looking for dentists wanting weekend work in the state of South Carolina. ACC is looking for dentists to travel to military facilities and perform basic dental exams on military personnel. Please contact Jana Cruickshank if interested 505-323-1300 ext. 17 or email [jana@accidental.com](mailto:jana@accidental.com).

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Florence associate opening in well established, modern, clean practice with loyal, long-term staff. We need FT/PT associate to participate like a solo/owner doctor without the administrative burdens. We are a family practice with a cosmetic emphasis. We offer either a salaried or commission package with health insurance available. Call 1-800-thanku and visit [www.carolinasmile.com](http://www.carolinasmile.com) today!

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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 SC, 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 864-561-7082 for more information.

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Wanted: General Dentist needed in Columbia, SC for 1 or 2 days a week to perform all facets of dentistry including endo and oral surgery. Please contact Kathy at 803-313-3691.

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Lexington—well established group General practice needs associate. Buy-in opportunity immediately or in the future if desired. Clean, modern office with digital x-rays. One year experience required. Send resume to PO Box 11007, Columbia, SC 29211.

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Full time associate dental position available immediately in Columbia. Excellent benefit and compensation package available with equity position a possibility immediately or in future. Beautiful new office with modern equipment. Call 803-788-0351.

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Part time or full time associate needed to work Beaufort & Ridgeland office. Fax resume to 843-726-5711 or email [arlthprl@hargray.com](mailto:arlthprl@hargray.com).

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Dental hygienist wanted temporarily. Full or part time July 08-Oct08. Practice expanding. Potential of full time

employment with benefits. Mail resume to PO Box 2260, Ridgeland SC 29936; fax to 843-726-5711 or email to [arlthprl@hargray.com](mailto:arlthprl@hargray.com).

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AUGUSTA, GA.: Full time associate needed for busy, upscale practice located adjacent to Augusta National. Purchase option is also available. Practice will gross almost \$900,000 for 2008. Call 843-991-0344 for information.

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DENTIST WANTED - Charleston practice has opportunity available for evening and weekend dentist with shared expenses. Unlimited potential! Total flexibility! Call 843-814-2528 for details.

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DENTIST FOR PARTNERSHIP/OWNERSHIP TRACK IN THE ANDERSON AREA: An ideal position for a new dental graduate or after completion of a residency/military. Candidate will concentrate on patients and treatment planning while we run the business end. After a 2 to 3 year commitment, there will be an opportunity for buyout/partnership. Excellent opportunity with no overhead concerns. Please contact 864-992-7018 or [kim@digitalwebzone.com](mailto:kim@digitalwebzone.com).

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Associate wanted for successful, well-established general dentistry practice in Columbia, SC. Great opportunity for quality oriented person with future to buy in interest. Please call 803-771-4525 or fax resume to 803-799-9442.

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WANTED: Dental Assistant (full time) in Pawleys Island. Seeking an experienced assistant with a warm, caring personality and excellent communication skills. Salary and benefits based on experience and abilities. Emphasis on professional and personal development through continuing education courses. If you are career-minded, personally stable, and health-centered in lifestyle, email your resume to [pawleysendo@hotmail.com](mailto:pawleysendo@hotmail.com) or mail to Resume, PO Box 4776, Pawleys Island SC 29585.

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Assistant needed at Lake Wylie - Come join our new state-of-the-art practice. Candidate must be xray certified, enthusiastic, and experience is a must. Salary and benefits based on experience. Call Dr. Vargas at 803-810-2211 or send resume to 244 Latitude Lane, Ste 103; Clover SC 29710 or email to [drvanessanvargas@yahoo.com](mailto:drvanessanvargas@yahoo.com).

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Receptionist/Patient Coordinator Needed - Experience is a must. Candidate should have excellent communication skills with patients, insurance, and members of the healthcare team. Applicant must be knowledgeable with the workings of third party payers. Call Dr. Vargas at 803-810-2211 or send resume to 244 Latitude Lane, Ste. 103; Clover SC 29710 or email to [drvanessanvargas@yahoo.com](mailto:drvanessanvargas@yahoo.com).

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TREATMENT/FINANCIAL COORDINATOR WANTED. Charleston office seeks an experienced dental treatment and financial coordinator to perform financial and payment arrangement tasks, general front office duties including patient consultations during an exam, calculating treatment fees and making financial arrangements and educating patients about risks of not receiving proper dental treatment. Job requirements: experience as a treatment coordinator and front officer person for a dental office, knowledge of Eaglesoft software, dental procedures, insurance, and terminology. Contact: Suzanne Abel, 843-763-5665, [suzanne@wolfdental.com](mailto:suzanne@wolfdental.com).

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## Job Wanted

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.

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Retired general dentist seeking PT employment in the Charleston area. Filling in while on vacation, maternity leave, illness/disability, or just need an associate 1-2 days/week. GPR trained with 30+ years experience. Call Fred Danziger 843-377-8311 or email [fziger@homesc.com](mailto:fziger@homesc.com).

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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: Communications Coordinator, 120 Stonemark Lane, Columbia, SC 29210; call 800-327-2598; fax 803-750-1644; email [haworthj@scda.org](mailto:haworthj@scda.org)