



This Just in - SCDA Summer Expo is a Success!!!

By Dr. Nick Papadea, SCDA President



I wish I could take credit for the brilliant idea of having a one-day continuing education event in an easily accessible central location in the state, but I can't. Once again, Phil Latham proved why he's the best executive director in the country. He along with the incredible SCDA Team- Maie, Mark, Deanna and Sue designed and executed an incredible event. Laura Jordan with Creative Events and Meetings brought professionalism and attention to detail that was unsurpassed - who else would've realized one of the tablecloths on the close to 100 tables was put on upside down??? I would also be remiss in not mentioning Immediate Past President Julia Mikel's influence. Last year, when it appeared that Carnival wouldn't allow us to congregate for a CE event, Julia called me to consider the obligation of the SCDA to provide a CE opportunity for our membership. Although I didn't want to hear it at the time, as usual, she was right; and, as always, Phil was there with a solution.

With the final numbers in, there were 385 attendees (207 dentists and 178 auxiliary team members) and 76 exhibitors in a packed exhibit hall representing 39 different vendors. The event was organized to allow for mixing and matching of required CE (infection control, opioids) and clinical CE. Covering the clinical aspect was world renowned speaker Dr. Bill Robbins from San Antonio, Texas, speaking on Global Diagnosis. I attended all 6 hours of his lectures, and at the end Dr. Robbins put up a slide of someone trying to drink water from a gushing fire hydrant- this was definitely how I felt! However, on the following Monday, I was able to immediately incorporate some of Dr. Robbins' clinical pearls! Dr. Kelly Jones, a pharmacist in Florence, delivered two lectures on opioids and pain management. Having previously seen Dr. Jones at a Pee Dee District meeting, I know what a great presentation he gives and heard that same feedback from several members. He takes a somewhat dry subject and adds spice to it. We also had the Queen of Infection Control (and soon to be First Lady of the SCDA) Karen Comisi delivering two separate presentations. Several of my team members attended her lectures and were raving about how much fun it was. When has infection control been fun???

To paraphrase Sally Field, "You liked it! You really, really liked it!!!" The Summer Expo was a win for the SCDA and its members! Thanks to all who made it possible!!!

Calling All Members Looking to Give Back!!!

SC DHEC needs your help. Early next year the Division of Oral Health at SC DHEC will embark on the 5th South Carolina Statewide Oral Health Needs Assessment: Every Smile Counts screening and they need your help. Please considering being a volunteer screener and adopting an elementary school near you! See below for how you can be involved. Having participated in this event in years past, it's an easy and fun way to give back to your local community.

Flyer from DHEC on following page.

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VOLUNTEER DENTISTS NEEDED

2022-23 Statewide Oral Health Needs Assessment: Every Smile Counts

The Division of Oral Health at SC DHEC is seeking your support in conducting the *5th South Carolina Statewide Oral Health Needs Assessment: Every Smile Counts* screening. This assessment is a simple visual dental evaluation for **kindergarten** and **third-grade** students from selected schools across the state.

The assessment is done every five years to help provide a snapshot of the state's needs and successes around oral health. Volunteers play a BIG role in the success of the statewide screening and all screeners must be certified health professionals.

A few reasons to consider volunteering...

- Easy, limited time commitment
- Will accommodate your schedule
- Great way to connect to schools within your local community

The *South Carolina Statewide Oral Health Needs Assessment: Every Smile Counts* screening is a collaborative project between the Division of Oral Health at DHEC and the SC Department of Education.

For more information, contact Tonia Lee at leetr@dhec.sc.gov

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Executive Director's Notes

By Phil Latham, SCDA Executive Director



Follow the Rules When Phoning Patients

Does your dental practice call or text patients? You might need to get their prior written consent and take certain other steps to avoid liability and penalties under federal laws such as the Federal Communications Commission's (FCC) regulation, titled the Telephone Consumer Protection Act ("TCPA"). These laws are an attempt to address the problem of unwanted telemarketing communications but may result in situations where traditional methods of contacting patients run afoul of the rules.

Below are some suggestions to assist you. The rules themselves are complicated and depend on a lot of things, like what the message is, whether you're calling a wireless or a landline phone, and whether you're using an automated or prerecorded voice or equipment that is capable of autodialing phone numbers. Lots of phones are "capable" of autodialing – don't assume yours isn't. The law's definition of "capable of autodialing" is so broad and vague that only rotary phones appear to fall outside of it. Some of these rules are being challenged in court, and some of them seem to be here to stay.

Dental practices are among the businesses that have already been sued for violating these laws. The TCPA lets individuals sue for up to \$1,500 for every phone call or text that violates the law. That can add up fast. Civil penalties of up to \$16,000 per violation can be imposed for violations of the Telephone Sales Rule ("TSR"), a federal law that applies to phone calls and texts with a marketing or advertising message.

The following steps may help you reduce legal risk under the TCPA if you make calls or send texts containing only information related to health care (such as an appointment reminders) and information about payment, accounts or collections, but not marketing or advertising, whether you are calling a wireless or landline number, and whether or not you use prerecorded voice messages or your equipment is "capable" of autodialing:

1. Ask patients to sign a consent form before you make a phone call or send a text.
2. Frequently ask patients to verify that the contact information on their consent forms is up to date. *If a patient gets a new cell phone number and the old number is reassigned, **calling the old number more than once** can violate the law.*
3. Train your staff never to call or text a number that they believe has been reassigned. "Warning signs" can include reaching a person who is not the patient, getting a "wrong number," or getting a voice mail that doesn't give the patient's name. If this happens, your staff can reach out to the patient by another means (such as U.S. mail or an email, if permissible) to ask whether they have a new phone number.
4. If a patient revokes consent to call or text, stop calling/texting the number immediately. Patients can revoke consent by any reasonable means, orally or in writing – you can't require them to use any particular method. Train your staff to be alert to revocations and to record them promptly. For example, a patient might say: "Please don't send me any more texts" or "Don't call me at that number anymore."
5. Train staff to promptly and accurately record any change of phone number – for example, if a patient says: "I've got a new cell phone number," or "Let me change my phone number in your records."

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We are pleased to offer a series of educational webinars on the second Wednesday of every month from noon to 1 p.m. EST.

For more information on the SC Healthy Connections Medicaid Dental Program or provider trainings, you may contact your DentaQuest Provider Engagement team at CarolinaProviders@dentaquest.com



Inventory Control to Take Back Control of Your Inventory and Spending

By SCDA Supplies an SCDA Endorsed Company

Creating and refining your Inventory Control System is not the most exciting item on a dental office's to-do list. Having an effective system can save a practice thousands of dollars per year, eliminate the stress and frustration in ordering product, running out of necessary product, reducing waste, and help provide better service to patients.

By taking control of all the variables associated with your order and inventory management system, you will be less reliant on any individual supplier. Many offices now know that they pay higher prices for their products, but still choose to buy from higher priced suppliers solely because those suppliers deliver product next day. If you only reorder after you're practically out; requiring next day delivery from high priced suppliers, the good news is that you're already using Just-In-Time inventory. Unfortunately - you're not using it to your benefit, and may indeed be hostage to it. Just like when you go buy a car, you wouldn't tell the dealer that you only care about the interest rate or number of payments or monthly payment, (and not the purchase price) - you shouldn't sacrifice paying a premium on dental supplies because you need everything tomorrow. Once you affirm to yourself that your primary determinant in selecting a supplier is delivery time, you're also eliminating choice and accepting that you will pay much higher prices. By creating an Inventory Control system, 'lead time' can easily be factored into a simple formula that you control, and not something you pay for.

By implementing these simple practices; you can actually reduce the likelihood of running out of product, increase accountability amongst staff, and save thousands of dollars per year.

Identify what you need to control

Identify all items you want to control. Include expensive items, items with a shelf life, or large high shelf-cost items, even if they are inexpensive (cases of gauze, paper towels, etc.)

Reduce stock-outs and overstocking at the same time

Many practices order dental and office supplies using the 'eyeball' method; or worse, the 'oh no, we're almost out' method. While usage of individual items certainly change over time and exact monthly usage cannot always be predicted with great accuracy, certain items used in a dental practice are fairly consistent. Identify those first. They are typically the items you use the most. For everything else that you don't use as frequently, it is imperative that you know two things: 1.) How many days from the moment you order it from your preferred supplier of the item, it will take to receive (build in some room for vendor backorders, shipping delays, etc.); and 2.) How many units you expect to use per day (be fairly liberal, but reasonable). Finally multiply the days to receive the order by the daily usage and add in any safety stock you think makes sense. *This is your Reorder Point (ROP)*. Once your stock gets to this quantity, it's time to reorder. Make sure to factor in all of your inventory if you draw the items from the main inventory and stock operator cabinets or if you keep all of the inventory in the operator cabinets.

Know your usage and build accountability

Log items being taken out—

Have a common list of all items you should control accessible to anyone who is authorized to take product out of inventory; whether it is the dental assistant preparing a tray or restocking operator inventory, or the doctor grabbing the new bonding kit she just ordered. This can be as simple as a printed Inventory-Control Log in your stock room; or a full-suite inventory management software. The principle remains the same -- when you take a controlled item out of inventory, ensure it is logged every time. Practically, you need only a few pieces of information to be logged: Item, quantity, date and initials of whoever is taking the product. People naturally feel more accountable when putting their name on something, and starting the act of taking an item out of inventory with an accountable mindset is a good thing, and can have the added benefit of reducing waste and eliminating shrinkage.

Continued on Page 8

SCDA Supplies

SCDA Supplies offers discounted dental supplies for all members of the South Carolina Dental Association. SCDA members could save up to 20% or more on dental supplies. More than 60,000 products from more than 500 brands (most available through dealers) are listed.

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Jennifer Patterson, DMD

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Mark (Wil) Waninger, DMD



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Automatic trigger your ordering—

A simple technique that some offices use to build some redundancy is to use a simple card system. If your Reorder Point for A2 composite is 7 packs - in your primary stock of this item, place an index card between the 7th and 8th packs. Once the 8th pack is taken out of inventory, the card will be signal that it's time to reorder the item or add it to the soon-to-order list. Keep a small basket next to the Inventory-Control Log for these cards to be placed in as they are exposed, and have whoever is responsible for reordering them check the basket regularly. Whether you keep inventory in a common stockroom then fill operator cabinets, mobile carts or grab on an as-needed basis, the critical element is to have a system that tells you what you have, and when you need to reorder.

While your inventory-control system may not be as complex as Toyota's famous "Kanban" system, you can still realize the many benefits of a Just-in-Time Inventory Control system. Once you build an inventory management system that controls for the relevant variables, you can then effortlessly and effectively take control and make whatever changes you need to; i.e. who orders what, how often, what is ordered from which supplier (s), etc. You will have a true just in time system that is tailored to your office and preferred suppliers. You may find that you prefer to place more frequent smaller orders, but be careful of extra shipping fees some suppliers charge for smaller orders.

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Introducing MUSC's Enhanced Pathology Services

By Dr. Sarandeep Huja, Dean, James B. Edwards College of Dental Medicine



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We have recently brought on two new board-certified oral maxillofacial pathologists, who bring considerable expertise, correlate clinical and radiographic imaging, provide superior education to our students and residents, and are trained to provide dental practitioners with accurate, excellent diagnoses.



Dr. Angela Yoon

Dr. Angela Yoon (yoona@musc.edu) is a Professor and Director of Oral and Maxillofacial Pathology with a dual appointment as Professor of Otolaryngology - Head and Neck Surgery, College of Medicine and Hollings Cancer Center. She comes from Columbia University and brings extensive experience in biopsy service, patient care, and research.

Dr. Tina Woods (woodsti@musc.edu), Associate Professor, comes to us from the University of Mississippi School of Dentistry where she was an Associate Professor in the Department of Oral Maxillofacial Surgery and Pathology and brings extensive experience in biopsy service, lecturing state-wide and nationally, patient care and numerous publications.



Dr. Tina Woods

Drs. Yoon and Woods routinely provide free consultations to practitioners needing to discuss cases or provide continuing education (CE).

If you wish to order biopsy kits for your office, please contact us at 843-792-4495. Biopsy kits are provided free of charge with postage-paid return labels.

The James B. Edwards College of Dental Medicine is committed to community outreach and expanding access to care in South Carolina. Please feel free to reach out to Drs. Yoon and Woods to learn more, schedule a meeting at your convenience or arrange for one of their CE opportunities.

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Award Categories:

George P. Hoffmann, Jr. - Distinguished Dentist Award

This award is the premier and most prestigious award presented by the South Carolina Dental Association. It is to honor a member or former member for years of outstanding service to the SCDA, the dental profession, and the community. Nominees must have practiced dentistry in South Carolina for a minimum of ten years.

Meritorious Achievement Award

The nominee must be a member in good standing of the SCDA who has demonstrated in recent years significant achievement in dentistry in the areas of professionalism, leadership, academics, research, or health care delivery.

James B Edwards Citizenship Award

The nominee must be a member in good standing of the SCDA who has served the citizens of South Carolina in a manner that reflects a positive image of dentistry. Areas of achievement include humanitarian and religious activities, civic affairs, community service, or cultural contributions.

New Dentist Award

The nominee must be a member in good standing of the SCDA who has been in practice ten years or less or who is under forty years of age. The nominee must have demonstrated leadership qualities through service to dentistry.

Dental Team Award

Team members in a private office. The nominee must be from an office of a SCDA member and nominated by an SCDA member. The criteria for evaluation include:

- The nominee demonstrates the he/she holds the profession of dentistry in the highest regard.
- The nominee has five or more years of experience in the dental field.
- The nominee promotes the interest and betterment of the profession through the team concept of dentistry.
- The nominee participates in community activities that bring credit to the dental profession.
- The nominee demonstrates enthusiasm for his/her work and creates innovative ideas about patient relations and managerial modifications that improve the delivery of patient care.

Special Recognition Award

The nominee may be any individual who deserves recognition for special achievement or an extraordinary deed related or unrelated to dentistry. This award provides for special circumstances that do not conform to the other awards.

Category of Award

Name of Nominee

Nominee Address

Nominee Email Address

Please attach your typed letter of recommendation and the nominee's CV.

Awards may or may not be granted at discretion of the Board. A sitting Board member may not be nominated.

SCDA Member Nominating Signature

Name (Print)

Date

Your nomination form, letter of recommendation, and the nominee's CV must be returned by October 15, 2022 to the SCDA office. Nominator must be an SCDA Member.

These awards will be presented during the 2022 SCDA House of Delegates Meeting on December 2, 2022

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Beaufort Family Dentistry is looking for a **Pediatric Dentist** to complete our team. We are a busy practice that's growing and expanding. The office is fully chartless and digital. Competitive pay, great benefit package, 401K, Disability. All current PPE recommendations followed. Our patients and staff are our top priority. sdurante@vsmmgt.com.

Beaufort Family Dentistry is looking for an **Oral Surgeon** for expanding practice for Beaufort and Summerville office. This is a rapidly expanding practice. The office is fully chartless and digital office that puts patients and staff as priority. Competitive pay, benefit package, 401K, Disability. All current PPE recommendations followed. sdurante@vsmmgt.com

Dental Docs of Spartanburg is seeking a **General Dentist** for expanding office. We offer premium dental services for children and adolescents. This is a state of the art office. We offer Competitive comp, full benefit package, 401K, Disability. All current PPE recommendations followed. Our patients and staff are come first! sdurante@vsmmgt.com

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High tech locally owned general practice in need of a part time **Endodontist**. Tailored schedule is available. 1 day/week. Office is located in Goose Creek. 14 miles from Downtown Charleston. Fotona Lightwalker laser on site training available. Ccd.manager@carolinacompletedental.com.

Upscale private practice looking for full time general dentist. Beautiful office in **Summerville** needs energetic dentist with partnership opportunity. Please send resume to drrahn@live.com.

We are looking for a **General Dentist** to work one or two Friday's per month extracting wisdom teeth. There is potential to also do root canals, core buildups, crowns, other extractions and dentures. Most of the treatment would be done on teenagers and some adults. Please email irmokidsdental@gmail.com for more information.

Looking for a dentist to join our 20+ year established and fast-growing private practice in **Myrtle Beach, SC**. Specializing in general, restorative and cosmetic dentistry. Molar endodontic and implant experience a plus. We are 100% fee fore service practice. Send resume/CV to kristen@drrearden.com.

Unique associateship opportunity for a **general dentist** who enjoys surgery and helping those in need. We are an energetic emergency and surgery based practice that provides exodontia, implants, iv sedation, PRE, ridge augmentations, biopsies and various other dentoalveolar surgeries. Compensation is very competitive. Brandon@columbiadentalhealth.com.

Charleston Dental Associates seeking full time dentist for a growing private practice. We practice all aspects of dentistry including root canals, implant restorations, oral surgery and prosthodontics. Requires 1-2 years experience. Please submit cover letter and CV to bcordray@charlestondentalassociates.com.

A busy practice in **Forest Acres** is looking for a pediatric dentist to join our team. In a FT or PT basis. Compensation and benefits are negotiable. Email ebp031604@gmail.com.

Associate Dentist with option to buy! Retiring dentist looking to bring on a buyer or Associate at a high rate of collections. You will be the lead dentist in a high traffic, growing area. Great opportunity, call Peter at 603-531-1001.

Dentist needed in **Fort Mill**/South Charlotte for modern 14 op practice utilizing CEREC, CBCT, Itero and 3D printing. 70/30 FFS/PPO with no medicaid averaging 200 new patients per month. Must be comfortable in a busy office or have the desire to learn. Partnership/mentorship available. matthew@mundodentistry.com

FT/PT Associate Dentist Opportunity in highly visible, established, busy, advanced digital practice located near **Charleston, SC**. Must be proficient in all phases of general dentistry. 1-2 years experience or GP residency preferred but not required. Competitive pay, high growth potential w/ owner/equity possibility. Focus on Pt Patient Care and delivering excellence. Available Immediately. Please send CV to gillytooth@gmail.com

Seeking PT/FT Oral Surgeon or GP with Advanced Surgical and Implant Skill near **Charleston, SC** Brand new facility with state of the art technology and fully digital workflow. CBCT, Digital Scanner, 3D Printing. Fee for Service Practice focused on delivering high levels of surgical and implant care as well as IV sedation dentistry. Please send CV to gillytooth@gmail.com.

Managing Dentist/Owner. 4 Day Work Week. Autonomy over team and treatment planning. Focus on surgery, dentures and implants. Implant Training included!! \$250,000 base salary + 100% of Monthly Profit. mariah.skellott@affordablecare.com.

We are growing! I am looking to add an additional **Associate Dentist** to both of my practices. I am open to new grads and experienced doctors. Offering a \$50K sign on bonus, full benefits, competitive compensation package. <https://www.killiandentistry.com/Lauren.haney@pacden.com>

We are looking for a dentist to join our multi-specialty **Camden** location. We are a technologically advanced practice with specialties in IV sedation, implants, Cerec and more! IV sedation certified dentist is a plus! \$2 million dollar practice with unlimited growth potential, competitive pay and ownership/equity opportunities. mwammons@gmail.com.

Dentist needed in **Spartanburg SC** looking for full time or part time General dentist for growing practice competitive compensation. If interested or have questions, please contact via 864-582-4441 or email Melissa at info@hillcrestfamilydentistry.com. Please submit cover letter and CV.

General Dentist needed around **Orangeburg, SC**. We are looking for a full time Dentist. We offer 401k, Health Insurance, Malpractice, Ownership Opportunities, Competitive pay, and much more. If you are interested, then please email me at ctolbert@imagendentalpartners.com for more information.

Associate (and/or Buyer) Needed in **Myrtle/North Myrtle Beach** Seeking full time dentist for growing private practice in desirable, Grand Dunes area. Preferred proficiency in all aspects of restorative dentistry for a well established 'bread n butter' office. Six ops and digital imaging. 2,450+ active patients. Averaging 60+ new patients/month. Minimum two years experience. Lucrative opportunity for a motivated individual. chadrlamar@yahoo.com

Positions Available- Staff

Full/Part time **hygienist** needed at Happy Teeth in Myrtle Beach, SC. Monday-Friday 9-5 optional occasional Saturdays. Must work well with young children and be able to communicate treatment needs. Competitive pay and benefits. happyteethmb@gmail.com.

Looking for a New Dental Team member, for a **Full time Dental Hygiene** position in wonderful Irmo, Sc! 32-36 hours a week, 8a.m.-5p.m. Monday-Friday (60min recares/80min New Patients) Exceptional Pay!!!! Sign on bonus!! Please call/text- 1 (843) 593-6428 info@foxdentalstaffing.com

Looking for a New Dental Team member, for a Full time **Front Desk** position in Beautiful Bluffton, Sc! Please call/text- 1 (843) 593-6428 Join the team. We are looking for More Dental Team members, both temporary (Full-time) and Permanent (Full-time) positions in SC, NC and GA! info@foxdentalstaffing.com

Looking for a New Dental Team member, for a temporary **Dental Hygiene** position in the beautiful town of Beaufort, Sc! 7:30am - 4:00pm. Fun & Energetic Environment. Egelsoft & Dexis. 60min recares/80min New Patients/ 30 min child prophyl. Competitive Pay. All Proper PPE Provided. Please call/text- (843) 593-6428 info@foxdentalstaffing.com

Full time **certified dental assistant** position available with a busy pediatric dental office. Duties include taking digital dental radiographs (x-rays), chair side assistance to the dentist during a variety of treatment procedures. Must be a dynamic team player. Only certified Dental Assistants need to apply. Email resume and references to dmd4kids@bellsouth.net.

A state of the art- paperless dental practice is seeking a highly energetic **RDH** to complete our team. We are a general office of 18+ years that currently uses itero scan for invisalign braces- Eaglesoft digital x-rays. Your uniforms, CE and medical insurance will be provided. Please send resume to 147 Charlotte Ave. Rock Hill, SC 29730.

Practices/Office Space Available

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. Available to be donated to a legitimate charity for their use as a dental clinic call 803-617-8701.

Savannah, GA Periodontal Practice for Sale- Six operatories with an expansion opportunity for an additional op. The current doctor is interested in a partnership with another dentist. 75 new patient referrals/month (with no marketing)! Collections \$1.4 M & EBITDA \$335,000. To learn more, contact Sam Schoenecker with Professional Transition Strategies: sam@professionaltransition.com or give us a call: 719.694.8320.

Dual location General Practice for sale in **Kershaw and Richland** Counties. Annual revenues of 2.9M. Real estate available for lease or purchase. Owner is very flexible with real estate transition schedule. Practice proforma with after tax cash flow available once an NDA is in place. Contact bill@wmgrahamassociates.com.

Spectacular GP for sale in **Columbia, SC** only 8 miles from downtown! Practice is collecting over \$650,00 with 4 operatories with tons of room for growth. Fully digital, amazing location. Extremely low overhead with high profit margin. To find out more about this practice, please contact Bradley at 803-463-6636.

Profitable general dental practice in thriving mid-sized community of **Upstate SC**. Incredibly busy with 50 new patients/month. RE opportunity. 8 operatories. Collections of \$3M & EBITDA \$750,000. High visibility; encouraging new patients! To learn more email Professional Transition Strategies: kaile@professionaltransition.com or call: 719.694.8320. We look forward to hearing from you!

\$875K opportunity close to the coast: Fantastic southeastern GP in a free-standing building with 5 ops, 2 are hygiene. The office is 1,700 sq.ft., and digital with paper charts. Practice is 80% FFS and 20% Medicaid, with no PPOs to control compensation and collections of \$875K+ in 2021. SC-7402 Contact: AFTCO 800.232.3826.

\$1.3M pediatric opportunity: Well-established pediatric practice located in a dynamically growing city in the Pee Dee region. The office has state-of-the-art equipment and 5 ops in a stand-alone building that is available for lease or purchase. This is a high-producing practice grossing over \$1.3M! SC-7431 Contact: AFTCO 800.232.3826.

\$1M Aiken area practice opportunity: Unique opportunity to acquire 2 practices, each operating on 2 doctor and 4 hygiene days per week with collections of over \$1M! Great opportunity for an entrepreneurial dentist looking to expand their footprint or a highly motivated dentist looking to grow a practice. SC-7150 Contact: AFTCO 800.232.3826.

Myrtle/North Myrtle Beach Office For Sale Huge income potential. Bread 'n butter GP in desirable, Grand Dunes area, only one mile to the beach. 2,450+ active patients, averaging 60+ new monthly. Six ops with digital imaging in 2,650 sqft. Four days/week. Collected \$987K in 2021. Low overhead with high profit margin. Very lucrative opportunity for owner/operator. MBDentist@outlook.com

For Sale

Dental compressor. Used for only 8 months. Air Star AS22. Size for 3 operatories. Paid \$5,000 will sell for \$2,500. 864-871-0041.



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