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Published by the
South Carolina
Dental Association

Design: Maie Burke

www.scd.org

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SCDA Presidents Address

By Dr. Ron Wilson, SCDA President

During all of the revisions I have made to this over the last few days I thought I would try to limit this to three minutes. Kind of like the amount of points the Tigers limited my beloved Gamecocks to last Saturday.

For those of you that really know me you will know I love film. I have studied them, written them, and during my time in dental school even made one. It was more fun than setting denture teeth after all. But I doubt any of you could name my all time favorite. Star Wars, The Godfather, Blue Velvet, Raising Arizona, not even 1941 is the actual answer. It's Annie Hall. I can't really tell you why. It just is. I find it funny and charming and sadly.... real. It tore down the construct of what a romantic comedy from Hollywood had to be. It was a comedy but not in the classic sense. The ending wasn't happy and you knew that from the beginning. Spoiler alert. The main characters, Alvie and Annie, don't end up together.

What has this got to do with the SCDA? Why even bring it up? Well. Annie Hall begins with a joke and isn't that how you are always supposed to open? It goes a little something like this: "The other important joke for me is usually attributed to Groucho Marx... and it goes like this...I'm paraphrasing...I never want to belong to any club that would have someone like me for a member."

So. As I look around the room and see such dignitaries as Dr Bragdon (David Watson this line was intended for you but you just HAD to being doing ADPAC) it makes me really question my judgement or yours for putting me here to begin with.

Yet talking to my colleagues here is nearly pointless. We are the true believers. We already do the bulk of the work for this organization. We take advantage of member benefits and work all the DAD PROJECTS.

Crass endorsement warning:

- 1- TDSC. If you don't know those initials ask me or Mark Brown. It will save you money on your dental supplies.
- 2- DAD is coming back this year to Florence in November 2020. I don't know for sure but I think David Moss would love to discuss this more with you.

There you go, Phil. He asked me to somehow include that so I felt just blatantly ramming it in there would be the most effective way to get it done. And speaking of Phil, he is the embodiment of what Sun Tzu meant when he said, "Management of many is the same as management of few. It is a matter of organization." By hiring and maintaining an excellent staff he has been able to succeed and help your Board of Governors negotiate various stressful situations in the past, present, and I hope for a long future; and for his many years of doing this I feel he and our staff deserve a well earned round of applause.

Having said all of this organized dentistry today is not what it was twenty or even ten years ago. Our numbers are down. Significantly. In the past year alone we have lost almost a 10% market share nationwide. Where membership in our organization at one time was considered a duty now some see it as a burden. Why is that? What happened? If any of you have the answer to this please let us know. In spite of all we do at the local and federal level to help keep our profession as independent from government overreach as we possibly

Continued on Page 2

can dentists today do not seem to feel this is important. Again. I am preaching to the choir. We are all members of the ADA. We get it. But if we can not seem to spread the word to our colleagues that do not our numbers will continue to drop and we can become as irrelevant as the AMA.

In the 1950's the AMA had power. They had 75% of all physicians as members. That number is now less than 25%. With 75% they could go to Congress and essentially dictate policy during those days. When the Affordable Care Act came around do you honestly feel they had any lobbying power at all? Why would any member of Congress listen to this group when they were having literally millions of dollars thrown at them from lobbyists representing insurance and big Pharma? This is anathema to good medicine and healthcare but that's understandable when physicians make up only 3% of Congress and their lobby is on life support.

Our dental colleagues make up an even smaller percentage there at not quite 1% (5 members were voted in on November 6). Yet for now we are a stronger group holding about 65% of the market share of practicing dentists. This still gives us some clout politically, but this is waning. If our drop off is as precipitous as our medical colleagues we will be shaking our heads wondering what happened when many of you dentists that are in your twenties and early thirties are getting near my age. Do you want this for your profession? If not then it is time to stop making excuses and get involved more than going to a cocktail party or coming to a HOD meeting once per year, if you can make it. Like Abraham Lincoln said, "The best way to predict the future is to create it." And if you do decide to get involved don't just listen to what someone who is retired and out of touch tells you to do. Do what you know in your heart is best for you and the future of your profession. If you're getting advice on how to better manage your practice from someone who sold their practice to a corporation who do you really think has your best interest at heart? You or them?

To further show the discrepancy between medicine and dentistry, I was in the ER recently for a respiratory issue. They placed me in a hallway where they openly discussed my care there where anyone could hear. What I discovered that day is the fundamental difference between our two similar yet drastically different professions. The odd thing was that that very day I had driven to my office in order to meet a patient to give her two prescriptions. One for an antibiotic and one for pain meds. How many physicians do you think would do that? I am fairly certain that unless it were a boutique practice where this would part of what you are paying for this would not happen. Long gone are the days of house calls. As dentists house calls aren't really practical. Our equipment just isn't set up for travel. Yet in the ER I was never seen by a doctor. I saw a physician's assistant. Granted this person was as knowledgeable as any ER doctor I had ever seen for my particular issue but it stressed to me that medicine in our country has been irrevocably broken yet Dentistry as a whole is not. YET.

That's a scary thought to me. As I have been contemplating taking on this leadership role over the last year I began to think outside of the box. What can we do to better promote our organization and profession as a whole and maybe attract new members? It was with this in mind that I decided the SCDA needs a PR firm. So you may question why I think the SCDA needs a PR firm. My question to the House is why did it take me to even think up this idea? The media loves to decry the evils of our profession. Let me just read to you the opening paragraph from an article on vice.com from 2015.

"Dentistry is one area of medicine that seems permanently stuck in the Middle Ages. While other branches of health care have begun to grow penises in petri dishes or grapple with the ethics of robot doctors, dentistry hasn't really evolved beyond refining variations on cleaning, drilling, and yanking teeth as if this were all a painful game of human Bop-It. Yes, there certainly have been remarkable advances made in the field that has its roots in tooth keys and blood letting. But such progress is undercut by the truly horrific stories of things that can happen in the dentist's chair".

The article then goes on to describe patients that have suffered at the hands of practitioners either physically, financially, and yes even sexually. This has got to stop. Yes, there are bad dentists, but there are bad seeds in every profession known to man. It is time to take a stand against the negativity and promote all of the good we do in this state. Tout good doctors serving their fellow man. Promote DAD and all the free and life changing dentistry we perform. Let them know about the Dental Lifeline Network and the doctors we have that do this unsung every day across the state. Tell them how we are a major sponsor for the SC Marionette Theater and how we utilized this just last year to reach over 10,000 children from our state about good oral hygiene and that the dental office does not have to be feared.

SCDA House of Delegates Meeting- December 6, 2019

Photos by Dr. Gene Atkinson, SCDA Historian



Dr. Scott Cayouette and Dr. Ron Wilson



Drs. Cayouette, Turbyfill and Edmonds



Dr. Walter Turbyfill addressing the House



Drs. Scott and Monica Cayouette and Ron Wilson



Dr. Ron Wilson addressing the House



2020 Elected Officers

Here is the reality of it. Dentistry's golden age has passed. This isn't to say that our profession isn't still a great way to serve our fellow man (and let's face it that's while we should all be doing this) but external influences abound that are sully how we practice. Insurance companies now dictate treatment. Corporations buy and sell practices because they can and mid levels will become a reality sometime during your career. The only way to survive and therefore thrive in the future is through strength in numbers and this is where the ADA is the most important. We are entering what I call the Iron Age of Dentistry, and as the proverb says, "Iron strengthens iron." We have to be unified and through this unity we have power. When we speak politicians do listen. Ask any students who have attended the Washington Leadership Conference. They can attest to not only how strong we are at the event but how well received we are by our Congressmen. The only way to ensure not only your future but the future of our profession as a whole is through your continued support for your organization. Your ADA.

So in closing I want to refer now to the end of Annie Hall. Woody's character sums up his participation in relationships with this joke: "This guy goes to a psychiatrist and says, "Doc my brother is crazy. He thinks he's a chicken.' The doctor says, 'Why don't you turn him in?' The guy says, I would, but I need the eggs."

So, from the outside looking in you have to appear a little crazy to want this job. And who knows, maybe I am. But I know a lot of you people love a good egg and let's face it... you Clemson fans can always use another chicken to beat up on.

History of the South Carolina Dental Association 150th Anniversary, 1869-2019

Dr. Gene Atkinson has announced the release of this 336-page book. He has spent eight years compiling this book including, 265 pictures of SCDA moments, and recounts the history with a special emphasis on the last 50 years.

The cost of this history book is \$25 each (Great gifts for friends and family) to maintain a copy please contact the SCDA office 803-750-2277 or scda@scda.org. First 100 year book also available for \$5.00.

DENTAQUEST AND SCDHHS

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

DentaQuest serves as administrator of the Healthy Connections dental program for the SC Department of Health and Human Services (SCDHHS). We are committed to the success of the program and appreciate provider participation.

DentaQuest's Provider Web Portal, govservices.dentaquest.com, is a one-stop shop for verifying member eligibility, claim submission and status check, reviewing policy guides, accessing EOBs and more.

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



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Advocacy and Third-Party Issues Seminar

EDUCATIONAL OBJECTIVES:

Dental benefits and third-party issues are typically rated as one of the most critical concerns confronting dentists. The SCDA staff often receive questions as to what the SCDA and ADA are doing to help dentists when it comes to working with dental benefit plans. The SCDA and ADA have been and continue to be extremely active in advocating for dentistry.

Registrants will learn what the ADA is doing at both the federal and state levels regarding proposed legislation. You will learn how to receive individual assistance and receive information on the many valuable resources the ADA has to assist and educate dental offices on dental benefits issues.

INSTRUCTORS:

Dennis McHugh

Dennis McHugh is the manager of the American Dental Association's Dental Benefit Information Service and works in the Practice Institute's Center for Dental Benefits, Coding and Quality (CDBCQ). CDBCQ is the ADA agency responsible for promoting resources and information on dental benefit plans to employers and member dentists. In addition, CDBCQ responds to requests and helps resolve problems from member dentists regarding concerns with third party payers. He has been with the ADA for 16 years and prior to that spent 7 years working for the American Association of Orthodontists.

Date: Friday, April 17, 2020

Location: Cooperative Conference Center, 169 Laurelhurst Ave, Columbia

Registration: Begins at 8:30 a.m. **Seminar:** 9:00 a.m. – 12:00 p.m.

THIS EVENT IS OPEN TO SCDA MEMBER DENTISTS AND THEIR STAFF

Cost: \$25 – SCDA Member Dentist and \$10 – Each Additional Staff Member
Three (3) Hours of Continuing Education – Practice Management/Patient Relations

(Registration/Refund Deadline: Friday, April 3, 2020 – No Refunds Will be Allowed After this Date)

Advocacy and Third-Party Issues Seminar

Sponsored by the SCDA Member Benefits Group and the SCDA

_____ Name of SCDA Member Dentist (Print)

_____ Name of Staff Member (Print)

_____ Email Address

_____ Number attending seminar

Total Amount: \$ _____

Payment by check, make checks payable to SCDA

Credit Card Payment VI MC DIS AMEX # _____ Exp. _____ Vcode _____

Zip Code _____

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



South Carolina Dental Association is an ADA CERP Recognized Provider. ADA CERP is a service of the American Dental Association to assist dental professionals in identifying quality providers of continuing dental education. ADA CERP does not approve or endorse individual courses or instructors, nor does it imply acceptance of credit hours by boards of dentistry. South Carolina Dental Association designates this activity for 3 continuing education credits.

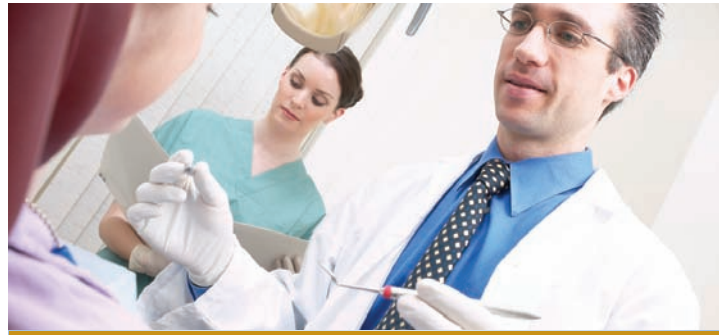
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The Word on Dental Supplies is Out- SCDA Member Benefits Group

By Mark Brown, Director of Operations

SCDA Members are taking notice of cost savings for dental supplies through The Dentists Supply Company (TDSC). Over just the past two months, SCDA Member utilization has grown by 20%, which is ironic, considering 20% is the average cost in savings members experience when purchasing supplies through TDSC.*

TDSC was founded 3 years ago by members of organized dentistry for members of organized dentistry nationwide. We launched this benefit in our state back in May and member utilization has been growing ever since. Effective last month, TDSC is now available in all 50 states. This is good news for the future of supply costs, because buying power 101 tells us that the larger we can grow this benefit, the better the pricing down the road.

Some of the benefits of purchasing dental supplies through TDSC are:

- 24/7 convenience of an easy-to-shop website
- 20% average savings
- Wide selection of supplies and small equipment
- Authorized sources for every single product
- Free shipping on every order, no minimums

"In just the first 3 months of ordering through The Dentists Supply Company (TDSC), I have saved enough money on my dental supplies to cover the cost of my annual SCDA membership dues twice over."
Ben Daniel, DMD

Fax or email a recent supply statement to the SCDA office at 803-750-1644 or scda@scda.org for a free cost comparison and gift card. Visit www.tdsc.com/southcarolina to learn more and start saving on your dental supplies today.

**Price comparisons are made to the manufacturer's list price. Actual savings on tdsc.com will vary on a product-by-product basis.*

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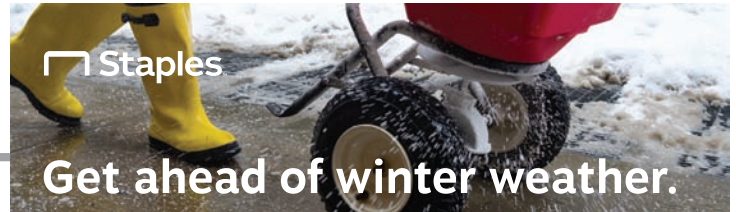
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We are pleased to announce...

Dr. Andrew Spiguzza has acquired the Loris, SC practice of Dr. Wesley Teal.

Dr. Robin Turner of USDT is pleased to have assisted in this transition.



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TekMD- A Seamless Extension of Your Back Office

By TekCollect, SCDA Endorsed Company

Revenue Cycle Management is an important component for any successful business, including your practice. One of the downsides is it can be a costly, time-consuming process and take your focus away from the vital job of patient care. If your practice is like most others, **you occasionally encounter patients that are slow to pay or just outright refuse to pay.** You might wonder, **what is the best way to deal with this situation?**

As a healthcare provider, it's important to maintain a healthy relationship with your patients as well as the patient responsible portion of your revenue cycle. It's for this reason, utilizing a third party, early in the account aging process will help prevent patient alienation.

Third-party vendors are trained and dedicated to improve your A/R management and serve as an extension of your internal efforts. These vendors should utilize third-party authority to leverage payment in a non-threatening manner and encourage patient recare.

Placing accounts with a third-party vendor early in the aging cycle helps to prevent charge-offs and patient ill will. When a patient is treated and then misses a scheduled payment after the EOB has been issued, why wait another 30 days to reach out? It's well documented that **age is the biggest deteriorating factor in the collectability of an account.**

TekCollect is one of the few third-party vendors equipped with the resources necessary to coordinate payment plans, provide statements, friendly Balance Verification Notices, courtesy calls, and more; well before the account is sent for collections. This establishes communication and stimulates cash flow, all while maintaining a non-alienating, patient-focused approach.

To make it easier to practice early intervention, TekCollect's new product, **TekMD, integrates with many Practice Management Systems**, including

- Eaglesoft
- Dentrix
- Open Dental
- And many more!

With this integration, they can send monthly statements to your patients, handle inbound and outbound calls, as well as manage and collect payments. All you need to do is select the accounts, and TekCollect will handle the rest.

TekMD serves as a seamless extension of your internal efforts. Dental practices who use early intervention report that **over 75% of the money they used to write off now stays within the practice** and important patient relationships are maintained as well.

TekCollect provides the most advanced accounts receivable, collections and client retention services available. To learn more about us, visit our website at www.tekcollect.com.

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Membership Corner

By Maie Burke, Membership Manager

2020 Membership Dues

By now you should have received your 2020 dues statement. Payment is due in the SCDA office by February 15, 2020 to avoid the \$100.00 late fee. Under SCDA Bylaws, a late fee only applies to the SCDA portion of the tripartite bill and is in the amount of \$100.00 of the original dues amount.

Membership lapses on March 15, 2020, if you have insurance with the ADA (Great West), it will stop. You will also lose your years of service with the ADA. If you have not received your dues statement, please email me at burkem@scda.org. Please make sure you get your dues in so we can continue to serve you in 2020!



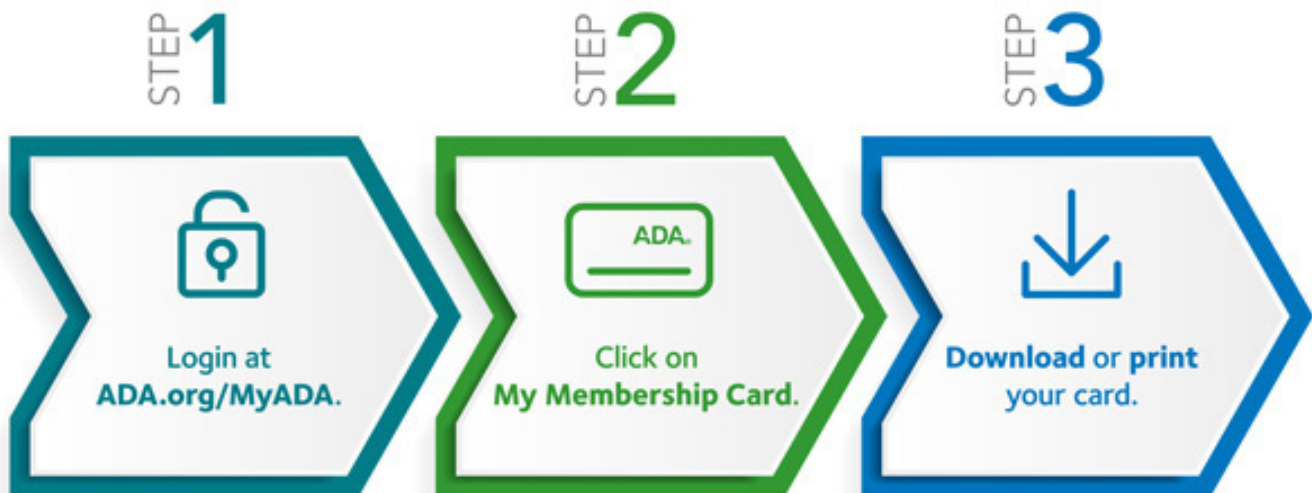
Reminder: You can pay your dues online!!

If you have recently retired, please let me know so you can receive a discounted rate!

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You can now access your ADA member card anytime, from anywhere online. Your new digital member card is available whenever you need it. Park it in your smart phone's virtual wallet or print it; the choice is yours. Just log in at ADA.org/MyADA and click the box labeled "My Membership Card."

Need help getting your card? The ADA is here to help. Call 800.621.8099 or email membership@ada.org.



Please let us know if you have any questions! We are looking forward to a great 2019!



Follow us on Facebook! We have posted pictures from our Conventions and DAD projects. You can save the pictures, tag yourself and share them with other friends on Facebook. Join our group today www.facebook.com/scdental. You can also follow us on twitter @SCDentalAssoc!

2020 Awards Program

Please take time to carefully consider individuals who you feel are worthy of the SCDA awards. Your nomination form, letter of recommendation and nominee's CV must be returned to the SCDA office by February 1, 2020. Nominator must be an SCDA member. Upon review of the forms, the Board of Governors will make the final selections.

These awards will be presented during the 2020 SCDA Annual Convention at the Hyatt Regency in Greenville, SC. The name of each recipient will be attached to a permanent wall plaque for each category or award at the SCDA office.

Please consider the following categories:

- George P Hoffmann, Jr., Distinguished Dentist Award
- Meritorious Achievement Award
- James B. Edwards Citizenship Award
- New Dentist Award
- Dental Team Member Award
- Special Recognition Award

For more information on each category or to make a nomination [click here!](#)

We look forward to recognizing these talented individuals in April!



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SCDA Dental Access Days

Florence Civic Center

November 12-14, 2020

More information to come on the SCDA website

Classified Ads

Dental Related Services

Palmetto Dental Personnel Inc. is owned and operated by a dental professional with 29 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 or www.palmettodentalpersonnel.com.

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Dentappraisal- Practice Valuations specializes in nationwide dental practice valuations. Our independent, in-depth valuations help you identify/verify a sales price or find significant growth opportunities in your current or future practice. Visit us at www.dentappraisal.com or contact our dental CPA at 877-419-4884 or kevin@dentappraisal.com to discuss your valuation.

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 or 800-710-9720.

Highly skilled Dentist with 17 yrs of experience treating patients/ managing team members and unblemished license. Seeking **FT private practice** Associateship to better serve patients in the Mt Pleasant/Charleston communities. Trained in the Dawson Academy/ CEREC technology, amongst other techniques. mkatz628@aol.com / 860-214-0751.

Positions Available - Dentists

Our Lady of Mercy's Johns Island needs **volunteer SC licensed dentists**. M-Th & Tue evenings. Jakki at 843-559-4493.

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

Columbia dental practice seeking highly motivated associate who desires income growth. Send resume to james@garnersferrydentistry.com

Creston Dental & Braces--Seeking **Associate Dentists** both FT/PT for opportunities in Charleston, Rock Hill, Columbia, Anderson, and a traveling role. Earn daily guarantee up to \$825/DAY + up to \$20K sign-On bonus/\$500 month student loan repayment/relocation/full benefits! Contact Renee Baron today at (404) 862-9685 or rbaron@hunterspence.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

Associate Dentist needed in Chapin/Lake Murray area PT/FT needed in privately owned, fee for service practice. Potential buy-in opportunity available. Send resume to southcarolinadentist7@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/16 op practice. Contact 843-560-2226 or drgarris@bellsouth.net

Dentist: **Associateship/partnership** opportunity. Our family owned and operated group practice in South Carolina, Pennsylvania, New Jersey and Iowa are seeking FT & PT General Dentists and Specialists interested in associateship, working independent and/or partnership model. Financial opportunity potential \$400,000+. Email resume dentist@admpcmail.com or call Ms. Kimberly 267-434-9786.

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.

Dentist/Associate- Midlands SC area Looking for a dentist with at least 5-7 years' experience to join our outgoing, caring and professional staff. Busy established modern office. Full time position. Emphasis on comprehensive restorative dentistry with focus on op, C&B, cosmetics and implant restoration. Send resume to sbuck8783@gmail.com or fax 803-790-0294

Benevis is currently **seeking FT/PT Associate Dentists, Orthodontists, Endodontists, Pediatric Dentists, Oral Surgeons and Anesthesiologists**. Looking for talented dentists who are interested in making a difference in communities. Competitive compensation, student loan repayment, sign-on bonuses, relocation, 401K, paid time off, health insurance and more. Edolia Wright edwright@benevis.com.

FT/PT dentist position available in fast growing area of **Lexington**. New facility with established patient base. Compensation negotiable with experience. Email pgoose@gmail.com or cell 803-600-3916

General dentist **1 to 2 days a week**. \$500-\$700 daily depending on experience, or 32% of collections. Downtown Columbia up to date office needs gen, endo, os & pedo. generaldentaldesk@gmail.com.

Full time **orthodontist** needed for dental/orthodontic office. Opportunity to partner in future. Please send resume and short intro of yourself to drw@acuitydental.com.

Fully equipped mobile unit traveling to rural SC is looking for a dentist to help change lives, need your help. Contact thepalmettopalace@gmail.com.

Florence area group practice seeking Associate Dentist. \$200-300K possible for motivated, experienced candidate. FT or PT opportunity possible. New grads welcome to apply as well. Email resume to jtepper409@yahoo.com or call 843-992-7348.

Myrtle Beach opportunity! 40+ year successful dental practice seeks additional dentists to replace those who are retiring or will be relocating. Great place to live, work and play. Please submit thorough resume. Complete privacy guaranteed. rycry@aol.com.

Are you a Dentist looking for a busy and established practice in **Rock Hill**? Look no further. Competitive compensation, benefits packages available, complete business and operational support, and Comprehensive treatment planning to majority PPO/fee-for-service patients. What more could you want? Email resume or referrals to mary.barfield@dentalonepartners.com or visit www.dentalonejobs.com today.

Dr. Alex Sharifian, owner dentist of Redstone Modern Dentistry in **Indian Land**, is seeking a growth-minded dentist to join his practice. He is prepared to invest significantly in someone who wants to own and grow a thriving, modern practice. Lucrative compensation & excellent benefits. voelkern@pacden.com.

ReGenesis Health Care is a federally qualified community health center serving **Spartanburg and Cherokee** counties. RHC has been awarded funding to establish a new facility in Union, SC. We are seeking to hire a Staff Dentist to provide general dental services to our patients. Contact Milikah 864-504-3611 or mbrown@myrhc.org.

Seeking an associate for our highly visible, established, busy, all digital practice located in suburb of Charleston, SC. Must be proficient in all phases of general dentistry. 1-2 years experience or GP residency preferred. Competitive pay, high growth potential. Schedule consistent. Looking to hire by January/February. rngilreath@hotmail.com

Pediatric Dentist - Columbia, SC Newly built, and fast-growing private, non corporate office located in Forest Acres in Columbia. This office is looking for the perfect fit for a high-touch pediatric experience, centered on patient care. Competitive compensation package. Contact Michaelrdoover@hotmail.com

Positions Available- Staff

We are looking for a **Hygienist** ready to create memorable patient experiences. Responsible for delivering direct dental care to patients under the general supervision of a Dentist. Ideal candidate will love working with kids (they make up 80% or more of our patient base). rwhitlow@benevis.com.

Busy office looking for **PT or FT RDH**. Ideal candidate will have 5 yrs experience, professional image, excellent communication and interpersonal skills as well as a positive working attitude. Reliability is paramount. Must be a committed team player and dependable throughout the year. Paid holidays, 401k, medical ins, excellent salary. Email resume: office@julianthomasdmd.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.

Office for rent in **Surfside Beach**, for afternoons 2:00 or 3:00, Monday-Saturday. 5 operatories, reception, waiting room, lab, lounge, fully equipped. office@dunesdentalservices.com.

Pee Dee Region, SC- Well-established Orthodontic office located on prime real estate. Consistently producing \$830,000 per year, this spacious office has one private treatment room along with a large bay with 5 chairs. The real estate is valued at \$335,000. Contact Henry Schein Professional Practice Transition Sales Consultant Courtney Howell Robinson, 843-324-0703, courtney.robinson@henryschein.com. #SC117

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 McGill & Hill transitions@mcgillhillgroup.com.

Spectacular GP for sale in SC. Real estate available for purchase separately. State of the art office. High profitable practice. Please contact Mike at mike@encompass-ihc.com for more information.

Columbia opportunity with excellent cash flow: large office, which has 4 ops and uses Dentrix software is located on the east side of Columbia. The practice collections are \$700K+ per year. The owner leases the space, so this could be an excellent merger opportunity. SC-6070 Contact: AFTCO 800.232.3826

Profitable **Metro Columbia** opportunity: very profitable practice, generating \$635K on a 4-day week, is in a stand-alone building. The office is completely digital and modern with 3 ops and room for expansion. The practice is almost 100% FFS with a solid active patient base. SC-6000 Contact: AFTCO 800.232.3826

100% FFS in **Clemson Area**: well-established practice is in a highly desirable area. The office is in a stand-alone building that will allow for continued growth. The practice has gross collections of almost \$500K. The office has 7 modern ops with computers in each room. SC-6004 Contact: AFTCO 800.232.3826

Established and fully equipped dental practice for sale in **North Augusta, SC**. Four operatories, new PAN/CBCT, Tru Def scanner, digital x-rays, and all software installed and functioning. 1660 sq feet. On average grossing \$485,000/year for the last 3 years. Fully equipped and ready to function immediately. Financing available nasmilescareers@gmail.com.

Spartanburg- Dental office available 1463 E. Main St, previously occupied by a pedodontist. To inquire please call 864-583-4110.

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.

North Charleston, SC- Gorgeous 3 op, General practice just 1 mile off I-26. Seller would like to close by soon. For details contact Courtney Howell Robinson, 843-324-0703, courtney.robinson@henryschein.com. #SC1118

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.

Brand new, never been used, Astra Tech **Implant System**. Includes hand piece, inventory of implants, basically everything needed to start implants in your practice. hmfingar@gmail.com.

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