



President's Notes

By Dr. Julia Mikell, SCDA President



Dear SCDA Members,

My time is running short as President of our association, and I have had more time than most, but nevertheless, I feel there is so much more to do and say. This month I want to bring you the most relevant news from the 2021 ADA House of Delegates (HOD). I spent four days in meetings for the ADA HOD meeting in Las Vegas in October, serving as part of your South Carolina Delegation that represents our membership as part of the 16th ADA Trustee District.

While the ADA HOD discussed literally 100 resolutions on issues currently relevant to dentistry, the workforce shortage and a Medicare dental benefit were two issues that were atop the priority list of the delegations from every state.

The SCDA sent out a letter last week about the [Medicare issue](#) and if you missed it, please take a minute to read it and be informed about one of the most important issues to face dentistry in decades.

The workforce shortage has been described as a nationwide crisis which is affecting our ability to take care of our patients. While there is agreement that the workforce shortage is a major problem, there is also agreement that the solutions will vary from state to state. In order to address this issue, the ADA HOD developed a resolution that instructs the ADA to approach the solution from four angles.

First, and most immediately, the ADA will highlight existing ADA materials for states to promote dental workforce interest in middle and high schools. The SCDA will make this information available and each of us will need to consider the role we can play in our local schools to participate in a job fairs or college fairs and even partner with our local community colleges to broadcast this information to prospective future dental team members. Maybe consider letting February - Give Kids a Smile month have a new component to educate middle schoolers on dental care and dental jobs?

The next three parts of the resolution are more complex and will require time to study which include:

1. Studies on the causes of employee burnout and high turnover in the dental hygiene and dental assisting areas, while identifying variables that lead to long term employment. This information will be used to develop a toolkit to help dentists increase tenure of their team members.
2. Studies of the accredited hygiene and dental assisting programs and develop a recommendation for ideal enrollment. While this is a state-by-state issue, pooling national data can certainly help.
3. An investigation into financial incentives such as tax abatements and grants to encourage schools to expand enrollment or create additional programs.

The SCDA is very aware that the workforce shortage is a problem in South Carolina. We plan to engage in conversations with the educational institutions in our state who can help rebuild our dental team workforce. We hope to partner with them to gain awareness of their challenges and their long-term projections

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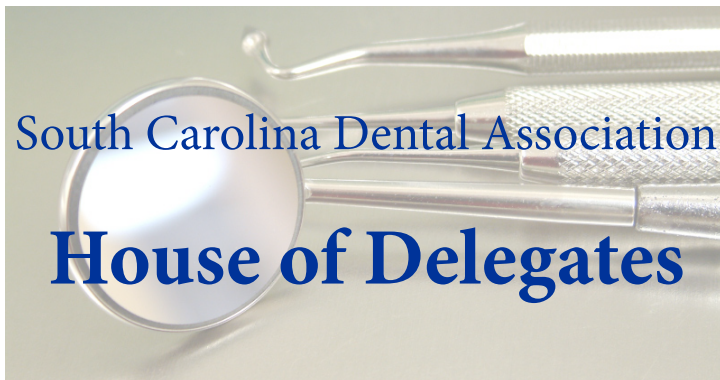
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with them to gain awareness of their challenges and their long-term projections which will hopefully lead to solutions.

On behalf of our membership, I want to extend a special thank you to our delegation for many hours of preparation prior to the ADA meetings and then four full days of work to represent the dentists of South Carolina in discussion and debate on all the issues that face our great profession. I am proud to have served alongside these people who are committed to doing the work needed to maintain the integrity of our profession.

- Dr. David Moss, Florence, SC Delegation Chair
- Mr. Phil Latham, SCDA Executive Director
- Dr. John Comisi, Charleston SCDA Vice-Pres, Alternate
- Dr. Rainey Chadwell, Greenville, 16th District Chair, Delegate
- Dr. Deidre Crockett, Columbia, Delegate
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- Dr. Jim Howell, Greenville, SCDA Sec/Treas, Alternate
- Dr. Jim Mercer, Columbia, Delegate
- Dr. Nick Papadea, Pawley's Island, SCDA Pres-Elect, Alternate
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Dr. Kevin Raines Elected to Newberry College Board of Trustees

Courtesy of Newberry College



Dr. Kevin Raines

Newberry College announced that James P. "Jimmie" Coggins, Dr. Kevin M. Raines and Joseph A. "Joe" Trainor III will serve on the institution's Board of Trustees. They each begin a three-year term Oct. 18.

Coggins, of Newberry, is a 1974 Newberry College graduate. He is the owner and general manager of Newberry Broadcasting Co. Inc., which has operated WKDK radio since its founding in 1946. Coggins served as chair of the Newberry County Chamber of Commerce, honorary chair of the Newberry County March of Dimes, and president of the county unit of the American Cancer Society. He also served on the board of directors of the Newberry County Family YMCA, the Newberry County Memorial Hospital Foundation Board, and as member and chair of the Board of the State Department of Youth Services Juvenile Parole Board. He is a member of the Newberry Rotary Club and was named Rotarian of the Year and a Paul Harris Fellow. He received an honorary Doctor of Letters degree from his alma mater in 2007.

Coggins has served on the Newberry College Board of Trustees since 2015. He and his wife, Doris, have a son, Parkes, class of 2005, and a daughter, Jessica.

Raines, of Chapin, is a Newberry College alumnus of 1992 who went on to graduate from the Medical University of South Carolina and earn specialty training in pediatric dentistry at the Medical College of Georgia. He is currently a pediatric dentist and partner at Palmetto Smiles Pediatric, Orthodontic and Family Dentistry in Lexington. He is a member of the South Carolina Dental Association, Southeastern Society of Pediatric Dentistry, American Dental Association, and American Academy of Pediatric Dentistry. He has also served as president of the South Carolina Academy of Pediatric Dentistry. Raines has been a volunteer youth baseball and basketball coach and a former board member of the Lexington County Fellowship of Christian Athletes.

Raines is a member of Gateway Baptist Church. He and his wife, Katie, have four children, Klaire, McGuire, Cooper and MaryKate.

Trainor, of Prosperity, is the co-owner of Stokes-Trainor Chevrolet in Newberry, and boasts 27 years of experience in the automotive business. He purchased a dealership that was losing money and restored it to one of the consistently highest-ranked. Stokes-Trainor won the General Motors Mark of Excellence Award in 2000, and the 2020 Mark of Excellence Award from Chevrolet. Trainor was Gov. Mark Sanford's economic ambassador for Newberry County in 2004. He is also a Rotarian and Paul Harris Fellow.

Trainor previously served on the Newberry College Board of Trustees from 2011-20. He and his wife, Carla, have two children, John Wesley, class of 2020, and Samuel Christian.



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10 Steps Toward Tax Success in 2021

By Mark McKee, OnPay, SCDA Endorsed Company

As a dentist, your top priority is giving your patients healthy, beautiful smiles. But, as a small business owner, you have to think about getting finances, payroll and taxes right for your practice. You may just be working on your 2020 tax return, but it's also the perfect time to get a jump on planning and preparing for 2021.

While most taxpayers don't need to spend too much time worrying about the IRS, many dentists are both small business owners and high wage earners. This means you're much more likely to hear from the Internal Revenue Service because of a problem with your tax return. And the [IRS says that in 2019](#), they sent more than 1.8 million notices just for math errors on forms.

These 10 simple steps can make tax time easier and can be started today to make next year's filing a breeze:

1. Get organized — now

It's much easier to sort through everything now than when 2021 is a distant memory. In fact, reviewing and organizing your records monthly helps spread the workload throughout the year instead of cramming it all into a year-end rush. Take time to go through any forms you've already filed ([like Form 941](#)) to check for accuracy. Make sure to confirm EIN numbers, social security numbers and anything else the IRS might use to identify you or your employees. And when you're done, move all your forms, invoices and receipts into the same place — whether it's online or a physical folder — so you'll be ready for tax time.

2. Find an accountant who understands taxes for your practices like yours

The tax codes change all the time, and it's your accountant's job to keep up with them. Some of those changes will impact you as a high wage earner, others as a small business owner, and some taxes will affect your practice. Ideally, your accountant should be knowledgeable about [laws specific to dental practices](#) and information on [COVID-19 pandemic-related financial relief](#) that may affect your taxes. Your accountant or tax professional should keep you informed if there are new or different deductions that might change the way you run your business.

3. Talk to your tax accountant early and often

Carving out a few minutes in the first or second quarter of the year to make sure you're making things easy for your accountant can help reduce the risk of a mistake come next April or being selected for an audit later. But we recommend talking more often than twice a year. In fact, we recommend chatting regularly — even monthly. You'll have a better handle on your business and can plan for any tax law changes. Recording income and expenses in real-time allows you and your accountant to catch any mistakes early. And your accountant will know your business better and be more empowered to offer proactive, consultative advice: Small business owners who have a strong relationship with their accountant are [32% more likely to expect a significant increase in revenue](#) over the next year.

4. Get help with payroll

Just as it's crucial to bring in some expert help with taxes, you should consider getting some assistance with payroll. A payroll service provider will be able to calculate and remit those taxes accurately and on time, alleviating a headache for you. You may also want to check to see if any of your other service providers offer to help with tax issues. For example, our company, [OnPay offers an error-free guarantee](#), which means we'll help deal with IRS notices if there are problems with your payroll taxes.

5. Set up a 401(k)

When you offer a 401(k) or other qualified retirement plan, employer contributions and some administrative fees are tax deductible if they fit certain criteria. And qualified employers can get a [\\$500 per year tax credit](#) for the first three years of the plan. Plus, as an employee of your practice, you will be able to take advantage of tax-deferred savings with your company 401(k) as well. To make sure the plan seamlessly integrates with your current back-office systems and payroll deductions, contact your payroll services provider to see what retirement savings plans they offer.

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6. Document meals and travel expenses carefully

Travelling to a dental conference or to take a special CE class? The line between business and personal expenses can get a little blurry, but you should take care to make the distinction as sharp as possible. Not separating expenses once or twice might not be a big deal, but if you get into a habit of doing so, your business expenses may be reported inaccurately. The [Tax Cuts and Jobs Act of 2017](#) not only eliminated many dentists' ability to write off entertainment expenses, but also reduced the deduction for most business meals to 50%. Be prepared for the IRS to heavily scrutinize write-offs for these items related to your practice — if they haven't already.

7. Document charitable donations

Charitable donations are a wonderful way to help your community, and they can result in significant tax deductions. However, if your donations seem too big for your income bracket, the IRS is likely to want a closer look at your books. Make sure you maintain good records of your charitable donations, and if you're going to claim non-cash deductions over \$500, be sure to [file a Form 8283](#). Also, be careful about whether you classify charitable donations as personal or business write-offs. There are a number of [limitations and special requirements](#) for different types of business entities.

8. Pay vendors in December

If your business uses the cash method of accounting instead of the accrual method, this tip is for you. The cash method requires that you calculate your income and expenses based on when the cash goes in and out of your bank account. By paying bills in December, even if they are not due until January, you can decrease your taxable income in the current year, which in turn reduces your tax liability.

9. Buy now, save later

If you expect to make large purchases of equipment or other business items early in the new year, it might be a good idea to buy them a little ahead of schedule to take the deduction for your current tax year. Just remember that a deduction isn't exactly an equal return for the money spent. Check with your tax adviser to be sure that spending now will reduce your overall tax burden, not just push it out until later.

10. Be prepared for W-2s and 1099s

All year long you'll be withholding payroll taxes and sending them along to the IRS (and your state agency, if required). Next January, you'll need to provide your employees with W-2s and contractors with 1099-NECs so they can complete their taxes. Don't wait until the last minute when you're finalizing an entire year's worth of your business income and expenses. Set aside some time in January to get this done before crunch time. Or, if you partner with a payroll service provider, all of this can be taken care of for you.

Taking a few proactive steps throughout the year to get your business's tax prep in shape can make April one of your favorite times of the year. You'll be free to do more of what you enjoy (and spend less time going back and forth with your accountant).

And if you are subject to an audit, know that you're [one of the 800,000 Americans](#) each year in the same boat. Things will work out. Start by reviewing [this guidance from the IRS](#) to get a handle on common questions. Then consult with your accountant to get organized so you'll be calm and collected.

If you're eager to plan your tax year, we've got a [printable 2021 Tax Deadlines](#) for Dentists that will let you know all the important tax dates for the year. You can also [subscribe to the IRS's calendar](#) to get reminders.

Mr. McKee is president and chief operating officer for OnPay, a small business payroll, benefits and human resources company endorsed by ADA Member Advantage and SCDA. His information is provided courtesy of OnPay. Learn more about how OnPay helps dentists at www.scda.org/onpay or call 877.328.6505.



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Surcharging Credit Cards: Legal, Complicated, Risky

By Phillip Nieto, President, RJ Card Processing dba Best Card, SCDA Endorsed Company

Surcharging credit cards...and calling it a "cash discount fee." Good idea or bad idea?

Recently, Best Card received a call from a dentist asking whether it was legal for a dental office to surcharge credit card processing costs to their patients. Example: patient bill is \$100 and you charge the patient \$104 because they paid with a credit card. While most credit card processors can offer a solution like this, the bigger question is whether it's actually a good idea for your practice.

Best Card is the endorsed credit card processor of ADA Member Advantage and 40+ state dental associations including the SCDA, and we wanted to supply information to help dentists decide if passing through surcharges is a good fit for their practice. Many processors are aggressively promoting surcharging solutions because they make significantly higher profits than on normal credit card processing, while claiming to be saving you money. They will often use the term "Cash Discount Program" to describe their surcharge. **While adding a surcharge is now legal in every state except Connecticut and Massachusetts, there are specific reasons why most businesses decide not to surcharge their customers.** In the dental industry, these reasons may have an even greater impact.

1. Your surcharge must abide by Visa, Mastercard, Discover, and American Express regulations. Here are those requirements:

- If you surcharge ANY credit cards, you must surcharge ALL credit cards. You cannot choose NOT to surcharge once you begin surcharging cards.
- You can surcharge credit cards, but cannot surcharge any debit cards.
- You are not allowed to surcharge cards for cardholders from states where surcharging is illegal. If your business is in NY, and the cardholder lives in Massachusetts or Connecticut, you are not allowed to surcharge.
- You must register with all four card brands a minimum of 30 days in advance. If you do not register, then you're not surcharging correctly.
- You must place notifications of surcharge at all payment stations and entrances to the business.
- If a fee is added to credit card transactions, it doesn't matter that your processor calls it a "cash discount" - it is a surcharge.
- You are allowed to surcharge equal to your average fees paid over the past quarter - up to 4%. To avoid recalculating, many processors will set pretty steep flat rates of 4% on all cards.

2. **Customers hate being surcharged. Recent studies show that between 65% and 95% of customers who have been surcharged are less likely to patronize the business again.** In dentistry, where customer loyalty is important to maintaining your patient base, these numbers should be a red flag. There's a reason major stores haven't decided to add a surcharge; it's difficult for businesses to compete, and it's only made more difficult if you're angering customers.

3. **It's a huge increase in cost.** Most surcharge programs have a flat monthly fee (\$40 is common), and then the patient is charged a 3-4% surcharge that the processor keeps. Best Card's average dental office has an effective rate (all rates & fees divided by total amount run in sales) of around 2.18%. If your processor is charging 4% to your patients, they are making an additional 1.82% profit at your patients' expense.

- All credit card processors have the same costs, so while Best Card makes a very small amount above that set cost, a processor running cards at 4% would make a huge profit margin. ***Why not simply raise your prices 4% and keep the profit margin that would have been going to the processor for yourself!***

4. **Virtual Credit Cards (VCC) issued by insurance companies will not allow a surcharge.** These are issued with an exact balance; try to charge a penny more and they will decline. Since regulations require that you surcharge all credit cards if you surcharge any, you'd need to lower your fee so that the payment, after the 4% surcharge is added, equals the VCC balance. Which means you'll be paying the inflated surcharge rate out of your own pocket! The surcharge is reported to the card issuer and you risk the insurance company noting the pre-surcharged amount (indicating you have a lower actual cost), prompting an audit that could reduce the UCR (Usual, Customary, and Reasonable) reimbursement that you receive for procedures.



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i <https://www.business.com/articles/pros-and-cons-of-surcharging-credit-cards/>

ii <https://www.americanexpress.com/us/small-business/openforum/articles/charging-a-credit-surcharge-will-cost-you-customers/>



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Mitigating Risk and Spotting Embezzlement in your Practice Continuing Education

Friday, November 19, 2021 | 9:00 AM - 10:00 AM

Speaker: Phillip E Nieto

Phil Nieto is the President of RJ Card Processing d/b/a Best Card. After leaving behind the legal world, Phil has enjoyed the positivity of working directly with dentists to help them understand the confusing credit card processing industry and save more of their hard-earned money with Best Card. In his free time, he is an avid hiker, constant reader and enjoys sharing those passions with his wife and young son.

Course Information: Internal fraud and embezzlement is one of the biggest risks facing dental practices today. With the potential losses in the tens-of-thousands of dollars, what can you do to protect your practice and your patients? This informative and important presentation will highlight the various types of embezzlement, how to spot them, and what to do to mitigate your risk.

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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

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Union Dental is seeking a General Dentist for expanding office. We offer a complete range of general and cosmetic dentistry services. 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

Dental Docs of Spartanburg is seeking a **Pediatric 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

Looking for an **associate dentist** to join our fee for service state of the art cosmetic practice in North Myrtle Beach SC. Fully digital practice with great staff focusing on quality cosmetic dentistry with a personal touch. smile@yourcarolinasmile.com.

Full/Part Time Associate- New grad or experienced welcome! **Seeking GP** for multiple location dental office. Looking for motivated hands on individual. Buy in opportunities available. Daily rate converting to % commission whichever greater. High tech office. Cone beam, scanners, elec handpieces, new facilities. Travis@acuitydental.com.

Dentist in Myrtle Beach- Looking for an associate to take over the full schedule of a doctor that is moving out of the area. Highly productive, restorative, general practice. Established for 20+ years and growing. Molar endodontic and implant experience preferred. Very lucrative opportunity for the proper individual. Possible buy-in/buy-out. Contact chadrlamar@yahoo.com or 561-305-4180.

Looking for a **dentist to join our 20+ years** established and fast-growing private practice. Specializing in general, restorative and cosmetic dentistry. Molar endodontic and implant experience a plus. We are a 100 % fee for service practice. Send resumes/CV to Kristen@DrRearden.com.

Multi-Practice organization with Mission to provide quality dental care to undeserved families. Charleston, Sumter, and Orangeburg: up to 50K Sign-On Bonus-FT and up to 10 K-PT. Traveling Dentist: up to 50K Sign-On Bonus- FT. Rock Hill: FT& Sign-On Bonus-up to 10K-PT. Greenville: FT&PT. Dr. Edwards 469-626-7890 suedwards@benevis.com.

Apex Dental (**Rock Hill or Clover SC**) is seeking a General Dentist for expanding office. Opportunity to perform endo, restorative, implants. Supporting team, great compensation, fixed +bonus towards equity ownership, help for dental credentials, malpractice, CE. Fully digitalized, modern facility, CBCT, scanner, laser and new technology. Health care reimbursement apex_dental@outlook.com.

We are looking for a compassionate General or Pediatric Dentist to work in our pediatric dental practices in **various SC locations**. Specifically, we are looking for Doctors who share our values and are as passionate about helping children achieve a lifetime of great oral health and healthy habits. aali@lonepeakdentalgroup.com.

Associate Dentist needed: established state of the art practice looking for FT or PT associate dentist to join dynamic, high energy growth team. Excellent compensation package including PTO, CE, Bonus, 401K etc. Stress free family practice with large growth. Email resume to contact@carolinasmiledentistry.com.

Looking for a full-time **General Dentist** to join our team. This position comes with a full suite of benefits along with paid time off, CME allowance and ability to apply for loan repayment through HRSA. Please visit our website to apply at tandemhealthsc.org.

Awesome **specialist** needed in General FFS practice in SC. We are looking to add an endodontist to support our practice. We offer a warm friendly environment with a positive upbeat culture that is 2nd to none. This is ideal for those wanting to add a few days a month to their current schedule. Contact palmettodentalassociates@gmail.com.

Private practice in **Columbia, SC** is seeking full-time associate. We specialize in periodontics, dental implants and laser periodontal therapy. Our 5,557 sq ft office is digital, including CBCT machine with 7 operatories. Busy office with a great relationship with referring offices. Opportunity to transition into a future partnership brittany@sandhillsprio.com.

Satterfield Family Dental, established 45+ years ago, is looking for a **full time dental associate** to join our highly productive, restorative, general practice in Spartanburg, SC. Endodontics, implant and oral surgery experience preferred. Very lucrative opportunity for the proper individual. Email bhsatter@yahoo.com or call Heather 864-490-6096.

We staff over 200 dental offices around the beautiful state of South Carolina. Now expanding into Georgia & North Carolina. Check out all of the dental opportunities right at your fingertips. Download the Fox Dental Staffing App! Search "**Fox Dental Staffing**" in the App Store & Google Play, Register & Build your schedule <http://www.foxdentalstaffing.com>

CDCSC is looking for a **FT or PT contract dentist** who is comfortable with extractions. Our office is an approved loan repayment site and will offer a \$20,000.00 sign on bonus. We are a short distance from Florence, SC. Competitive salary and benefits. All current PPE recommendations followed. destinycdcnc@gmail.com.

Associate needed in Charleston. Looking for a full time or part time dentist. Benefits provided, compensation depends on experience. Contact Faber.dmd@gmail.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. Email resumes to happyteethmb@gmail.com.

James Island Dentistry now hiring a full time **Dental Assistant** in Coastal Charleston, SC. Full time employment benefit package eligible including health, 401(k), PTO, paid holidays and more. Join Dr. Beall and team today! Send interest/resumes to recruiter: Whitney Schemmel at wschemmel@stardentalpartners.com.

Well established practice in Spartanburg, SC looking for a friendly, energetic **hygiene coordinator**. Dental experience is a must. Front desk dental experience is a plus. We offer excellent benefits, 4 day work week, and competitive pay. Bhsatter@yahoo.com or call Heather 864-490-6096.

Our office is located in beautiful Beaufort, SC. Our caring, compassionate and highly skilled staff are looking for a **hygienist** to join our amazing team. We have a wonderful patient base and a lovely work environment. We would love to see you for an interview. Call today 843-521-4344.

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

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 and HVAC included. Ready to move to your location. \$25,000 OBO call 803-617-8701.

70 miles inland of **Coastal SC:** Recently renovated, 3 operatory practice located 70 miles from Charleston. Standalone professional building with high visibility. Practice produced \$670,000 in 2019, and there is unlimited potential for growth! Courtney 843-324-0703, courtney.robinson@henryschein.com. #SC1533

Columbia, SC Implant-centric Merger Opportunity Desirable community, minutes from downtown-12 operatories with expansion opportunity for 2 additional ops. Large office building real estate for sale. Collections of \$1.34 million & EBITDA \$132,000. 3,700 active patients & 50 new patients/month. Contact Professional Transition Strategies to learn more: sam@professionaltransition.com or 719.694.8320.

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.

\$1M+ Practice: Current pre-tax cash flow of over \$400K, collecting over \$1.1M per year. Loyal patient base of FFS/PPO and Medicaid. Runs like a family practice with a 3rd generation patient base and a well-trained, bilingual staff. Great investment opportunity! SC-6846 Contact: AFTCO 800.232.3826

Charlotte, NC Area Oral Surgery Practice for Sale Oral surgery practice for sale within an hour of downtown. 3 operatories with an opportunity for expansion via build-out of additional 500 sf. Collections \$900,000 & EBITDA \$235,000. 175 new patients per month. Learn more, contact Sam Schoenecker with Professional Transition Strategies: sam@professionaltransition.com or call: 719.694.8320.

Rock Hill, SC General Practice For Sale - Five operatories with an expansion opportunity for 3 additional ops. Collections \$1.2M+, 80-90 new patient every month. 15% annual growth, Digital PAN/Xray/Scan, Paperless. High desirable zip code in terms of Jobs/Population growth/household income and visibility, low lease rate! To learn more, contact smiledentalrockhill@gmail.com

Prime **Charleston** Opportunity: GP in a stand-alone building with great street visibility. The office is 1,550 sq. ft. with 3 ops. Most specialty procedures are referred out, leaving tremendous growth potential. This practice can be an excellent satellite office or perfect for an eager dentist to grow. SC-6979 Contact: AFTCO 800.232.3826

\$740K Net After Financing: Multi-million dollar practice located in a desirable area of **West Columbia**. Modern facility with 8 ops, digital x-rays, cone beam, E4D, and Dentrax software. There are 2000+, 100% FFS active patients. Must provide conscious oral sedation, implant placement, and be Invisalign certified. SC-6839 Contact: AFTCO 800.232.3826

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.

Professional dental practice with long term lease in place. The property is located on Ribaut Road between Beaufort Memorial Hospital and the Lady's Island Bridge 4788 sqft building on .66 acres with over 100' frontage. Current NOI is \$55,873 Second floor expansion option will increase NOI. **Beaufort family dentistry** is growing! 843-301-2090 \$999,000

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.

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.

For Sale: **I-CAT- 2008 Gendex GX-CB500**. This unit is in good working condition and was recently pulled from service and professionally de-installed. \$35,000 contact charles@mstxs.com or 843-697-7567.

Sirolaser Advance Plus- Diode laser with infrared and red diode covers indications in the field of soft-tissue surgery, periodontology and endodontics. Known as Low-Level-Laser-Therapy (LLLT) meaning less post-op pain and less need for medication. Lightly used - like new with all accessories. \$2,000. Contact: hmfingar@gmail.com or 843-816-6667.

Planmeca Promax SD2 with cephalometric arm \$14,000.00. imaging@whiteheadortho.com.

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TPH Spectra ST Syringe Refill by Dentsply Caulk: Buy 4, get 1 of same free 3g (HV or LV) **\$77.99** ~~\$88.99~~



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