



# SOUTH CAROLINA DENTAL ASSOCIATION

# Bulletin

## April 2021

Volume 49, Issue 4

### Dr. Rocky Lamar Napier, President, 2017, 1956-2021

By Dr. Gene Atkinson, SCDA Historian

#### Inside this issue:

Executive Director's Notes	4
The Christensen Bottom Line- 2021 Virtual Meeting	6
HIPAA: When a Minor Becomes an Adult	8
MUSC Update	10
2021 SCDA Awards Nomination Form	12
To Dream of a Dental Clinic that Never Filled a Cavity	14
Classifieds	18

**Published by the  
South Carolina  
Dental Association**

**Design: Maie Burke**

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Dr. Rocky Napier was born in 1956 in Aiken, South Carolina to Clarence Earl and (Betty) Jewel Renew Napier. He grew up in Graniteville and attended the public schools there. Dr. Napier's college education was obtained at USC-Aiken and the main campus of the University of South Carolina, where he graduated with a degree in Electrical Engineering in 1978.

After graduating from college, Dr. Napier worked as an engineer at Babcock and Wilcox in Augusta, Georgia for several years before deciding on a career in dentistry. He graduated from the College of Dental Medicine at the Medical University of South Carolina in 1987 and then pursued an internship and residency in Pediatric Dentistry at the University of Alabama at Birmingham's School of Dentistry where he served as chief resident.

As a student at the College of Dental Medicine at MUSC, Dr. Napier had the honor of serving as the president of the MUSC Student Government Association, which encompassed all six colleges, as well as being the student representative on the MUSC Board of Trustees.

Dr. Napier has served dentistry well through the years. He has been president of the Aiken County Dental Society and the Central District Dental Society. In 2017 Dr. Napier had the distinction of serving as president of the entire South Carolina Dental Association. During his year as president, the SCDA bylaws were revised significantly to be in compliance with the American Dental Association's bylaws and the nonprofit organization regulations. Additionally the SCDA published a tool kit to guide the community water fluoridation process and updated the SCDA White Paper on Access to Care.

Although being a Pediatric Dentist, Dr. Napier has been a faithful member of the South Carolina Academy of General Dentistry and served as their president in 2018 and 2019. Additionally he has served as a Delegate to the national Academy of General Dentistry and served on several councils and committees through the years.

As a member of the American Academy of Pediatric Dentistry, Dr. Napier has been one of their national spokespersons since 2007. He will serve as the president of the Southeastern Society of Pediatric Dentistry in 2020.

In the American Dental Association, Dr. Napier has been an Alternate Delegate to their House of Delegates, as well as being a member of several councils and committees through the years.

Dr. Napier has served as the Chairman of the South Carolina Oral Health Advisory Board and Oral Health Coalition in 2018-2019. Additionally he has served on several of their committees over the years.

Dr. Napier has the distinction of chairing the South Carolina Dental Association's award winning National Children's Dental Month programs since 2008. This South Carolina program has been acknowledged as the nation's leader for having the best statewide programs in the United States for over 15 years beginning in the mid-1990s.

Continued from Page 1

From 2000 to 2008 Dr. Napier was the dental consultant for the South Carolina Medicaid dental program, as well as being a member of the SCDA's Medicaid Dental Program committee.

At Aiken Technical College, Dr. Napier has been a member of their Advisory Board for the dental assisting program, as well as having their students serve clinical rotations in his dental office.

In the South Carolina Dental Association Dr Napier has served on numerous task forces and committees through the years. Additionally he has been a Delegate to its House of Delegates for many years. For his many contributions to dentistry, Dr. Napier has been inducted as a Fellow in the American College of Dentists, the International College of Dentists, and the Pierre Fauchard Academy, where he also served as the state Chairman for the South Carolina Chapter in 2015.

Dr. Napier has received several awards and commendations through the years for his service to dentistry. Among these are: the Distinguished Alumnus Award from USC-Aiken, a Presidential Citation from the SCDA in 2007 for his work with National Children's Dental Health Month, the SCDA Meritorious Achievement Award, and the Distinguished Alumnus Award as well as the Award of Honor from the MUSC Alumni Association.

In the community Dr. Napier has spearheaded many community dental activities through the years. He has also served in the Greater Aiken Chamber of Commerce.

At his dental alma mater at MUSC, Dr. Napier has been an outstanding supporter. He has sponsored one of the displays at the Macaulay Museum of Dental History, has contributed to a scholarship fund, an endowed chair, and has sponsored a treatment room in the new Pediatric Dental Clinic.

Dr. Napier has had an outstanding career representing the noble profession of dentistry through his dental care for children, his service to the profession, and his philanthropy.



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## Data Breach

By Phil Latham, SCDA Executive Director



The possibility of a data breach in the dental practice is real.

Have you recently reviewed your practice's data management security protocols? If you can't remember or can only answer "It's been a while," you are probably due to a cyber-liability risk assessment. While every dentist wants to believe that he/she has the systems and security in place to prevent the loss or theft of sensitive, confidential or otherwise protected health information (PHI), the reality is that the chance of a data breach increases as more patient records and health information are stored electronically.

Data breaches result from the theft or loss of a laptop or portable storage device. The Health Insurance Portability and Accountability Act (HIPAA) of revealed that:

- 60% of all large breaches were due to theft or loss
- 32% of all large breaches involved laptops
- 22% of all large breaches resulted from loss of paper records

While no system is 100% safe, there are numerous ways to implement steps that you can take to reduce the risk of a reportable data breach. Dental practices are considered HIPAA covered entities (CE) if they transmit electronic "covered transactions," such as electronic claims, to dental plans. A dental practice may also be a covered entity if they contract with an outside service, such as a clearinghouse, to submit electronic covered transactions on behalf of the dental practice.

You may want to even consider cyber security insurance to defray costs associated with a security incident. If so, be aware that:

- Financial risk is different from cyber risk.
- Cyber liability insurance is designed to reduce the business interruption costs associated with a breach.
- Those costs can include an investigation, compliance with notification requirements, restoring data, etc.
- Cyber risk insurance is typically independent of standard liability insurance plans and requires a separate policy.



While stand-alone cyber liability policies are readily available, there is no standard policy form.

- General liability policies only cover bodily injury and property.
- Standard office liability policies may or may not cover cyber risk.
- Your professional liability carrier may be able to provide a quote on a cyber-insurance plan based on your practice's specific needs.
- If you instead opt to have an endorsement added to your general liability policy, make sure that it's sufficiently comprehensive in its coverage.

Lastly, keep in mind that your South Carolina Dental Association [Member Benefits Group](#) has several endorsed companies that can assist with a HIPAA assessment, email encryption and cyber liability insurance if that is a route you choose to go.

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## **Coastal and Pee Dee Spring Zoom Meeting**

### **Central and Piedmont invited to lecture**

**April 9, 2021- Virtual**

**Business Meeting: 8:00-9:00 AM (Coastal and Pee Dee Only)**

**Lecture: 9:00 AM- 12:00 PM**

**Speaker: Gordon J. Christensen DDS MSD PhD**

### **THE CHRISTENSEN BOTTOM LINE – 2021**

This fast moving “bottom line” course includes the areas of dentistry with the most activity and change in any given year. It is easily understood and has numerous summaries that help attendees to interpret the ongoing advancements in the profession. The course encourages audience participation, and questions and answers and is presented in an enjoyable and humorous manner.

The hottest aspects in the following topics will be included in the planned program depending on the interests of the participants in your group, the popularity of topics at the time of your program, and the time available.

1. CAD/CAM
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5. Esthetic Dentistry
6. Implant Dentistry
7. Infection Control
8. Operative Dentistry
9. Preventive Dentistry
10. Prosthodontics Fixed
11. Technology

### **Behavioral Objectives**

On the completion of this course attendees should be able to:

1. List the most important and useful new techniques discussed in this course.
2. List the most important and useful materials discussed in this course.
3. List the most important and useful new concepts discussed in this course.
4. Implement those aspects of the course most applicable to your practice.

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## **HIPAA: When a Minor Becomes an Adult**

By Debra Gordick, Total Medical Compliance, an SCDA Endorsed Company

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When a minor becomes an adult, they become owner of their medical record. Here are a couple of things to consider: When does a minor become an adult; What does the practice need to do to ensure proper handling of the record.

### **A minor can become an adult in several ways.**

- They reach the age of 18. One good way to keep aware of this is to post a sign at the front desk or break room that states "Patients born in 2003 turn 18 this year".
- They join the military. Federal law states that all members of the military are adults even if they are below the age of 18.
- They get married. In this case they need to inform the practice if they are under 18 and produce the paperwork. It is not the responsibility of the practice to ask and discover this on their own.
- The state can declare them emancipated. The patient is responsible for informing the practice by providing a copy of the court documentation.
- They MAY become an adult if they have a child. This is controlled by state law. In some states the underage mother has ownership of the child's records but is still considered a minor when it comes to her own record. In other states, the mother is immediately considered an adult. In yet other states, both parents are considered adults. You need to know what your state dictates. This information is available on your state's website. Your medical/dental board or business lawyer may also be a good resource.
- There are state laws that give the minor ownership over certain aspects of their records. For example, if a minor is seeking treatment for an STD some states have declared the minor owns that information not the parents. This does not make the minor an adult.

Tax law often creates an area of confusion. A person who is 18 - 23 years old may still be considered a dependent of the parents if they are in school. This does not change the fact that they are considered an adult and fully in control of their records and treatment.

### **When your patient becomes an adult, several things need to happen.**

Provide them with a Notice of Privacy Practices and get them to sign any HIPAA authorizations needed. All contracts are now the responsibility of the new adult and any old authorizations, restrictions and access requests are no longer in effect. Be sure to have this conversation with the new adult alone even if they are accompanied by a parent. This can prevent getting the practice involved in potentially volatile or embarrassing situations.

### **Here are some frequently asked questions.**

Do the parents of the new adult still have any rights or access to the patient's information. No, unless authorized by the new adult.

Can the parent still accompany the new adult? Yes. Anyone can accompany any patient. HIPAA considers that the patient's consent is implied in this circumstance.

Can the parent still take financial responsibility for the new adult? Yes. Anyone can pay but the ultimate responsibility is with the new adult as it is with any other patient.

Can the parent still make appointments for the new adult? Yes. Once again, anyone can make an appointment unless your practice has a policy against it.

Can the parent still confirm appointments? This is a little more complicated. If they call and have all the information, then yes, you can confirm. If someone calls and says I need to know when Mr. X has his next appointment, I advise caution. The key is not to give out protected information.

TMC HIPAA service clients are encouraged to call Client Services if you need help on this or other HIPAA issues at 1-888-862-6742 or e-mail your question to [Service@TotalMedicalCompliance.com](mailto:Service@TotalMedicalCompliance.com).

*Debra Gordick is the mediator/government liaison for Total Medical Compliance. TMC is a private consulting company providing affordable programs and seminars for health care providers, allowing them to achieve and maintain compliance with government regulations such as HIPAA, OSHA and infection control. TMC services include on-site employee training, customized compliance manuals, office inspections, and ongoing client support through monthly newsletters and a fully staffed Client Service Center. For additional information call 888-862-6742 or email [service@totalmedicalcompliance.com](mailto:service@totalmedicalcompliance.com).*



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## James B. Edwards College of Dental Medicine Update

### Office of the Dean

The James B. Edwards College of Dental Medicine at the Medical University of South Carolina has been very busy this past month! From promotions to community service, we have participated in almost everything.

The most exciting news that has come out of CDM would most certainly be that thanks to our namesake, Dr. James B. Edwards and his wife, Mrs. Ann Edwards, we were able to obtain a fully funded endowed chair. We are proud to announce the College's first-ever endowed Chair, the Dr. James B. Edwards Endowed Chair in Oral and Maxillofacial Surgery, which will be held by our own, Dr. Martin Steed. As many of you are aware, Dr. James B. Edwards was a towering figure at the Medical University of South Carolina. From the moment he became president of MUSC in 1982, he worked tirelessly to build an institution that was second to none in terms of quality care, instruction and research. Dr. Edwards and his wife, Mrs. Ann Edwards, helped MUSC forge a national reputation for health care excellence, setting a pace for growth and progress that continues to build momentum today. As for Dr. Steed, he is a highly respected educator and leader who joined the College from Emory University in 2013. Steed is a 1997 graduate of the University of Buffalo School of Dental Medicine and completed an Oral Medicine residency at the University of North Carolina, Chapel Hill in 1999. He obtained his training in oral and maxillofacial surgery from Emory University School of Medicine. We are not only grateful and excited but honored to hold such a position within our College.

In regard to one of our College missions, research has always been of high priority. Just as of the past few weeks, over ten of our faculty members have been either honored with scholar/fellow positions, renewed grants, or participated in the discovery of fascinating new research developments. For example, Dr. Joni Nelson was recently awarded as a scholar for the Mentored Research Development Award, DE-CTR ACCEL Program. The purpose of her research is to evaluate trends in dental health behaviors and beliefs (i.e., value systems) among sociodemographic factors and examine the degree to which Medicaid expansion impacts dental service utilization and consumerism. Along with that, Dr. Yao recently renewed his NIDCR R01 grant in TMJ studies, with a 5-year award totaling \$~2.4M for a project period from February 1, 2021 to January 31, 2026. This grant will translate animal study findings from the previous R01 grant to human studies for enhancing TMD diagnosis and treatment.

This is a collaborative research with Drs. Lecholop and Steed in the Department of Oral and Maxillofacial Surgery and Dr. Janice Lee (NIDCR Clinical Director) at the NIH Clinical Center. We also held our 11th Annual Scholars Day, albeit being virtual. If you were not able to participate, be sure to take a moment to watch our awards ceremony to learn more about the outstanding research that came out of our students, trainees and faculty members.

Finally, many individuals have joined our college or even been promoted within! The Department of Orthodontics is pleased to announce the addition of Dr. Ildeu Andrade to their faculty, who will serve as Program Director. Also, Dr. Özlem Yilmaz, D.D.S., Ph.D., has been appointed Chair of the Department of Oral Health Sciences within the College of Dental Medicine. Dr. Yilmaz will oversee all aspects of Oral Health Sciences, including representing oral health not only within the university but externally including the NIDCR/NIH. She began her new role effective February 15, 2021. Dr. Yilmaz will lead our strong team of oral health professionals to a new tier of success.

There is always exciting and innovative information coming out of the James B. Edwards College of Dental Medicine. With that in mind, be sure to follow us on Facebook and Instagram to stay up to date!



The MPA Strategies team  
is thrilled to work with the  
SC Dental Association!

MPA is a statewide marketing, public relations and association management firm. Our goal is to promote positive news about the SCDA, its members, and the role dentists play in the overall health and wellbeing of the people of South Carolina. Help us promote you and your dental practice! Send us any community events or interesting activities happening at your office to [apatrick@mpastrategies.com](mailto:apatrick@mpastrategies.com).



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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 the other awards.

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\_\_\_\_\_  
*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*

\_\_\_\_\_  
*Phone Number*

*Do you wish to remain anonymous? Yes \_\_\_ No \_\_\_*

***Your nomination form, letter of recommendation, and the nominee's CV must be returned by July 16, 2021 to the SCDA office. Nominator must be an SCDA Member.***

***These awards will be presented during the 2021 Annual Session in Charleston, SC.***



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- Dr. Stan Lowrance, Rockwall TX



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## To Dream of a Dental Clinic that Never Filled a Cavity

By Dr. Julia Mikell, SCDA President

In memory of Dr. Rocky Napier.

I suspect we may never know a more dedicated, passionate, and involved member of our South Carolina Dental Association (SCDA). I will leave it to our SCDA historian, Gene Atkinson, to accurately document Dr. Napier's legacy, however, this month my message to you comes straight from excerpts of Rocky's monthly bulletins from 2017 when he served as SCDA President. When I think of Rocky, I think of his words, either written or spoken, but always with exceptional purpose and forethought. I chose ones that highlighted his beliefs that dentistry is the best profession in the world, it is a privilege to be a dentist, and with that privilege comes a responsibility to serve your fellowman. He held himself, all dentists, the SCDA, and our profession to the highest standards of what it means to be a doctor. His words, like his favorite singer Elvis, still ring true and hopefully will for generations to come. (Did you ever notice that Rocky, like Elvis, only needs to go by his first name?)



(Feb 2017 - our mission to take care of children) Our SCDA does more today for children than I ever imagined we would do as recent as only 10-12 years ago. I wish I could personally recognize and thank each of you because the work you do is so important. Additionally, I want to thank each of you because in addition to your time and materials, the SCDA and the SCDA Member Benefits Group has and continues to help fund many oral health literacy and children's dental health projects each year that pair so well with our legislative agenda, while educating so many dentists and policymakers regarding the value of our outreach. At the museum alone, we help deliver a positive oral health message to more than 217,000 children and their parents, grandparents and caretakers each year. Additionally, our work with the SC DHEC Oral Health Division, the SC MC Dental Program, and other events still reach well over 500,000 children annually.

Regardless of what you believe or how you believe it, we were put here as part of something far much bigger and more important than ourselves. We were put here to help each other relentlessly, with compassion and without discrimination else we would all eventually fail. Our emphasis is to be on the most vulnerable. Within 15 minutes of every dentist's office in this state, there are at least 100 very young, unique, and needy children. None of them had the opportunity to pick their parents or their condition at birth. You will be surprised how many go a day without a bath, are put to bed without a meal, and/or have no idea that somebody really loves them. Still, they remain our profession's, our policymaker's and our fellow man's most precious resource for the future. Please get to know them and help them. Teach them all you can and always tell them you love them.

(June 2017 - our responsibility to take care of our profession) It falls to each of us to be those anxious, jealous guardians of our profession; to embrace the joyous task we've been given to continually try to improve this great profession of ours. I say this because, for all our outward differences among the various specialties, we all share the same proud title of Doctor.

Ultimately, that is what our profession demands. It needs you. Not just when there's an election, not just when your own narrow interests are at stake, but over the full span of a lifetime. If you're tired of arguing with yourself as you drive down the highway, try calling a colleague and together set out on a path to make things better for your fellowmen and for your profession. If something needs fixing, lace up your shoes and do some organizing. If you're disappointed by your leadership, grab a clipboard, get some signatures, and run for a position on the State Board of Dentistry. Get involved. Show up. Dive in. Persevere. Sometimes you'll win. Sometimes you'll lose. For those of us fortunate enough to have been a part of this work, to see it up close, let me tell you, it can energize and inspire. Your faith in dentists - and in the profession of dentistry - will be confirmed.

(Sept. 2017 - dentistry ) As members of the SCDA and the dental profession at-large, we have to remember that the learned profession of dental medicine is much bigger than any of us individually or all of us combined nationally or internationally. Imagination, hopes, dreams, inclusion, sacrifice, teamwork,



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## Start Up Practice



"I recommend DAG to every dental practice. Acquiring new patients is easier now, and we have doubled our production."

Dr. Natasja Bevans

## Practice Acquisition



"I have been working with Dental Advocacy Group for just over two years now and could not be more pleased.

Their team takes the guesswork out of credentialing and re-credentialing that can be tedious, to say the least.

The fee schedules are significantly greater than any I have been able to negotiate in the past on my own. Without DAG, I would not be able to achieve the results in PPO profitability that I have now."

Dr. Jake Noel

## DAG's Chief Member Advocate



"Because I know firsthand how hard dental offices work, I am passionate about helping practices increase revenue, through acquiring more equitable fees, from insurance companies. You shouldn't have to give away dentistry for the benefit of being in network. "

Dr. Jim Bolt  
30+ Years of Private Practice

## PPO Practice



"I appreciate what DAG has done, not only for my office, but for my stress levels and my life. Joining DAG is possibly the best business decision I have made so far."

Dr. T. Lance Collier

## PPO Practice



"Dental Advocacy Group has been a great partnership. While remaining in-network with most insurance companies, we saw a substantial increase in our insurance fees.

This enabled us to continue to provide a unique experience and offer the highest standard of care while remaining in-network.

The whole team is eager to help and very efficient. Our relationship with DAG couldn't have been more timely; the increased fees saved our company while navigating the impacts of COVID-19."

Justin Micheau, Chief  
Operating Officer

## PPO Practice



"Having the Dental Advocacy Group assist me in utilizing more appropriate PPO insurance reimbursement schedules has had a significant impact on my gross revenue this year. I highly recommend them."

Dr. Matthew Kirkley

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devotion, loyalty, duty, camaraderie, perseverance, mentorship, and most of all, compassion - those are just some of the things that will always keep us a true learned profession, if we strive for them all day, every day.

(Dec 2017 - potpourri of Rockyisms) SC Senator Kay Patterson said on the floor of the Senate in his farewell speech in 2008, if you ever want to know what is going to happen in the future, make sure you have studied all that has occurred in the past. Our profession is not the first to be encroached upon by the government, the insurance industry, and alternative delivery systems. Let's not forget the miscalculations of the past. Let's make sure we stay prepared for our future opportunities, and let's make sure we always know our history. The world's greatest profession depends on you and so does the oral health status of ALL your fellowmen.

To that end and before I close, let me share with you a story about Arnold Palmer. Mr. Palmer took the profession of golf from nothing to a worldwide presence and status no one could have ever imagined. His lesson, he did so by being his profession's greatest ambassador. Yet, he remained a very common down to earth man. To me, his most important lesson goes like this. Actor Chris O'Donnell was playing with Arnold as a team in the Lexus Challenge one year, a pro-am event for 12 senior champions and 12 celebrity amateurs. It was a unique format since the celebrities' score figured into the purse. They were playing a par 5 and while Arnold out drove Chris, he was in some trouble. Chris started to pull out a short iron and lay up. When Arnold saw that, he ran out of the rough and across the fairway towards Chris yelling, "Hey! Don't you ever lay up for me! You hit that 3 wood." No matter where you are in giving back to your profession and volunteering for this Association, I hope you didn't lay up because of me and don't you ever lay up for anyone else. When it comes to serving the public and preserving your profession, always give it your absolute best. At the end of the day, we will all be winners.

In closing, when Elvis was one recipient of the Ten Outstanding Young Men award from the Jaycees in 1971, he said, "When I was a child, I was a dreamer, I read comic books and was the hero of the comic book. I saw movies and I was the hero in the movie. Every dream I ever dreamed has come true a hundred times." He went on to say while paraphrasing a song, "I'd like to say; I learned early in life that: "Without a Song," the day would never end; "Without a Song" a man ain't got a friend; "Without a Song," the road would never bend, "Without a Song". So I keep singing a song."

It has been said, the greatest gift you can bestow upon someone is the gift of leadership. I can never thank all of you enough for the confidence you placed in me and your ongoing support. As a child, many times I dreamed just like Elvis. In fact, many times I wished I were Elvis. However, I never dreamed I would be a dentist, much less a pediatric dentist. I never dreamed I would be here today, much less your President. I never dreamed that I would have all the answers, but perhaps maybe a few. At the end of this 12-month period, like Elvis, I'll just have to keep on dreaming and singing. Maya Angelou said, "A bird doesn't sing because it has an answer. It sings because it has a song." For this brief year, I sincerely appreciate you allowing me to sing on your behalf.

(Jan 2017 - importance of mentors) Stephen M. Wolf said, "Each of us can look back upon someone who made a great difference in our lives, someone whose wisdom or simple acts of caring made an impression upon us. In all likelihood, it was someone who sought no recognition for their deed other than the joy of knowing that, by their hand, another's life had been made better."

(Rocky was one of those people for me, and if you knew him, he probably was for you too.....and finally his signature sign off....)

Until next time, Docere, Doctor, Teach! Thank-you for always giving back!! Talk with you later -

Rocky



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# Classified Ads

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**Palmetto Dental Personnel Inc.** is owned and operated by a dental professional with 30 yrs experience and has exclusively provided professional staff for Columbia and the surrounding areas. PDP has dental hygienists, assistants & front office personnel available for temporary and permanent positions. Contact Gail Brannen 800-438-7470, fax 866-234-8085, [gbrannen@palmettodentalpersonnel.com](mailto:gbrannen@palmettodentalpersonnel.com) or [www.palmettodentalpersonnel.com](http://www.palmettodentalpersonnel.com).

**Intraoral X-Ray Sensor Repair/Sales-** We repair broken sensors. Save thousands in replacement costs. Specializing in Kodak/Carestream, major brands. We buy/sell sensors. American SensorTech 919-229-0483 or [www.repairsensor.com](http://www.repairsensor.com).

## Locum Tenens/Positions Wanted

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. View specific opportunities at [www.DentalPower.com](http://www.DentalPower.com) or 800-710-9720.

## Positions Available - Dentists

**Volunteer-Helping Hands Dental Clinic** (Georgetown). Th 5 pm. 843-527-3424 or [acct.hhands@gmail.com](mailto:acct.hhands@gmail.com).

Nonprofit located on Johns Island is seeking **volunteer dentists** and taking applications for a part-time, contracted dental director. Clinic provides free, comprehensive dental care to uninsured Sea Island residents. Multiple, flexible volunteer dentists positions available. To volunteer or apply for the dental director position, email [info@olmoutreach.org](mailto:info@olmoutreach.org).

**Downtown Columbia SC** practice looking for a full time associate. Base salary plus commission. Signing bonus plus attractive benefits package. Will consider a partnership with the right candidate. Send resume to [james@garnersferrydentistry.com](mailto:james@garnersferrydentistry.com)

Large group practice seeking **associate dentist**. Positions in Indian Land and Rock Hill. Competitive/excellent pay for qualified candidate. Experience preferred. State of the art facility. Must have great work ethic, excellent skills, good chair-side manner. Email CV [smilingdds1@gmail.com](mailto:smilingdds1@gmail.com)

**St George/Santee/Holly Hill, SC-** Looking for dentist to expand our staff at growing dental group. 4-5 days per week in St. George/Santee. Prefer to live within 25 miles of practice. 8 dental hygienists/18 op practice. Contact 843-560-2226 or [drgarris@bellsouth.net](mailto:drgarris@bellsouth.net)

D4C Dental Brands is currently hiring a **Pediatric Dentist** for positions in SC. We are dental specialists owned practices looking for support for one of our locations in Charleston. Our offices are child friendly, fun and committed to quality dental care. We offer benefits and competitive compensation. Visit us online [d4cdentalbrands.com](http://d4cdentalbrands.com).

Established state-of-the art practice looking for a 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](mailto:contact@carolinasmiledentistry.com).

ISO Associate Dentist 1-3 days per week. 35 miles outside **Charleston, SC**. Looking for stable, experienced, reliable long-term associate for small, rural beach town practice. Must be proficient in molar endo. Must be able to work independently. [seannamattison@gmail.com](mailto:seannamattison@gmail.com)

Associate **Periodontist** needed in privately owned, fee for service practice in Greenville/Anderson area with interest in future partnership. Experienced periodontists and new graduates welcome to apply. Email questions and resumes to [frontdesk.fine@gmail.com](mailto:frontdesk.fine@gmail.com).

Busy group practice in **Fort Mill, SC** is seeking a part time orthodontist to join our expanding team. Our orthodontic department is fully established with a large referral base. We have wonderful staff, excellent compensation and earnings potential. For more information or consideration please submit CV to [beth@friendlydentalgroup.com](mailto:beth@friendlydentalgroup.com).

Dentist needed for busy FFS practice. New state of the art, well established practice. Taking over busy schedule for retiring doctor. Incredible work culture. High income potential pay 30% on gross not collections. Practice is located in **Kershaw** and has a strong community presence. Contact Kevin Kelly 803-351-8867.

Bela is growing! Dentist needed near **Lake Murray**. Lake life with lower cost of living. Practice is growing/expansion in the near future. High income potential pays 30% on gross not collections. State of the art facility and technology. Contact Kevin Kelly 803-351-8867 or [kkelly@beladentistry.com](mailto:kkelly@beladentistry.com).

Live Oak Dental is looking for a PT General Dentist to cover our **Bowman and Cameron** locations while our dentist is out on maternity leave. We are expecting to need coverage 2-1-2021 through 4-1-2021. [liveoakdentalassociates@gmail.com](mailto:liveoakdentalassociates@gmail.com).

**Bluffton** Cosmetic and Family Dentistry fee for service, heavy on implant dentistry. Need solid proficient General Dentist. Cosmetics are main practice driver. Part time to full time. Email CV to [jason.korkus@gmail.com](mailto:jason.korkus@gmail.com).

Dentist needed 2 days a week for busy general dentist office in the **Columbia** area. Should be proficient in extractions and some endo. Resume can be faxed to 803-736-2891 or call 803-238-1267.

An excellent opportunity for a Dental Associate to join a thriving & prosperous pediatric dental practice in Charlotte, NC area. **15 dental chairs, 6 private** rooms, 3 bay areas. Guaranteed starting salary \$250,000 per year with medical benefits, vacation, malpractice insurance, continuing education and [holiday.pedodds@pedodoctor.com](http://holiday.pedodds@pedodoctor.com).

**Dentist** with 3 yrs experience in clinical dentistry; prefer 1-2 years experience in teaching either didactic or clinical, preferably with dental hygiene and assisting students. The full position announcement.

Do you love children? Children's Dental Group is seeking a motivated dentist to serve our community at our privately owned practice in **Irmo**, 1-5 days/week. Competitive & fair compensation. Come join the fun with our amazing team! Please send CV to [tonia@childrensdentalgroupsc.com](mailto:tonia@childrensdentalgroupsc.com) or call 803-600-7211.

**General dentist** needed for well-established practice with a new state of the art facility in the Fort Mill area. Please send resumes to [jasonprescottmd@gmail.com](mailto:jasonprescottmd@gmail.com).

Solo practitioner looking for **maternity leave** coverage for August 2021 in Irmo SC, 4 days per week. Great staff, up to date office and would really appreciate help for the month. Peak Dental [hello@peakdental.com](http://hello@peakdental.com).

Solo general dentist in **Camden** is looking to hire a passionate and caring Associate Dentist (general or pedo) to perform routine and complex dental procedures on children and young adults. Requirements: DDS or DMD license, valid SC state license, active federal and state DEA, nitrous oxide experience. [afriday@firstsmilesdentalofcamden.com](mailto:afriday@firstsmilesdentalofcamden.com).

Well-established, award winning **private pediatric** dental office seeking both general and pediatric dentist for associateship and possibly partnership. Compensation includes sign-on bonus, PTO, health benefits, CE allowance, paid malpractice, 401K and competitive pay. Email CV [kidsdentalresumes@yahoo.com](mailto:kidsdentalresumes@yahoo.com).

We are a rapidly growing company focused on **telehealth emergency dental services**. We provide visual examinations using videoconference technology and then prescribe medications as appropriate for the patient. Join us in expanding access to care for millions while working where and when you want to. Minimum 2 years of post-training, clinical experience required. Medicaid credentialing required. <https://bit.ly/PanelistRecruitment>

Dentist needed in **Laurens, SC**. We are looking for a general dentist to help us meet our goal of "providing affordable dental services in a caring, christian environment." We are 30 minutes from Greenville-Spartanburg and need a part to full-time associate. Email resume or questions to [laurenslawton864@gmail.com](mailto:laurenslawton864@gmail.com).

Seeking full-time GP associate for **Rock Hill/Lake Wylie area**. We are a two-office private practice with a reputation for excellent service and care. The ideal candidate will possess superb chairside manners and strong diagnostic and clinical skills. Pay based on percentage of collections with guaranteed base. [drvanessanvargas@yahoo.com](mailto:drvanessanvargas@yahoo.com)

High-tech dental office seeks superstar Dentist! Serving the **Mount Pleasant** community for over 30 years. We have a terrific staff, benefits and competitive compensation. Please visit us at [pleasantfamilydentistry.com](http://pleasantfamilydentistry.com). Email resumes to Heather at [hrourek@pleasantfamilydentistry.com](mailto:hrourek@pleasantfamilydentistry.com).

#### **Positions Available- Staff**

SCDDSN Whitten Center in Clinton SC is looking for a PT licensed **dental hygienist** to perform dental screenings and dental hygiene procedures on residents to optimize dental health. Assists the dentist with dental procedures as needed and provides training to residents and staff regarding maintaining good dental health. Email resumes to [octavia.amedofu@ddsn.sc.gov](mailto:octavia.amedofu@ddsn.sc.gov) or apply at [careers.sc.gov](http://careers.sc.gov).

Well established practice with a new facility in the SC side of the greater Charlotte area looking for an **insurance and billing coordinator/office manager**. Experience with dental insurance a must. Competitive pay with a full benefits package. Please send resumes to [scresumes123@gmail.com](mailto:scresumes123@gmail.com).

Seeking Registered Dental Hygienist in **Lexington**- immediate opening for a RDH. Flexible working hours, high income opportunity. Job duties include cleaning patients' teeth, taking x-rays when necessary and teaching patients the importance of good oral hygiene. Candidate should be positive, motivated and a team player. [Tdbrittneye@gmail.com](mailto:Tdbrittneye@gmail.com).

Seeking Registered Dental Hygienist in **Greenville**- immediate opening for a RDH. Flexible working hours, high income opportunity. Job duties include cleaning patients' teeth, taking x-rays when necessary and teaching patients the importance of good oral hygiene. Candidate should be positive, motivated and a team player. [Tdbrittneye@gmail.com](mailto:Tdbrittneye@gmail.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.

General practice for sale in **Pee Dee Region**. Attractive, renovated facility, 3,500 sf with 8 ops (3 used for hygiene). Excellent streetside visibility. Steady new patient flow even with limited marketing. 2019 income projected to be \$1M+. Contact [transitions@mcgillhillgroup.com](mailto:transitions@mcgillhillgroup.com).

**Greenwood** dental office for sale or lease. The free standing building has 6 to 8 operatories with a city owned children's park beside it. 864-229-6719.

Dental office for rent across from **Lexington Hospital**. 2,200 sq ft with 4 equipped operatories, digital x-ray room with Planmeca 3D imaging. Full lab. 803-794-4472.

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! For details contact Courtney Howell Robinson, 843-324-0703, [courtney.robinson@henryschein.com](mailto:courtney.robinson@henryschein.com). #SC1533

**\$1M+ Metro Columbia**: Collections of \$1.3M+ on 8 doctor and 8 hygiene days with 3,000+ active FFS/PPO patients. Beautiful office building with 8 ops, 1 is unequipped, additional office space upstairs and state of the art equipment, Cerec and Cone Beam. The building is offered for purchase or lease. SC-6625 Contact: AFTCO 800.232.3826

**Merger Satellite Opportunity**: Excellent satellite opportunity or merge this GP practice into your own! Looking for immediate growth; there is nothing better than a merge-in. 3 ops, digital x-ray and paperless patient files with collections of \$400K+ on 4 doctor and 4 hygiene days. SC-6755 Contact: AFTCO 800.232.3826.

**Charleston Opportunity**: Well-established GP open 4 days/wk and collecting on average \$400K/year and has 1,300+ active patients. The 1,500 sq. ft. office has 3 ops and uses Easy Dental. Most specialty OS, endo, perio and ortho are referred out leaving ample room for growth. SC-6755 Contact: AFTCO 800.232.3826.

Practice For Sale: **Coastal beach** town practice 40 minutes outside Charleston, SC. Totally FFS 2-3 days per week with opportunity for growth by adding endo, implants, etc. Brand new CBCT. High income patient population. Nearby real estate available. 843-737-2175.

Well-established general dental practice for sale in **Newberry, SC**. loyal and consistent patient base. 5 ops in 2,177 sq. ft. of space. 2020 collections were approx. \$600,000 with the selling doctor seeing patients 4 days per week. Contact McGill & Hill Group for more info. [Matt.kosciewicz@mcgillhillgroup.com](http://mcgillhillgroup.com).

**Western North Carolina** Pediatric Dental Practice- Pediatric dentist interested in bringing on a 50/50 partner to accommodate the incredible growth. Located in a large office building w physical expansion opportunity. 6 operatories. Collections of \$1.87 million and EBTIDA of \$300,000. 3,000 active patients. Real estate opportunity. Contact Kaile Vierstra with Professional Transition Strategies: [kaile@professionaltransition.com](http://kaile@professionaltransition.com).

#### **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](mailto:charles@mstxs.com) or 843-697-7567.

**For sale**: Dental equipment, chairs, lights, cabinetry, x-ray. Call 803-783-2686.

Brand new, never been used, **Astra Tech Implant System**. Includes hand piece, inventory of implants, everything needed to start implants in your practice. Priced new at \$18,000 will consider \$10,000 obo. Contact [hmfingar@gmail.com](mailto:hmfingar@gmail.com) or 843-816-6668.

**Equipment for sale**: 2 Marus dental unit with light- \$800 ea, 1 Nitrous oxide delivery and monitoring system- \$800, KAVO Prophy jet polishing handpiece- \$175, Rotary endo handpiece- \$700, Daylight x-ray film loader- \$450, Dentrax Digital x-ray unit- \$700, 2 Visible curing lights- \$150, Caulk Vari mixer- \$50 and Apex Finder (Sybron)- \$200. \$4025 or Buy All and price reduced to \$3500. Contact [jamesmoore6@aol.com](mailto:jamesmoore6@aol.com).





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to learn how much your membership could save you.