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Everyday Ethics- "That's Good Enough"

By David Moss, SCDA President

It seems that every day in my practice brings a question upon which an ethical judgment must be made. Sometimes it is a simple clinical question that is handled with an instant decision. Other times there are complex questions that can deal with practice management decisions that may affect doctor and patient alike. Throughout my practice years, I have been awakened from a good sleep over some of these types of issues. It is my nature to shy away from conflict. When it comes my way, I tend to handle everything with a soft approach to smooth over ruffled feathers and then repeatedly rehash the way in which I dealt with the situation. Second guessing oneself is natural and acceptable, but failing to learn from each and every circumstance can prove costly as we progress through our years in practice.



Dr. David Moss

With that in mind, I am reminded of comments from older and wiser dentists in my past. Some of their suggestions did not seem prudent to me at the time and I unwisely chose to ignore them. Usually, my ongoing experiences would verify that what my older colleagues had advised was indeed true. One bit of advice that I remember from dental school was from Dr. Barron. He told us that there will come a point in every procedure that you do where you will look at the mouth and say to yourself: "That's good enough." The very essence of clinical ethics is wrapped up in that simple concept. How good is your "good enough?" The goal of dental school and continuing education is to expand and elevate our level of care. Ideally, the level of care we give our patients should be getting better and better as we gain clinical expertise and hone our ethical skills.

When considering ethics, one must look at the concept of "standard of care." Dr. Larry Jenson said it best in the spring issue of the Journal of the American College of Dentists: "As a legal concept, standard of care refers to the set of practices that are accepted as appropriate based on the body of common case law decisions. This is contrasted with as concept of ethical standard of care, which is defined as the conscientious application of up-to-date knowledge, competent skill, and reasoned judgment in the best interest of the patient, honoring the autonomy of the patient." This is an ethical standard that we strive to attain with each patient and every procedure.

Personally, I found myself struggling with this concept at our recent DAD project in Rock Hill. My level of care was less than what I expect in my own familiar office setting. Using donated materials with which I was unacquainted, working in a portable chair, and with an unfamiliar dental assistant made me produce restorations below par in my estimation. And yet, patient after patient expressed gratitude for me doing the work that I did. I happened upon one of my more stoic gentleman patients in the restroom after treatment and he was admiring his new smile. That big smile and his thankful handshake helped me understand that benevolent dental care in the spirit of excellence is, indeed, ethical by its very nature.

So, how does one seek to sharpen ethical skills? One way is to explore the site, www.dentaethics.org sponsored by the American College of Dentists. There are 39 CE courses on ethics that approach a myriad of concepts and scenarios. Most are clinical in nature, but some even touch on staff issues and practice management. If you want to have an interesting study club program, pull out some of the "ethical dilemmas" from the site and discuss them in a group setting. It's fun to hear what your colleagues might have to say. Also, most dentists are unaware that the ADA has an Ethics Hotline at 800-621-8099. This is a member benefit that can be particularly beneficial to a young dentist in need of advice in a difficult situation. No matter how you manage to enhance your ethical acuity, you will likely find yourself changing your personal level of what is "good enough" for your patients.

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

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More than 1,400 Patients Receive Free Dental Care at Two-Day Clinic
Value of Services Estimated Over \$1.2 Million

An estimated 1,412 patients received more than \$1.2 million in free dental services at the sixth annual Dental Access Days event held on August 8 and 9 at First Baptist Church Rock Hill.



Dental Access Days is organized by the South Carolina Dental Association and sponsored by Delta Dental, DentaQuest and numerous other dental companies. Over 26 hours, more than 300 clinical volunteers delivered a range of services including x-rays, professional cleanings, extractions and restorative care (i.e. fillings). Clinical volunteers included dentists, periodontists, oral surgeons, endodontists, dental hygienists, assistants and students from the dental school at the Medical University of South Carolina.

More than 700 non-clinical volunteers, more than half of them members of First Baptist Church Rock Hill, helped with registering and escorting patients through each step of the process.

In addition to dental services, all patients received helpful tips for establishing and maintaining a healthy mouth, along with complementary dental supplies, including toothpaste, a toothbrush and dental floss.

Including this year, Dental Access Days has provided more than 8,900 adults with \$4.5 million in free dental care since the event's inception in 2009.

"This year's event exceeded our wildest expectations," said Phil Latham, executive director of the South Carolina Dental Association. "Dental Access Days is a vital part of the public service that our members provide to the community each year. It is incredibly rewarding to be able to give people a new smile, which not only helps their self-esteem, but may also give them the added confidence for job interviews and other community involvement."

"We were happy to lend our support to Dental Access Days again this year," said Spann Laffitte, vice president of sales and account management for Delta Dental. "As a nonprofit organization, our company has a social mission to improve oral health in the communities we serve, and this year's event once again reminded us of the importance of helping our fellow citizens receive access to these critical dental services."

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September Calendar

September 5	Coastal District Fall Meeting	Trident Tech	8:00 AM
September 12	Central District Fall Meeting	Columbia Conference Center	8:00 AM
September 12	Pee Dee Fall Meeting	Dunes Golf and Beach Club	8:30 AM
September 19	Radiation Safety Exam	Midlands Tech	9:30 AM
September 26	Piedmont District Fall Meeting	Poinsett Club	8:00 AM

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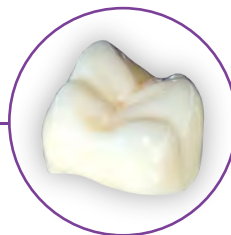


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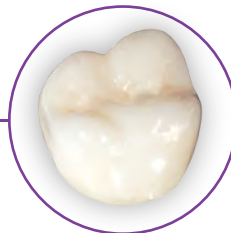
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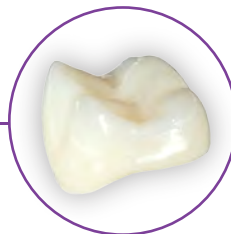
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Lack of Dental Standards May Have Big Implications

By National Association of Dental Laboratories



South Carolina is one of four States with regulations requiring registration and professional standards of dental technicians and laboratories. These requirements, and process for compliance by dentist, laboratories and technicians, is outlined in South Carolina Bill 3906 enacted in 2008 and effective in 2010. In many cases Bill 3906 has been used as a model for a number of States attempting to secure legislation covering registration of technicians and laboratories.

Proposed nationwide regulations for dental laboratories may be the perfect prescription for the oral health care profession – especially when dentists and consumers understand why the need for minimum standards is so great. Today, dental laboratories in more than 40 states in the U.S. remain unregulated and the person who flipped burgers today could be your dental technician tomorrow.

In a 2009 American Dental Association (ADA) member survey, nearly 65 percent of dentists responded that they believe dental technicians and laboratories are licensed in their state. This is not the case. In fact, only four states in the U.S. require either certification or continuing education.

Poorly-made dental restorations can lead to a range of health consequences for patients and, in turn, legal consequences for dentists. Growing demand for dental work has created a market that features both high-end and economy-priced work. This has inspired some unqualified producers to set up shop almost anywhere, with a strong disregard for standards, like the Ohio laboratory exposed in a [news story](#) in 2013.

“Hairdressers, nail technicians and salons are all required to be licensed,” said Gary Iocco, National Association of Dental Laboratories (NADL) President and Co-Chair of NADL’s Public Awareness Committee. “Why is this not the case for dental laboratories and the technicians who make a device that in some cases is permanently placed in the mouth?”

In November 2013, the ADA urged states to enact dental laboratory registration as a means to enhance patient health and safety. NADL proposed standards include requiring laboratory registration, requiring a Certified Dental Technician in each laboratory, requiring minimum continuing education, disclosing what materials are present in the dental restoration and disclosing where the restoration was manufactured.

“What has been missing is a tie to enforcing dentistry best practices,” said Iocco. “Our hope is that dentists will aspire to deliver quality restorations to their patients by ensuring that the dental laboratories and the technicians they use are qualified.”

NADL’s [“What’s in Your Mouth?”](#) campaign is a resource that gives patients, dentists and the dental laboratory community the information necessary to make informed decisions about their dental needs.

For more information, please visit the NADL website Public Awareness link at www.nadl.org.

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Executive Director's Notes



Mr. Phil Latham

The trucks have been unloaded, dental supplies packed away and I am back in the office after working with the South Carolina Dental Association's (SCDA) Dental Access Days (DAD) Project in Rock Hill, SC.

It is hard to grasp that the SCDA has completed six of these events; two in Charleston, and one each in Greenville, Florence, Columbia and Rock Hill.

Each year as the project draws near, the SCDA staff works extremely hard to make sure all the details are handled. We arrive at the location of the event days before to unload supply trucks, set up tables and chairs and finalize whatever else is necessary.

Every year at some point during the week of each event, the thought of why we do this enters my mind. The long hours, extra time and tiredness make me question "is it all worth it." Then, a patient or two walks up and expresses to me how thankful they are for what they have received and those negative thoughts are immediately erased from my mind.



So why does SCDA do a DAD project each year? To give back to the community and help those less fortunate. DAD is not a solution to the dental access problem, but it brings awareness to a community in hopes that leaders in the community will begin discussions of what they can do to continue to bring relief to so many who are in need.

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DAD is a mission project without having to travel overseas. It gives you a chance to give back with both your time and talent to help those less fortunate. It takes a lot of people each year to put a project like this together: facility personnel, electrical workers, waste management workers, MUSC, hygienists, assistants, front desk staff, non clinical volunteers, food vendors, restaurants, compressor suppliers, pipe and drape suppliers and the list goes on and on. The volunteer dentists are the key that brings the project together.

Over the years, thousands of patients have been treated and millions of dollars in free dental care have been given away. If you have not participated in a SCDA DAD event, you are missing out on a weekend that you will never forget, or regret.

Next year's project will return to Greenville, SC at the TD Center. The dates are August 20-22, 2015.

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South Carolina Donated Dental Services (DDS)

July 2014 Report



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DDS patient Andrew with Dr. Michael Miller of Florence, DDS volunteer since 2005

Overview: In 2012, the South Carolina Dental Association partnered with Dental Lifeline Network South Carolina to develop a Donated Dental Services (DDS) program to help South Carolina residents with disabilities or who are elderly or medically fragile and have no other access to dental care. The South Carolina DDS program is similar to 40 other state programs developed by Dental Lifeline Network that will collectively generate \$24.7 million in donated services by June 2014. **Already DDS volunteer dentists and labs have donated over \$453,000 of comprehensive treatment for 117 vulnerable people in South Carolina!**

DDS Program Totals: Fiscal Year 2013-2014 YTD	
	7/1/13-6/30/14
Donated Treatment Value	\$202,452
Donated Lab Value	\$24,967
Patients Treated	50
Average Value of Treatment	\$4,049
Participating Dentists	94
Participating Labs	28
Active Patients	41
Pending Applications	210

The DDS program transforms the lives of the patients we serve, like **67-year-old Frona of Blythewood**. Frona has suffered from chronic progressive Multiple Sclerosis for 33 years. She experiences significant pain due to the MS, especially at night, which causes her to grind her teeth and has resulted in several cracked and broken teeth and many damaged crowns. Frona is unable to work due to her health; she survives on a Social Security benefit and food stamps and cannot afford extra expenses such as dental care. Thankfully, Frona was referred to the DDS program, where she was linked with two generous volunteers: A general dentist restored four teeth, donated a crown, and performed two deep cleanings, and a volunteer lab fabricated the crown at no charge. **Thanks to this kind team, Frona received \$4,437 in free care that restored her oral health!** She expressed her sincere appreciation:

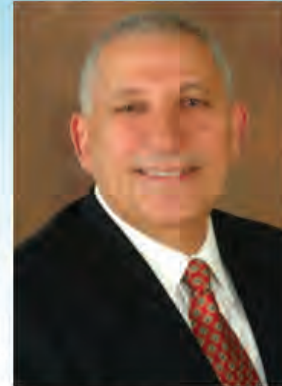
"I was gritting my teeth and grinding them (from pain). When I began to pray for death, an angel called! My life changed when I met (this volunteer dentist). A million times, thank you!"

The Future of South Carolina DDS: We so appreciate the 94 dentists who volunteer with DDS, but we desperately need more. Today, 210 qualified and pre-screened applicants are waiting for care. **YOU can make a difference:** Please promote the DDS program to your colleagues and associates, and consider donating your own time and services too. It's so easy and convenient to volunteer through DDS—**visit www.DentalLifeline.org today!**

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Running a dental practice is no small task. In addition to clinical expertise and patient care, you have to manage every facet of your business. From staying on the leading edge of new medical developments and products, to monitoring ever-changing dental insurance protocol and plans, to simply overseeing the fundamental day-to-day operations.

But there is one area of your practice that can be streamlined to significantly improve your cash flow, minimize delinquencies and optimize fiscal operations. Your accounts receivable and collections can be economically and efficiently managed by a savvy combination of internal efforts and the partnership of a third party resource.

Internal Practices Minimize Overall Delinquencies

In many instances, accounts receivable managers focus on pursuing accounts that have aged beyond 60-90 days. But age is the greatest deteriorating factor in the collectability of an account, so these efforts often generate minimal recovery results. The good news is, there are simple internal measures you can take to minimize the number of accounts that ever reach 60 days delinquent. In fact, statistics have shown that you can reduce that number by as much as 50% by implementing these steps:

- Seek full payment or make clear payment arrangements at the time of service. It may sound obvious, but patient communication is an integral part of effective accounts receivable management. You have the greatest opportunity to prevent delinquencies from ever occurring by seeking remittance or discussing terms when the patient is at the practice.
- Once you know the amount the insurance provider is covering, and thus the amount the patient owes, bill the patient immediately. If payment is not received in 15 days, place a call to the patient. Often good-faith arrangements can be made just by re-opening the lines of communication. And if you've discussed payment upfront, there are no surprises. This call is also a great opportunity to follow-up on the care provided and further grow the practice/patient relationship.
- At 31 days delinquent, submit a written communication advising the patient of the outstanding balance. This is not a collection notice; it is simply a means of verifying the account balance and performing due diligence to maintain consistent communication.
- At 45 days delinquent, place another call, or series of calls, again to ensure the financial obligation is top of mind and that the patient is aware you intend to follow through.
- If the account reaches 60 days delinquent, this is the time to submit a written final demand. This notice should inform the patient that they have 10 days to remit payment before the account is formally placed with a third party. If you have performed all the recommended steps prior to this action, you have honored a timely schedule of patient communications and fully informed them of their obligation.
- If this final communication does not generate full remittance, be sure to follow through and place the account with a reputable third party at 70 days delinquent. Again, the longer an account ages, the more difficult it will be to collect.

By focusing your internal efforts on the 30-60 day slow-pays, you'll minimize the number of accounts ever requiring collections. But for those that do, how do you choose a third party resource?

Many healthcare professionals avoid working with a third party due to high costs, harsh or alienating tactics, and minimal recovery ratios. But all third party agencies are not created equal. With the advent of new technologies as well as communicative, relationship-based approaches, there are options that are economical, results-oriented and preserve your patient relationships.

By employing a reputable third party agency, you can enlist a staff of experts to support your internal team and supplement your efforts. It's a critical component to optimizing your accounts receivable management and ensuring you have the positive cash flow necessary to maintain a thriving practice.

Third Party Guidelines & Considerations

A third party agency shouldn't simply be a provider; they should be a partner. They should be a resource for managing accounts on a consistent and ongoing basis, as opposed to a necessary fix once delinquencies have accrued. Here are a few important guidelines to consider:

Continued on Page 15

- Employ a **full-service agency**. Letter writing services and attorneys do not use all available means to follow up on delinquent accounts. A full-service agency will utilize both verbal and written contacts, perform skip tracing on invalid addresses, and provide legal counsel when needed to generate the highest possible recovery results.
- Seek a third party that **specializes** in collections within the healthcare field. These are the resources that understand the inherent sensitivity required and have successfully implemented non-alienating protocol for other practices. For example, a company that is affiliated with an audit bureau will submit a balance verification notice to start the collection process. This is a simple but critical tactic in performing account pursuit while preserving relations.
- Look for an agency that employs **a fixed fee**. Many can charge upwards of 35% to collect an account which discourages early placement (when results are optimal) and negates your profit margin. While providing the best patient care is your top priority, operating a profitable business is equally important. A fixed fee agency makes collections economical.
- Along that line, work with an agency that promotes **early referral**. In conjunction with your internal efforts, early referral programs help you identify no-pays from slow-pays, so you can treat each accordingly. And the earlier an account is pursued, the greater the chance of full recovery.
- An agency that provides comprehensive services will perform **credit reporting**. Look for an agency that reports to all three major national credit bureaus to affect debtors' credit.
- Ensure that your agency conducts **full reporting of account updates and payments, as well as all communications**. These are your patients and your relationships. You should remain in complete control of your accounts at all times.

Immediate Solutions with Long-Term Benefits

Much like conducting preventative care for your patients, accounts receivable management can benefit from the same ideology. By implementing easy internal procedures that work to prevent delinquencies, you can greatly decrease the number requiring additional treatment. It's an approach that can optimize your accounts receivable immediately, and for the long-term.

And because there will always be accounts that require collections, employ the services of a third party agency that subscribes to the guidelines outlined above. Take advantage of the resources available to you. It will help ensure the health of your practice, enabling you to place your focus on the health of your patients.

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Contact Deanna Slomzenski at the SCDA Office 803-750-2277

Promotion ends 9-30-14



Product awards

SolmeteX has set the standard for amalgam separators.



Dental Advisor recipient of:
 • Editors' Choice with a 5+ rating
 • 2014 Preferred Product

dental
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 choice**
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Townie Choice Award best in category for Amalgam Separators eleven consecutive years.



SolmeteX provides the complete solution:
 • ISO 11143 certified greater than 99%
 • Professionally engineered.
 • Easy to operate and maintenance free.
 • Flexible design for hard-to-fit applications.
 • Functional for wet or dry vacuum systems (install before pump on wet vacuum system, install before tank on dry vacuum system).

Simple container change process includes:
 • No tools, no mess
 • Packaging for delivery to certified recycler
 • Online certificates

What SolmeteX does not require:

- No contracts with hidden fees
- No electricity
- No daily maintenance or decanting
- No pumps
- No timer
- No additional charges for shipping to recycling facility



Endorsed by SCD

SCDA members will receive a collection container with proof of purchase of any of the Hg5 Series Systems. Fax proof of purchase to 508-393-1795.

www.solmetex.com

1.800.216.5505



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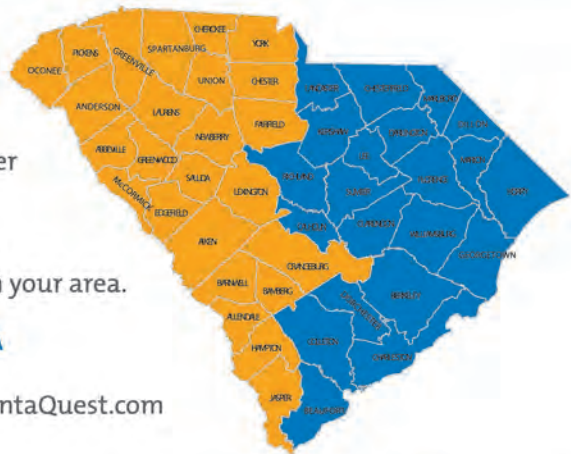
Working together to improve the oral health of South Carolina's residents

DentaQuest manages the Healthy Connections dental program. We greatly appreciate the contributions of providers. Our provider web portal makes it easy for you to submit claims and authorizations, check member eligibility and more. Responsive service from our call center reps keeps your offices running at peak efficiency.

To learn more about the Healthy Connections program or DentaQuest, contact a provider relations representative in your area.

Anthony Banks
 803.528.1336
 Anthony.Banks@DentaQuest.com

Tycie Sellers, CDA
 803.758.0490
 Tycie.Sellers@DentaQuest.com



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The SCDA is looking for new members to join the Mediation Committee. We are conducting a Mediation Training to get updated legal recommendations in the mediation process. The purpose of the Mediation Committee is to resolve patient/dentist disputes in an amicable way. If you are interested in possibly serving on this committee, please call to reserve your seat today!

Mediation Committee Training

Guest Speaker **Kris Cato**
with
Rogers Townsend Attorneys at Law

Friday, October 31st, 2014
9:00 am - 1:00 pm

The SCDA Office
120 Stonemark Lane
Columbia, SC 29210

Space is limited,
RSVP 803-750-2277

Classified Ads

Dental Related Services

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

Regions Mortgage announces its **Doctor/Dentist Loan Program** that offers 100% financing to qualified borrowers. Primary residence only. Fixed rate or adjustable rate mortgages with no monthly mortgage insurance...saving you thousands. 90% cash out refinances for existing homeowners that need to tap into their equity. Contact Dan Canham 843-540-6676.

Locum Tenens/Positions Wanted

Dentist available for locum tenens. Available daily, 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.

Since 1975, **Dental Power has been placing dentists seeking work!** We have clients in SC with fill-in/locum tenens needs, short-term assignments (mobile dentistry and school based programs), long-term contract work and associate position openings. You can learn more and view specific opportunities at www.DentalPower.com or contact 800-710-9720

General dentist wanting **local tenens/part time**. Located in the upper part of SC but am willing to travel to any part of the state. Contact Carl Lockwood 803-429-0649 or aclockwood@outlook.com

Positions Available - Dentists

Family Dental, LLC desires **motivated, quality oriented dentists** for its offices in Columbia, Rockhill and Greenville. We focus on providing the entire family superior quality general dentistry in a modern technologically advanced setting with experienced staff. Our dentists earn on average \$230,000/yr, supported with health/malpractice insurance, 3 week's vacation, and visa/PR sponsorship. Call 312-274-4524 or dtharp@kosservices.com.

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

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

North Carolina- Associate opportunities in select NC locations. General practice providing care from first tooth thru age 20. A desire to work in a positive, team oriented environment a must! Pedo experience helpful but not necessary. Excellent compensation package with guaranteed salaries. Contact Roger Walters, SmileStarters 704-816-1403 or email rwalters@smilestartersdental.com New grads encouraged!!!

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

Large group dental practice looking for **associate dentist** to join our expanding team in Columbia, SC. Competitive and excellent pay for qualified candidate. Experience preferred. State of the art facility. Candidates must have great work ethic, excellent skills and good chair-side manner. Interested candidates email CV to bromanoea@yahoo.com

New pediatric start up practice in Metro Charlotte area. Seeking pediatric dentist will open June-August 2014. Contact 803-578-2652 for more information.

Looking for a **general dentist**, as an associate, who may be interested in purchasing a successful and profitable established practice. Proven track record and great growth potential. Dedicated and experienced staff. Contact aikendental@aol.com for more information.

Pediatric dentist opportunity- Looking to work close to the beach? Our Charleston multi-office Pediatric practice is fun, energetic, well respected and has an excellent team environment that focuses on complete, quality Pediatric and Orthodontic dental care. To learn more about our practice which offers a competitive salary and benefits package, please visit www.coastalkidsdental.com. Call or email to find out how to join our team drisabel@coastalkidsdental.com 843-818-kids(5437).

Kool Smiles is looking for FT or PT: **Oral Surgeon, Pedodontist, Orthodontist and Dental Anesthesiologist.** Locations: Anderson/Greenville/Columbia/Orangeburg/Rock Hill/Sumter/Charleston. Generous compensation and 401k plan with company match. Medical, dental and optometry coverage (FT). No practice management expenses and headaches – we take care of it! Contact Emily Platto: eplatto@ncdrllc.com or 770-508-6810

Oral Surgeon opportunity- a fantastic opportunity for an OS to make some extra money once to twice a week. We are looking for someone to see patients from 5pm-8pm 1-2 times a week and One Saturday a month. Call or email to find out more information 803-772-4949 or tolbertc81@yahoo.com.

Looking for a **dentist for temporary position** for 6 weeks. Private practice in medical park, single dentist. Contact rneast@yahoo.com for more information.

Dentists, Pedodontist, Oral Surgeon, Endodontist & Prostodontist needed full and/or part-time in the Myrtle Beach and Georgetown area. We offer an excellent benefit and compensation package. For more information, please call Cameron Banks at 843-833-3555 or email CV to cameronbanks178@yahoo.com

We are looking for a caring experienced **general dentist**. Full or PT in a FFS state of the art practice. Excellent well trained staff in place. We are a paperless practice so computer knowledge is required contact drehortman@sc.rr.com

Dentists, Endodontists, Oral surgeons and Orthodontists in SC. A life with clinical autonomy and time for your family isn't out of reach. You'll focus on doing what you do best, treating patients! The marketing and technical administrative expertise is provided for you. You can enjoy opportunities and career rewards such as: significant earnings potential, superior patient flow, and sophisticated marketing. Want to learn more? Visit <http://jobs.dentalworks.com/> or Contact Scott.Williams@dentalonepartners.com or call today 919-437-8665. EOE

Full-Time; responsible for directing all dental care services in a community health clinic setting. Supervises dental staff and represents staff and clinic operations to the CEO. Provides dental services to patients; provides advice and counsel to the CEO and Board of Directors. Contact cjohnson@uway.org for more information.

Bryant Family Dental is interested in an **associate GPR** experience to turn into a 50% owner in the next 18 months with full transition in 5 years. Base + bonus structure with transition planning beginning immediately. \$1.2 M collections. Call 803-279-1880 or visit www.bryantfamilydental.com for details. No brokers

Advanced Dental Center desires motivated quality **friendly dentist!** Our Florence office is blessed with ample new fee for service patients a month. Each doctor is supported by a motivated team, advanced technology and excellent location. Presently qualified associates are earning between \$250-300K. Call Dr. Griffin at 8439921678 and visit carolinasmile.com.

Volunteer at the Helping Hands

Emergency Dental Clinic (1813 Highmarket Street, Georgetown, SC). As a licensed SC dentist, you can help us provide tooth extractions to alleviate pain and suffering for uninsured residents living in poverty. Thursday Evenings 5:00 p.m.. Please contact Tracy Jones at 843-527-3424 or acct.hands@gmail.com.

New Horizon Family Dental Care, Greenville SC is seeking a **PRN general dentist** responsible for providing patients with a full range of dental services to optimize oral health. Must have SC licensure. Forward your cover letter with salary requirements and CV to hrdept@newhorizonfhs.org; fax 864-312-6028 or contact HR at 864-312-6001.

Practices/Office Space Available

New Horizon Family Dental Care, Greenville SC is seeking a **PRN dental hygienist**. Must have SC licensure. Forward your cover letter with salary requirements and CV to hrdept@newhorizonfhs.org; fax 864-312-6028 or contact HR at 864-312-6001.

Practices/Office Space Available

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

Satellite dental office: 52 foot trailer. One operatory fully equipped white coastal chair. One operatory plumbed and ready. Lab, reception, business office, 1 full bathroom and HVAC included. Ready to move to your location. \$30,000 OBO call 803-648-3251 for more information.

Irmo/Dutch Fork Area 1 Block from new Palmetto Health Baptist Parkridge Hospital Modern, Fully equip 3 OP office All contents for sale or lease Perfect satellite office for specialist Great set up and even better location in this growing area. Building new larger office. Contact 803-781-3232 for more information.

Equipment For Sale

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

Biolase Waterlase MD Turbo 2010 Laser has less than 30 hrs. used mainly for demonstration purposes. Laser just under a full factory check. Laser shows and works as new. Call 843-697-5888.

Great opportunity to purchase at a **very affordable price** 3 beautiful neutral color chairs hardly used w/lites, statim, 2 chair side stools, filing cabinets, dental supplies including bits, dremel, amalgam unit, burs, small refrigerator, microwave etc..Please call and ask for Rebecca 843.877.9078 or email at fphc@sccoast.net

- Classified advertising is \$35 on a per issue basis. There is no charge for Help Wanted/Job Wanted (Job Bank) ads for members. The public can place ads for \$35 on a per issue basis. Ads are posted to the SCDA website during the month(s) of publication at no additional charge. Please use **no more than 50 words**.
- All ad copies and cancellations must be received no later than the 10th of the month prior to publication, which will occur on the first of the month, with remittances accompanying the ads.
- Job Bank ads can be kept confidential if so desired. If you are interested in receiving information from or submitting information to the Job Bank, please call the SCDA office.
- If you have registered with us previously and have found work or filled your position, please let us know so that we can take your name out of our files.
- Contact: SCDA Bulletin, ATTN: Maie Brunson, 120 Stonemark Lane, Columbia, SC 29210; call 800-327-2598; fax 803-750-1644; email brunsonm@scda.org.

Other News

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

[ADA News Daily](#)

[Medicaid Bulletins](#)

[SC Board of Dentistry Newsletters](#)