

Bulletin



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The Path Is Unchanged, A Perspective

By Phil Smith

These are indeed troubling times. Many patients are cautious about care as they are concerned about their jobs and resources. The country is languishing economically and dentists are often fretful about their future. Their schedules are not as full or appointments are not booked as far out as they once were. I have been party to conversations with newer dentists asking if things have ever been like this before. They wonder, rightfully so, if this is an insurmountable situation that the country is experiencing, that dentistry is experiencing. And yet for many older practitioners, the events seem to be replays of other times.

I graduated from MUSC in 1973. We were the boomers and the perspective was that we were moving. The Vietnam war was over and many veterans had returned home and the economy seemed to be picking up. However, there was also a perspective that the country needed more dentists to care for the growing population. The population tidal wave was looming and we were it. So the government encouraged graduate schools to ramp up their enrollment. Subsidies were actually paid to schools to put more doctors into the system. In a few years the folly of this exercise produced more dentists, but the overwhelming need never really materialized.

So as more dentists graduated over the next few years, the prospects of a quick start for the practice seemed slim. To make national matters worse, there was an oil embargo that stalled the economy and produced gasoline rationing. Jimmy Carter was a one term president who indecisively led the country. When Ronald Reagan was elected, the interest rates were devastating and homes were refinanced as the rates abruptly changed. I must have negotiated lower home financing rates three times in the first four years of ownership.

These dynamics contributed to a period when there developed a "busyness" concern in dentistry. Practices were worried about patient traffic in their offices. This was about the time that insurance companies and benefits were entering the South. Many dentists did not want this intrusion, but it did help the recovery from the slow down. In 1983, a record 5,736 dentists graduated from a total of 60 dental schools. I had built my office in 1979, married that same year, and our expectations were high. Luckily, my wife worked in sales and the double income was a blessing. In October 1987, the Dow lost 20% of its value in a single "black Monday".

Real estate inflation became an investment strategy. With interest rates above 14%, the value of homes was racing into uncharted territory. So was oil. So were the savings and loan companies. And after years of aggressive financing of escalating home values, they suffered a collapse that contributed to a recession. This was in the early 1990s. In 1993, the number of new dentists graduating from 54 dental programs was a low of 3,778. The recession did have the financial impact of forcing rates into the single digits and property values declined. The country was on a bit of a rebound and investments were improving.

In the late 1990's however the business world became enamored with the technical sector. The dot-com world of finance seemed to be a sure thing that could not stop. Yet in the turn of the century, that balloon exploded. The NASDAQ crossed the 5000 mark in 2000, and by 2002 it had lost more than \$5 trillion for investors. It was a dark economic time for the country. It was also the time of the most tragic domestic event to occur with the destruction of The World Trade Center. Another war in Iraq and a loss of confidence over the next decade have defined the economic picture. Many citizens are unsure about the future. Many dental offices were asking other dentists if they were feeling the slow down. The only assurance was that the trend was mostly universal.

Continued on next page



Continued from previous page

In 2007, the number of dentists graduated reached 4,796. Today's dentists survey appointment schedules that are not full more than a week out. They see patients who may delay necessary care, and possibly an increase in the collection rates of the practice. More people in South Carolina are entering the Medicaid rolls and it is likely there will be a few more years of lagging economic indicators. Can the professions flourish, or just survive?

I do not have a crystal ball to tell the future. But like many of my peers who have lived through this turmoil, we know there is a foundation and a momentum for dentistry. At every interval I described in this article, there was a sense of crisis. In every situation there was a risk of collapse. In every challenge, professionals must feel a sense they can still be fearless for dentistry. That care and skill overcome all challenges. And that optimism still is a choice.

So my message to newer dentists is to endure, to resist being worn down by negative conversation. Believe in yourself and your professional community of leaders. Be involved because there is a strength provided by the community of dentists. This will be another story for another time. Do not give away the profession because you feel overwhelmed. Do not yield to the easy path of commercialism. Remember that dentistry is a healing profession, and you have risen to that call. All else will be a success.

Foreign Dentistry: Patient & Professional Policies

By Phil Smith

(I will present a series of dental perspectives regarding socialized dental care. These are insights based upon communications with patients or professionals living outside the USA. I believe that the weaknesses of the system are obvious and profound.)

A patient from South Carolina worked for Shell Oil Company and was transferred to the Netherlands. This individual was a young professional with appropriate resources to care for the dental needs of himself and his family. The country of his transfer had many opportunities for first class cultural involvement. It also had a well developed and long standing socialized public health care system.

The dental system of the Netherlands provided for all residents of the country to have access to free care. As any industrialized, educated democratic nation, all of the medical systems were first rate. Care was not necessarily outdated, nor were the offices antiquated any more than those in the United States. The structure of the public medical care allowed for appointments in "assigned" offices. A patient chooses or aligns with a practice and their care is provided at that location. Service fees are handled through an insurance process similar to our Medicaid.

The Shell Oil patient developed a toothache and after some discussion and treatment, it was determined that a root canal was needed. The endodontic process was performed and the patient dismissed. Within a ten day time frame, the pain returned although not as severe. Upon returning to the dental office, the dentist stated that the patient would need an apicoectomy and retrofill. The patient contacted his domestic dentist for a second opinion. The SC dentist asked about bite adjustment, antibiotics or re-treatment. None of these venues were explored.

When the patient requested a second opinion in the Netherlands, it became clear that the socialized program did not provide for this option. The patient would need to change enrollment from the existing practice and find another practice that would accept him. To his credit, the initial dentist did offer implants and bridgework as options. However, the real concern for the patient stemmed from the barriers prohibiting transfer. He wished to simply keep his molar. Delays to change or be referred to a specialist could take months! So this patient was in a quandary.

This represents an isolated example, but when conversations with this gentleman occurred he indicated that this was the frustration of this care model. Patients are easily treated and have access to free or reduced price care, but when any issue requires further treatment then many hurdles must be covered. At the end of the day, treatment could be prohibitive and the patient may suffer.

Thanks For Supporting SCDA Foundation Scholarships!

We've received \$8,642.00 in donations from dues and \$3,951.00 in donations during Student Aid Month for a total of \$12,593.00 given by members toward scholarships for assistants, hygienists and dental students this year. Our goal is \$53,820.00.

If you haven't given, but would like to, there's still time! Be sure to mark your donation for the SCDA Foundation. Send it to the SCDA, Attn: Foundation, 120 Stonemark Lane, Columbia SC 29210.

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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, mailed to the SCDA office, or faxed to (803)359-3004.



Dr. Phil Smith, Editor

Please find two excellent and representative letters to the SCDA regarding the DAD project.

Saturday, August 7, 2010

Dear Mr. Latham,

I would like to thank you, and of course your entire staff, for your generous time and tireless efforts this weekend at the Carolina First Center in Greenville. My life and health have taken some ominous turns in recent years resulting in serious and sustaining financial decline. However, because of the numerous volunteers and sponsors the event held by the SCDA was an enormous help to me. Unfortunately, I, like so many others, have been without dental coverage for quite some time. Due to this event I was able to receive much needed and necessary attention.

I believe in giving back to my community and try to volunteer my time as often as I can afford. So, I want you to know that if there is anything I can do for you or your organization please do not hesitate to ask.

God bless you and yours and, again, thank you.

Sincerely,

Tim McLaughlin (the final -thanks to you- dental patient accepted on Friday and allowed service early Saturday)

8-4-10

Dear Dr. Brown, Dr. Watson, & other volunteers,

What a beautiful article in yesterday's Greenville News concerning DAD!! It's heartwarming to read how you helped & are going to help more people this weekend!!! Just wonderful!!! It's awesome that you're sharing your God-given talents & time with those in need!!! I know God will bless you in ways that are miraculous!!!

God's Blessings,

Louise Wilson

Till next time,
Phil

Master Calendar

- Sept 10 Pee Dee District Meeting—
Dunes Club,
- Sept 10 HITECH/National Healthcare
Seminars—Virginia Wingard
Memorial UMC, 8:30 am
- Sept 17 Piedmont District Meeting—
Greenville Tech, 7:30 am
- Sept 24 XII Annual Continuing
Education Course—North
Charleston Convention
Center, 7:30 am

Please visit www.scda.org
for more events.



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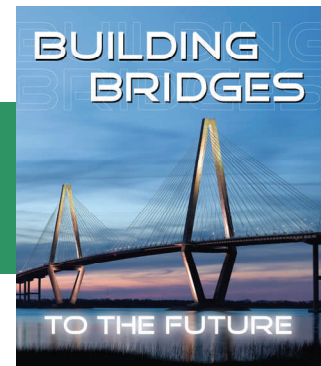
Call the SCDA office and ask for a retired affidavit so that you can continue to receive all the member benefits you've come to enjoy and expect, but at a quarter of the cost! You can also request a free copy of "Closing a

Dental Practice" or click [here](#) to go to the SCDA's website to download a copy. Contact Christy Meador at 800-327-2598 or by emailing her at meadorc@scda.org.

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

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

President's Message



"I expect to pass through life but once. If, therefore, there be any kindness I can show or any good thing I can do to any fellow being, let me do it now, and not defer or neglect it, as I shall not pass this way again."

William Penn

On August 5th through 7th, the SCDA carried out its second annual DAD project, and it was another overwhelming success. Our volunteers provided much needed critical dental care for more than 1500 adults from the greater Greenville area. This year's event also included opportunities for medical screening and referral provided by the South Carolina Hospital Association. Kudos to all those who gave their precious time and talent to help make this most worthwhile public service event a reality.

Some of our members may feel that this kind of project is not worth the time, effort, and resources required. Yes, it does necessitate a tremendous amount of time and considerable effort from over a hundred SCDA staff and volunteers, many of whom are the same 20 or 30% who participate in almost all SCDA functions; however, I do not believe that any of them consider it a waste or else they would not return again and again to repeat their contributions. I am reminded of the old proverb "Many hands make light work." The needs of our recipients are great, the task monumental, but to see the grateful expressions of appreciation from those who come to receive our services is payment in full. SCDA's mission is to serve all people of South Carolina, and our association will continue to fulfill this in direct proportion to the time and effort that every member is willing to invest. The DAD project is certainly a shining example of this in action. To those who question the value of DAD, I invite you to come out and volunteer to be an active participant. I believe it will change your mind.

Phil Latham told me about one man who came to the Friday clinic as a patient and presented himself with a somewhat skeptical attitude about what was being offered, but he was evidently so impressed with the treatment he received that he returned on Saturday to volunteer all day and even stayed to help pack up at the end. I also heard several stories about SCDA members who had expressed doubts about the value of this event but showed up anyway and in the end came away with very positive and enthusiastic attitudes. It seems that personally being part of the event transforms doubters into converted believers.

A free weekend clinic is certainly not a healthcare system; however, an event like DAD does provide for us, as healthcare professionals, an opportunity to give back a small bit of ourselves to our fellow man. Currently, one of the most controversial topics at the ADA and in every national discussion dealing with dental healthcare for the underserved involves major changes in the composition of the dental workforce and the possibility of using some form of midlevel provider to increase access. An event like DAD is certainly not a solution, but it does show policy makers that members of the dental profession are willing to work with government and public health officials to find workable solutions for the access to care problem. In essence, it lends strong credibility and validity to any ideas or other input which leaders of the dental profession bring to this discussion.

Finally, our DAD project provides every member an opportunity to experience the satisfaction one gets from giving of him or herself to others expecting nothing in return. If you did not participate in this year's DAD, you missed a great opportunity, and I hope that you will seriously consider doing so next year. It is still not too late if you would like to support this year's event with a financial contribution. I am reminded of a quote by A. Neilen, which provides a succinct conclusion to my article: "If you have not often felt the joy of doing a kind act, you have neglected much, and most of all yourself."



Dr. Ed Wise
President

"An event like DAD is certainly not a solution, but it does show policy makers that members of the dental profession are willing to work with government and public health officials..."



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SCDA Mission Statement

The South Carolina Dental Association represents member dentists in order to promote and provide optimal oral health care to all citizens of the state of South Carolina by serving as an advocate to advance the profession of dentistry.

District Delegates and Alternates to the SCDA House of Delegates

Below is a list of Delegates and Alternates from each district. Please check to see if your name is on this list. If you are a delegate or alternate, it is very important that you attend the House of Delegates (HOD) meetings. The next HOD meeting will be Friday, December 3, 2010 at 10 am at Virginia Wingard Memorial UMC in Columbia.

Central District

Delegates

3rd Year

Thomas Edmonds
Kevin Eubanks
Rich Jacob
Philip Joseph
James Lemon
Greg Millwood
Sohee Park
John Sherer
Clyde Stockton
Deidre Crockett

2nd Year

Jeff Blank
Patrick Daley
R. Michael Johnson
Carson Kight
Tom Pitts
John Reese
Rebecca Lam
Rick Singh
Fred Sykes
Dorothea Taylor

1st Year

Richard Amendola
Chris Andrews
George Bumgardner
Noble Cooper, Jr.
John Floren
Edith Gore
Gregory Greiner
Scott Jackson
Annette Riley
Mike Riordan
Heyward Robinson
Julie Zeigler

Alternates

1st Year

James Asbelle
Lee Ayers
Bob Berger
Randy Bryan
John Cosby
William Culp, Jr.
David Jordan
Carlos Smith
Perry Tucker
Bill Webb
Clarence Williams

2nd Year

Susan Collins
Brad Dickey
Loretta Felder-McKelvey
Frank Hines, III
Darcie Lee
Melissa Minger
Kris O'Neil
David Owings
Leslie Pitner
Tal Wilkins

3rd Year

Mouna Bosler
Craig Draffin
Creig Dupuis
Karen Kramer
Robert McCartha
Julia Mikell
Rocky Napier
Phil Smith
Sandra Stein
Ruges Stockton
Charlie Wyont

Coastal District

Delegates

Gene Atkinson
Ron Banik
Brooke Bode
Monica Cayouette
Scott Cayouette
Mike Dennis
Mona Ellis
Larry Ferguson
Alan Furness
Danny Gardner
Don Gardner
Jeff Gardner
Louis Hassel
Ray Hilton
Ken Johnson
Brent Klinger
Terry Kunkle II
Robbie Lake
Craig Little
Henry Lorin
Gloria Pipkin
Shannon Pye
Harold Rhodes
Leon Segars
Denise Stone
Ed Wise
Philip Witkin

Alternates

Charles Anderson
James Andrews
Wally Austelle
Gwen Brown
Joseph Brown
Maria Cordova
John Cordrey
Lauren Davis
Tony Gilliard
Joseph Gillespie
John Goolsby
Wallace Guilford
Keith Flynn
Sam Hazel
Charles Hook
David Hutto
Pedro Jones
Johan Kolomodoin
Walt Long
Woody McElveen
Ramesh Narang
Kevin Riker
Courtney Shelbourne
Fred Solomon
Geoff Steinkruger
Karen Yeargen
Luther Yon

Pee Dee District

Delegates

Georgina Coffey
Robert Higgins
Will McDaniel
Bryan Patterson

1st year

Paul Davis
Bob Farrar
Sarah Godbold-Machowski
Walter Machowski
Michael Miller
Wade Nichols
William Noonan

2nd year

Kent Bracey
Richard Bryant
Jill Colson
Dargan Flowers
Tim Joseph
Tom McDonald
Nicholas Papadea
Brad Tiller

Alternates

1st year

Keith Fincannon
Joshua Hudson
Paul Joseph Jr.
Margaret Lunn
Michael McGinnis
Craig Milburn
Michael Nimmich
Elizabeth Uhrich
Carson Whittington
John Whittington

2nd year

Carol Baker
Todd Blevins
Chuck Clark
Thelma Dawson
Pete Divenere
Jason Kiggins
Derek Lee
Phil Render
Calvin Riley

Piedmont District

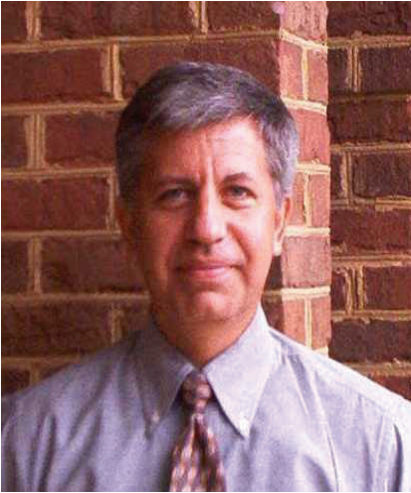
Delegates

Ben Adams
Heather Barker
Mark Beard
Michelle Bedell
Bill Bragdon
Roger Bryant
Michelle Bryant
Aaron Carner
James Cox
Ben Daniel
David Dedmon
Will Edwards
Dee Fulmer
Chris Griffin
Jason Haigler
Brian Hamby
Derek Herring
Betsy Jabbour
Hank Jolly
Matt Kormylo
Douglas McCartha
Ernest McCallum
John McRoberts
Don Ridgell
Trent Smith
Eric Sprogis
Kevin Williams
Bart Williams

Alternates

Steve Ackerman
Jay Burch
Kim Capehart
Rainey Chadwell
Brandon Chadwell
Jeff Cleland
Ryan Colburn
Lenora Covington
Derek Dunlap
Eric Hamrick
George Hughes
Don Hunt Jr.
Jeff Johnson
Spyros Koutsoukios
Eric Neese
Christopher Rouse
Brian Satterfield
Stan Sheftall Jr.
Steve Smiley
Jeff Summers
Theresa Trapp
John Turner
Trecy (David III) Watson
Ron Wilson
James Woodson

Executive Director's Notes



Mr. Phil Latham
Executive Director

*"...SCDA is tracking all of these issues
and has set up a meeting with
SCDHHS to express our concern..."*

In July, I began a series of items that the SCDA has accomplished over the years for the benefits of its members. Below are three more areas where the SCDA has worked hard to assist dentists.

Supports Gifted Dental Students in Their Chosen Field. The SCDA created the SCDA Dental Care Foundation which offers scholarships to dental hygiene and assisting students in the various technical colleges, scholarships for rising seniors at MUSC and established the Mary Clary Award program which recognizes the top dental hygiene and dental assisting student in the state each year.

Since inception of the auxiliary scholarship program, the Foundation has granted more than 250 scholarships. SCDA Member Benefits Group joined the Foundation efforts in 2006 by offering its first \$5,000 scholarship to a rising senior at MUSC. Member Benefits Group has continued to offer the award.

Put Patient Protection on the Forefront. The SCDA created a coalition and produced a Patient Protection Bill which required companies headquartered in South Carolina to offer dental plans that featured the right of employees to choose their dentists if the company's principle dental plan was a managed care product which dictated where the patient would be treated. This legislation won the ADA's Golden Apple Award for Legislative Achievement.

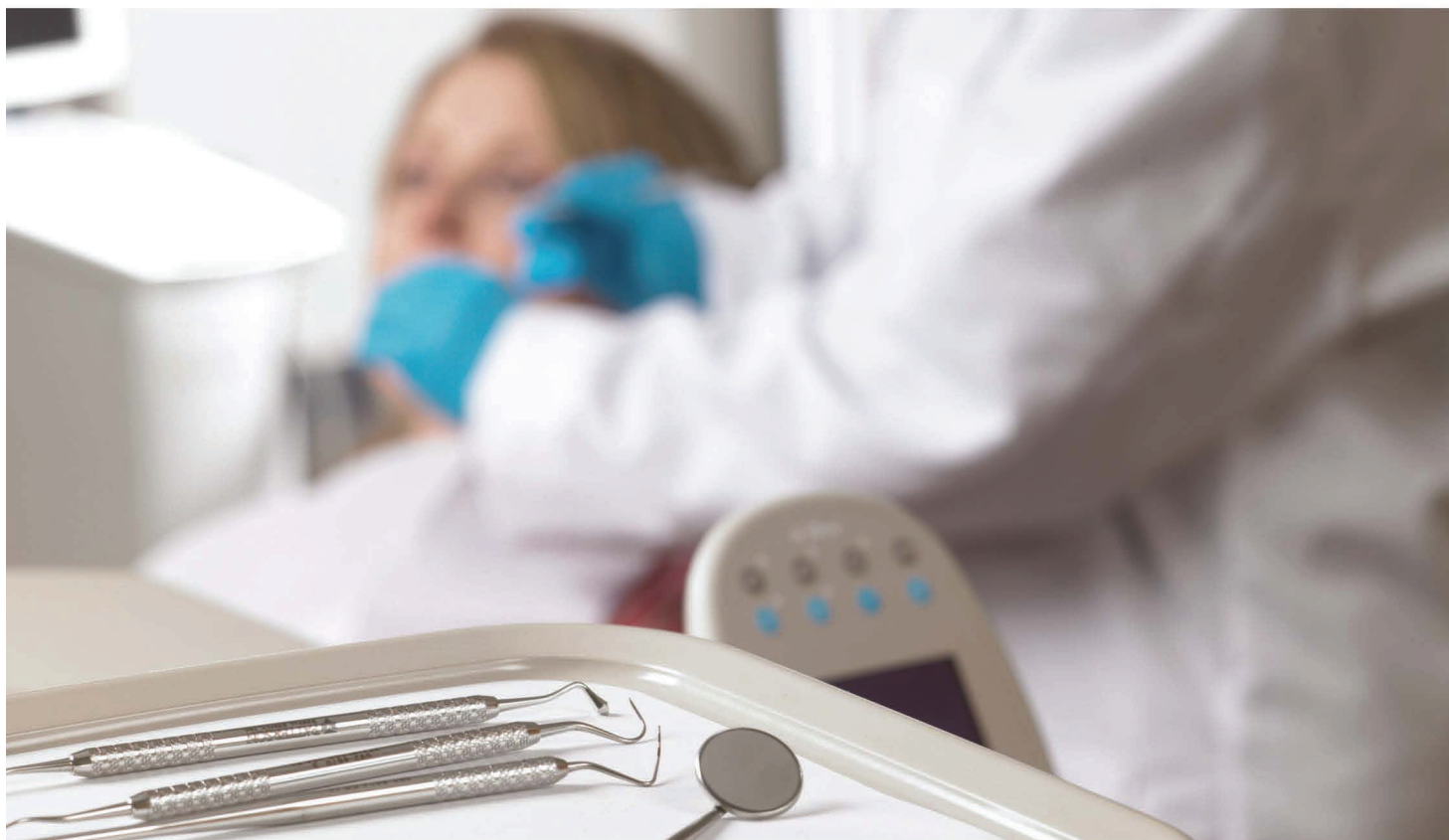
Made Practicing Dentistry in SC Easier For Qualified Professionals. In the mid-1990s, the SCDA initiated and supported changes that doubled the number of times a year the licensing exams for hygienists and dentists were administered. The SCDA also initiated and had legislation passed to allow licensure by credentials by dentists.

Medicaid

On another topic, I wanted to mention the subject of Medicaid. I realize that the last few weeks have been a very trying time for many. The SCDA has heard from many of you regarding problems with payments, claims requirements, claims rejections, web portal issues, etc. Please realize the SCDA is tracking all of these issues and has set up a meeting with SCDHHS to express our concern with the program administration. We will specifically discuss each of the issues and report back to you the outcome of our meeting.

While on the subject of Medicaid, I was invited to a special meeting this past week where the Director of Medicaid along with others presented the budget issues the Medicaid Agency will be facing not only this year, but into next fiscal year 2010-2011. At this point, we do not know what may occur, but the budget shortfalls are real and with no relief in sight, we may be faced with some very difficult decisions in the near future. I urge you to read all correspondences from the SCDA as we will keep you apprised of the latest news, not only regarding Medicaid, but on other issues too.

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SCDA Member Benefits Group

By Mark K. Brown

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- Group Pricing Protection – Are you relying on your individually negotiated fee instead of the plan contracted by your association on behalf of the entire membership base?
- Patient Payment Flexibility – Are you providing enough payment options to ensure your patients' needs are met?
 - Are you maximizing benefits of Cost Saving Pin-Based Debit?
 - Are you completing electronic debits to patient checking and savings accounts?
 - Are you using a Recurring Payment Process for future or installment payments?
- Online reporting – Are you waiting until month end to get a paper statement to reconcile a month worth of deposits or unsure of what the amount is that is deposited to you each day?
- Single Source Support – Are you calling out to an international help desk that is a sub-contractor for your processor who can't make decisions real-time to service your needs or discuss your fees?
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Contact a dedicated SCDA-TransFirst representative today by calling (800) 577-8573 or via e-mail at SCDA@TransFirst.com

Second HITECH / Healthcare Reform Seminar Added

Due to the overwhelming interest in our September seminar (which is now full) discussing the HITECH Act and National Healthcare Reform and how both will affect dental practices, we've added a second seminar on these topics to be held on Friday, November 12th.

The location, speakers, etc. are all the same, the only difference is the date, so if you have any interest in attending the November seminar and did not register in time to make the September one, be sure to register soon. Click [here](#) to learn more about this seminar and to obtain a registration form.

Directory Updates

Dentists by Specialty

Endodontist

Greenville—George G. Kitchens, Jr.

General Dentist

Spartanburg—Rainey F. Chadwell

Address/Phone Changes

Underwood, Donald L (office address)

303 W Alexander Ave Ste D1

Greenwood SC 29646

Committees/Task Forces

The Committee on Investments, Finances & Audits was erroneously listed as a Task Force. It was converted to a committee by the House of Delegates at the April 29, 2010 meeting. It should appear in the Bylaws under Chapter VI, Section 12. You can access the updated Bylaws by clicking [here](#).

Piedmont District Fall Meeting

Agenda

Date: September 17, 2010

Registration: 7:30 am until 8:00 am

Lecture: 8:00 am until 12:00 pm

*The business meeting of the Piedmont District Dental Society will follow immediately upon conclusion of the lecture.

Location: Greenville Technical College
Barton Campus Auditorium
Greenville, SC

Speaker: Dr. Scott S. DeRossi

Subject: Oral Disease and Its Treatment in the Aging Population

CDE Hours: 4 lecture hours (AGD PaCE approved)

Subject Code: 752—Geriatric Dentistry (Special patient care)

Speaker

Dr. DeRossi received his D.M.D. from the University Of Pennsylvania School Of Dental Medicine in 1995 and completed his post-doctoral training in Oral Medicine at the University of Pennsylvania Medical Center in 1997. Dr. DeRossi has had a practice limited to Oral Medicine for over 13 years. He achieved Diplomate status from the American Board of Oral Medicine in 1999. He is currently an Associate Professor of Oral Medicine and Chairman of Oral Health and Diagnostic Sciences at the Medical College of Georgia School of Dentistry and Associate Professor of Otolaryngology/Head & Neck Surgery and Associate Professor of Dermatology at the School of Medicine. Prior to joining the Faculty of MCG he was Assistant Dean for Admissions and Director of Graduate Dental Education and Director of the Oral Medicine Residency Program at the University of Pennsylvania. He was a past recipient of the distinguished Earl Bank Hoyt teaching award at Penn. Dr. DeRossi is a co-author of the Burket's Oral Medicine textbook and has lectured and published numerous articles, textbook chapters, and mono-graphs on all aspects of Oral Medicine including TMD, Oro-facial pain, medicine, dentistry, salivary gland disorders and oral mucosal diseases.

Attendance List with member status or staff position:

1. _____
2. _____
3. _____
4. _____
5. _____

Total Payment Enclosed: _____

Tuition:

- PDDS Member No Charge
- Auxiliary / Staff \$15.00
- SCDA Member (non PDDS) \$50.00
- Non SCDA Member \$100.00

*Please make checks payable to: Piedmont District Dental Society

Please mail or fax this form with payment to:

Dr. Christopher T. Griffin
150 West Cambridge Ave.
Greenwood, SC 29646
Fax: (864) 229-3323

*Questions / Contact information:

Phone: (864)-229-2610

Email: molarinc@simplepc.net

Date: October 1, 2010
Time: 8:00 am until 1:30 pm
Location: Columbia Conference Center: 169 Laurelhurst Ave., Columbia SC 29210
 803-772-9811 or www.columbiameetings.com/pdfs/directions.pdf

- risk management
- overall coverage
- staff coverage
- how to manage a lawsuit
- amount of coverage needed

CDE Hours: 4 lecture hrs. The Central District Dental Society (Provider #212437) is a locally approved AGD
Subj. Code: 250 PACE Provider (approval 01/01/2009 – 12/31/2012).

Senior Vice President, MARSH
Program Manager/ Practice Leader SC JUA

CDDS Member	No Charge
Non-CDDS Member	\$75.00
Non-SCDA Member	\$150.00
Staff or Spouse	\$25.00

Please include a separate \$25.00 lunch check for the CDDS member dentist. You may pick up your \$25.00 checks after lunch or they will be deposited.

☐ I will attend the Scientific Session.

☐ I will stay for lunch.

☐ I will have _____ guest(s) for lecture.
(Total number of staff or spouse)

☐ I will have _____ guest(s) for lunch.
(Total number of staff or spouse)

Please return by Sept. 23, 2010 to:
Dr. Gregory H. Greiner
P.O. Box 72, York SC 29745-0712
803-684-2366 (office) 803-684-9101 (fax)
GOLFTOO@comporium.net

Coastal District Dental Society Fall Meeting

Date: October 22, 2010
Time: Business Meeting 8:00am – 9:00am, Course 9:00am – 3:00pm
Lunch: Lunch provided 12:00pm – 1:00pm, Private Tour of Dental Clinic 3:00pm
Location: **The College Center at Trident Technical College**
Building 920 Salons F and G, 7000 Rivers Ave,
Charleston, SC 29406

Title: **“Dealing with Negative People Does Not Have to Be...Like Pulling Teeth”**
Objectives: -Develop a Positive Attitude -Getting Along with People
-Handle Stress -Dealing with Conflict

Speaker

Debbie Cooler of the Dale Carnegie Team Training
CDE Hours: 5 Lecture Hours PACE Approved AGD Subject Code 550

Tuition

CDDS Member	No charge
Auxiliary/Staff	\$45
SCDA Member (non-CDDS)	\$80
Non-SCDA Member	\$130

Lunch reservations are required for everyone. Please enclose **\$30.00** for each Lunch including: dentists, staff, auxiliaries, and spouses. **Separate Check For Lunch Please.**

Make checks payable to Coastal District Dental Society. You may pick up your check after lunch or it will be deposited. No Refunds or Cancellations after October 11.

Dr. Name _____

_____ **Total Number attending Lecture**

_____ **Total Number attending Lunch** _____ **Payment Total Enclosed (Separate Checks)**

Please return by October 11, 2010 to:

Dr. Scott Cayouette
1040 Savannah Hwy.
Charleston, SC 29407
843-556-8030
cayouettes@comcast.net

SAVE THE DATE

XII Annual Continuing Education Course “Dental Program for the Diagnosis and Treatment of Patients with Special Health Care Needs”

Friday, September 24, 2010

Registration & Continental Breakfast: 7:30 a.m. - 8:30 a.m.

Program: 8:45 a.m. to 5:00 p.m.

****North Charleston Convention Center****

(Adjacent to the Embassy Suite Hotel)

5001 Coliseum Drive

North Charleston, South Carolina 29418

(Please park in the North Charleston Convention Center Parking Lot)

7.0 – Hours of Continuing Education Credits

Sponsored by:

Medical University of South Carolina

College of Dental Medicine

South Carolina Dental Association

Course Faculty

Boyd Gillespie, M.D.

Mary Leathers, D.M.D.

James W. Curtis, Jr., D.M.D.

Mary Tepper, D.M.D.

Amy Green, D.M.D.

Karen A. Raposa, RDH, M.B.A.

Carlos F. Salinas, D.M.D.

Course Director

MUSC, Pediatric Dentistry-Orthodontics

Charleston, South Carolina

For more information please call: 843-792-9613



ARE YOU READY?

You will recall when the Health Insurance Portability and Accountability Act (HIPAA) became mandatory in April 2003, now the HIPAA privacy and security changes include the HITECH Act and as an office you **MUST** be in compliance with certain security measures pertaining to personal health information. Business associates and their employees must now comply as well.

Notification - If personal health information is breached, a risk assessment needs to be done to determine if there was an actual risk of harm to an individual(s) whose information was exposed.

Enhanced enforcement and increased penalties—documentation requirements are necessary to meet compliance.

In addition, the recent US Health Care Reform, now law, will require you as an employer to do certain tasks in 2011 and even more in future years, so an update will be given on these requirements as well.

Date: Friday, November 12, 2010

Location: Virginia Wingard Memorial United Methodist Church, Columbia, SC

Registration: Begins at 8:30 a.m.

Seminar: Will begin promptly at 9:00 a.m. – 1:00 p.m.

Cost:

\$75 - First registrant from SCDA Member's office.

\$150 – First registrant from Non-SCDA Member's office.

\$25 – Each additional registrant from any office.

Four hours of CE credit.

(Registration and Refund Deadline: Friday, October 29, 2010 **or first 220 registrants**)

HITECH and US Health Care Seminar Registration Form

Sponsored by the SCDA Member Benefits Group and the SCDA

Name of Dentist, if attending (Print)

Name of Dental Office, if Dentist is not attending

Additional Staff

Additional Staff

_____ Number attending seminar from my office.

Total Amount: \$_____

- Payment by check, make checks payable to SCDA.
- Payment with credit card, complete information below. (All major cards accepted)
- Be sure to use your **SCDA** endorsed Bank of America credit card.

Expiration Date: _____ Security Code: _____

Billing Address (Print)

Signature (If paying by Credit Card)

Confirmation will be sent to the e-mail address you list here_____

Mail completed registration form to the SCDA office at 120 Stonemark Lane, Columbia, SC 29210 or
Fax to the SCDA office at (803) 750-1644.

Classified Ads

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

PRACTICES FOR SALE: AUGUSTA AREA - ORTHO #8681 Gross \$268,032, 3.5 days; 1 operatory/2 chairs, 960 sq. ft.; NORTH OF CHARLESTON #8187 Gross \$365,643; 5 days; 4 operatories; 2000 sq. ft. Call Dr. Jim Howard, ADS South, at 910-523-1430 for more information, or visit our website at www.adssouth.com. We specialize in appraisals, sales, mergers and associate-ships. We provide financing for buyers and pay cash to sellers.

Dental office for rent or rent w/ option to buy; located at I-20 & Bush River Rd in Columbia; 1800 SF; ample parking; currently used as a dental office; available on June 1, 2009; call 803-732-2302 or 803-237-5552.

#49103—General Dentist seeking to purchase a practice producing \$500K annually in the HHI area of South Carolina. Please contact Scott Carringer at Henry Schein Professional Practice Transitions at 704-622-7558 or 800-730-8883.

Near Myrtle Beach : Practice for sale very reasonably priced with three treatment rooms. Well trained staff willing to stay. Just under 1600 sq/ft in building. Excellent growth potential. Seller willing to sell the practice for \$125,000 and include the building at no additional cost. Must sell now. Call 843-651-5429.

INTERIM PROFESSIONAL SERVICE/LOCUM TENENS: Maternity Leave, Vacations, Illness, Disability, Part-Time Associates. Maintain Production, Patient Access. Also, Interim Job Opportunities. Forest Irons & Associates 800-433-2603 www.forestirons.com DENTISTS HELPING DENTISTS SINCE 1984.

Free standing dental office for lease - 1342 Ebenezer Rd., Rock Hill, SC, 1664 sq.ft. with Central Nitrous Oxide Lines and suction, 4 Operatories plumbed and room for expansion. Dark room equipped. Formerly an Oral surgeon (DMD) office. Rent is \$2991/mo. Available now. Shown by appointment. Contact Jay Rinehart - 803-323-5605 or John Rinehart - 803-323-5654.

The Opus Duo EC dental laser incorporates an Erbium laser for hard tissue procedures, such as decay removal (without local anesthesia) and crown lengthening, as well as a CO2 laser ideal for soft tissue procedures. 80% off original price, \$10,400.00. Contact Dr. Gene Grace's office at 843-524-6410 or email drgrace@islc.net.

FREE Belmont Panorex Model 098E. Must pick up in Summerville. Call 843-875-7753.

Dental office for lease in West Columbia, SC. Five operatories. Call 803-772-4446.

Greenville Area: Excellent opportunity for someone ready to hit the ground running in a fast paced office! Well established high-end practice producing \$1.5M. Owner willing to associate back part-time to ensure a smooth transition of a patient base. Excellent, well-trained and efficient staff. For more information call 678-482-7305 or email info@southeasttransitions.com or visit www.southeasttransitions.com.

Coastal Area: Well established practice for sale. There are a total of 6 operatories loaded with computers and digital x-rays. Practice is located in a free standing building and seller may be willing to sell real estate. All FFS practice produced well over one million last year and is on track to do \$1.4M this year. Seller will stay on to work for the buyer. For more information call 678-482-7305 or email info@southeasttransitions.com or visit www.southeasttransitions.com.

Help Wanted

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

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

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

Dentist needed! General or Pediatric! Part-time or Full-time! Position currently available in the Irmo area. Please fax or email resume to 803-781-5142 or childrensdentalgroupsc@gmail.com.

DENTIST WANTED FOR MOBILE DENTAL PRACTICE. Excellent opportunity. Travel required. 3-9 PM Full or part-time. Min. compensation \$150K/yr. Contact Dr. Ali: 1-877-904-7645.

Large group practice in Myrtle Beach area is seeking a Certified Lab Technician Part or Full Time to work on premises. Willing to make technology investments for optimal quality. Contact Jeff Horowitz, 843-248-3843 (office) or 843-457-4179 (cell) rctpfm@aol.com (email)

PEDO OPPORTUNITY IN CHARLESTON, SC: Excellent opportunity for a pedodontist to join our well established practice - on a part-time basis. Great position for a pedodontist looking for additional working days or for a retired doctor who wishes to live in our beautiful coastal city. Please email us in complete confidence to didg234@aol.com.

Dental Hygienist, Full time, Hilton Head area. Please call 843-757-2828 or email chuck@firstdentalofbluffton.com.

Staff Dentist Needed: Board Certified/eligible, base salary plus quarterly & incentive bonus. Great benefits & working conditions. Please call 843-343-6956.

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.

General dentist seeking PT employment in the Lowcountry area. Filling in while on vacation, maternity leave, illness/disability, or just need an associate. GPR trained with 30+ years experience. Call Fred Danziger 843-377-8311 or email fziger@homesc.com.

Dentist available statewide for short-term fill in work. Contact: johnmcgeary@hotmail.com or 803-240-1452.

General Dentist available statewide for locum tenens (short term fill-in work). 37+ years private practice, MUSC graduate, former member MUSC Board of Visitors. Call 843-729-8129.

Board Certified Oral & Maxillofacial Surgeon looking for an opportunity to provide your dental practice with first class surgical care. I will provide your patients not only with an Oral Surgeon, but an Anesthesiologist, and trained Surgical Assistants. Our staff will arrive with all anesthetics and surgical supplies. There is no need for you to refer anyone out of your office; we will come to you. References provided. Contact us via email at christymiller5184@yahoo.com.

General Dentist available for locum tenens. Help keep your overhead while you are away. Call 803-429-0649.

Other News

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

[ADA News Daily](#)

[Medicaid Bulletins](#)

[SC Board of Dentistry News](#)