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## President's Message

By Dr. Julia Mikell, SCDA President



Dr. Julia Mikell

It has been six months since we began this face-off against COVID-19. It may seem premature, but I want to talk about how we are ending the year. My three key words for dentistry in 2020 are ADAPTABILITY, FORTITUDE and RESILIENCY.

**Adaptability:** In 2020, survival in dentistry depends on adaptability. We have adapted to faceshields, N95 masks, thermometers and broken supply chains. We have adapted to federal and state assistance when we would normally be proud of our self-sufficiency. We have adapted to Zoom meetings and phone conferences. We have adapted to decreased human interaction with our colleagues, our co-workers, but most significantly with our patients. Even after 6 months, I still find myself trying to use extra facial expressions to convey my emotions when communicating with my patients chairside. It has become an added challenge to create a comforting and reassuring environment through unfamiliar layers of PPE. Since it has only been six months, it is still easy to remember how much adaptation we have gone through.

**Fortitude:** Showing that we care, not showing the wear. Hopefully you have had someone to acknowledge how much weight has been on your shoulders this year. As dentists and leaders of our practices, we have shown concern for everyone involved far beyond normal times. We have shouldered financial responsibilities of the costs of closing and the costs of reopening. We have shouldered responsibilities for decisions on safety protocols to see patients. We have also taken on the responsibility of determining the proper protocol for sick patients, sick employees, sick children of employees and even sick co-workers of employees spouses. (example: "Doc, My husband's driving partner at work tested positive for CV-19 yesterday. What should I do?") A whole new world of responsibilities was thrown on our doorstep without warning this year.

**Resiliency:** Who doesn't remember how good it felt to get back to work? In spite of the awkwardness of new protocols, we still have the satisfaction and hopefully the joy of helping our patients and sharing in the high and lows of their lives. Our patients still face serious illnesses and loss of family members. Our patients keep announcing new grandchildren, family weddings and graduations. And for our part, we still relieve severe pain or rebuild a patient's self esteem with transformative restorative care. Just as before this pandemic, we get our greatest rewards everyday from our patients both in what we do for them and in the relationships we share with them. I believe this love for our doctor-patient relationship is a tremendous drive and source of our resilience. Without this resilience, I do not think we would be rebounding as successfully in the midst of this virus.

Having adaptability, fortitude, and resiliency have been tremendous assets to weather these challenging times. We are not at the end of this journey yet, but I am confident that we have found a safe way to continue treating our patients while protecting them and our dental teams. Getting to this point, where at the end of the day you know you have done excellent work and you are able to go home feeling safe and well, is a huge accomplishment. You are each heroes to your patients, your employees, and your families.

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As our ADA President, Dr. Chad Gehani, has said many times this year, "We are in this together.". I am so thankful and so proud of the dentists in South Carolina and throughout our country who recognized that we had to face this problem with courage, integrity, and determination to persevere without compromising health and safety. If dentists had not been united in trusting and relying on the guidelines from the ADA, then I doubt we would have been as successful nationwide in our reopenings. With those guidelines, we had the knowledge to confront our challenges quickly and confidently. We have done much more than survive or persevere. We have adapted and innovated, and shown a tremendous commitment to our calling to care for our patients while maintaining the highest ethical standards. In the process, all of us, by our individual acts and our unified efforts, have succeeded in keeping dentistry respected, trusted and admired. Because we did this together, we owe each other a huge thank you and also a huge congratulations! I hope that we can all celebrate together in the not too distant future. In the meantime, treat yourself to a sirsee. You deserve it!

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](http://www.facebook.com/scdental).

You can also follow us on twitter @SCDentalAssoc!



## Handling Complaints Before they Become Problems

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In addition to the "odd" occurrences in 2020, complaints from dental patients are more abundant this year ranging from the use of Personal Protective Equipment (PPE) to billing, etc.

There are several things that can be done to address those complaints before they become major issues:

1. Alleviate confusion among your patients by holding staff meetings and trainings to keep everyone on the same page.
2. Find the right person in your office to handle complains, this can be an invaluable benefit toward building meaningful patient relationships.
3. Listen intently to what the patient is saying and try to understand the exact nature of the issue without taking it too personally or being judgmental.
4. Remember, individuals that take time to complain are offering you a chance to correct the problem.

In addition, some other key factors include:

1. Repeating what the patient is telling you to be sure you fully understand what the patient is saying.
2. Address the problem sooner rather than later.
3. Keep written responses to a minimal being concise and simple.
4. Maintain a copy(s) of all correspondence.
5. Document conversations in patient's charts.

Unfortunately, there are times when no matter what, the complaint cannot be resolved, and a mutual trust has been broken. When this occurs, the SCDA provides a mediation process. This process is a member benefit to provide a means to settle disputes between patients and dentists and prevent the dentist from lost time and money possibly tied up in court cases. Usually, the mediation process is very successful.

The patient can request mediation by going to the [SCDA website](#).

Additionally, these unfortunate circumstances may lead to a termination of the dentist/patient relationship. The SCDA also assists with this process to terminate the patient from a practice without risking patient abandonment. The dentist should:

1. Complete all work that has been started on the patient.
2. Inform the patient in writing.

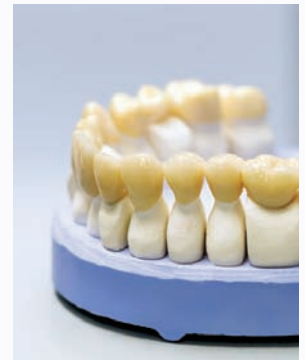
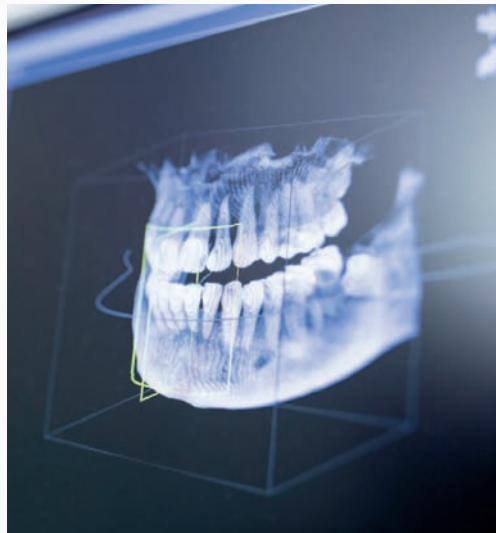
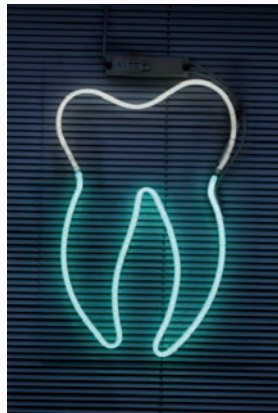
There are resources on the [SCDA website](#) to help.

For this and more information on patient complaints, please contact Sue Copeland at 803-750-2277 or via email at [copelands@scda.org](mailto:copelands@scda.org).

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## Are You Ready?

By Phil Latham, SCDA Executive Director

In case you haven't heard, the SC Legislature passed a law requiring the use of electronic prescriptions for all Schedule II, III, IV and V controlled substances. The SCDA worked on your behalf to delay the implementation of this legislation until January 1, 2021, giving you time to get an electronic prescribing system in place now.

Here are words of advice from South Carolina dentists already e-Prescribing as well as those now moving to comply with the mandate:

- Begin educating yourself and staff about electronic prescriptions today.
- Contact your current software vendor to discuss what options they offer. Most have add-on modules available to allow you to e-Prescribe.
- Confirm with independent vendors who offer e-Prescription tools that their software automatically integrates with your practice management system.
- Choose a service that also directly integrates with the South Carolina PMP AWARxE database for one-step prescription drug history verification.
- Allocate for fees to set up your e-Prescription software and for monthly fees going forward. Although, some services do not charge additional fees for setup.
- Pursue an e-Prescribing solution that assigns a real-life person as your project manager and advocate through the governmental registration process.
- Move quickly to find the e-Prescribing solution that is right for you. The set up and registration process takes 2 weeks or longer to complete. It's important to note that the process can only move as fast as the provider participates in the process. The provider's attention to the advocate's request for information and completion of the steps needed to fulfill the government's requirements are critical to expedite the process.
- Be careful going with free e-prescribe services. They typically limit you to mobile devices only and charge high fees for critical integration functionality.
- Seek out a truly comprehensive e-Prescribing solution that allows you to e-Prescribe from desktops, laptops, tablets and your phone at no additional cost, from any location, any time.

After vetting numerous e-Prescribing options, the SCDA Member Benefits Group just selected iCoreRx as your fast, compliant way to e-Prescribe all drugs, including controlled substances. Remove time-consuming steps from your day. Complete SC PMP AWARxE checks, access a patient's full prescription history, and get complete drug info through the built-in Lexicomp® directory. SCDA members save 43% off the regular monthly price. Add the controlled substances option for just \$9 more per month. Learn more and book a free demo at [icoreconnect.com/scda](https://icoreconnect.com/scda) or 888.810.7706 ext 1.

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**South Carolina law requires electronic prescribing for controlled substances.**

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Register at [scda.org/events](https://scda.org/events)**

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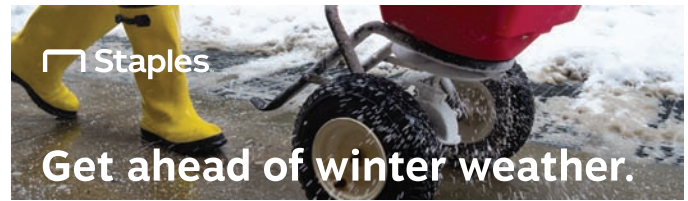


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We are pleased to offer a series of educational webinars on the second Wednesday of every month from noon to 1 p.m. EST.

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



## 16th District Trustee Update

By Dr. Kirk Norbo



We once again met via Zoom and had a very productive two day meeting – August 21 – 22.

At an earlier meeting, we addressed the need for interim policy so that our position that “Dentistry is Essential Healthcare” is on the record. Essential dental care goes beyond emergency care and our interim policy will help us make this case in the future. We adopted this interim policy and will forward it to our House of Delegates for ratification. My hope is that the HOD will vote this in to being a standing policy statement and the “interim” status will be eliminated.

One of our duties is to hold meetings as the sole member of our foundation.

Dr. Armstrong, chair of the Foundation board, briefed us on the status of the Foundation. Dr. Araujo will be transitioning from staff leadership of the Foundation in order to focus on scientific matters. The Foundation will be searching for a new director in the near future. We thanked Dr. Armstrong, Dr. Araujo and the entire Foundation board for their hard work.

We also held a meeting of the member of ADA’s wholly owned subsidiary, ADASRI. Dr. Cohlma, chair of the ADASRI board discussed with us the work being conducted by ADASRI. The ADASRI board has been hard at work on organizational matters, including a strategic plan. Research priorities are also being established. Work will focus on three areas: innovation and technology research, the research and laboratory work conducted in Chicago and evidence synthesis and translation research. We are all excited by the future of ADASRI and thanked Dr. Cohlma, Dr. Araujo, and the entire ADASRI board for their work.

At our regularly scheduled meeting, we reviewed many resolutions going to the House of Delegates. Part of those resolutions included those in the Elder Care Workgroup report. The report consists of a small number of policy resolutions, with the remaining resolutions representing tactics to implement those policies. The policy resolutions (70-73 and 82) will be the focus of House debate. The Speaker indicated his intent to place the remaining tactical resolutions on a consent calendar to be referred to the appropriate ADA agency and to be brought back to the 2021 House, should the policy resolutions be adopted. Through this process, the tactics can be further refined and prioritized within the budget. This will be accomplished through a referral consent calendar, and, of course, any item may be extracted from this referral consent calendar for consideration this year.

This approach will allow the ADA to have policy in advance of the national elections and into next year, while also facilitating operations of the virtual House of Delegates. The Board thanked the Workgroup for its hard work on a highly complex and contentious topic. While the Board recognizes that not everyone will agree with the proposals in the report, the Board felt it was important for the House to consider these proposals as a starting point for future work by the ADA.

The Board also passed on to the House, with a recommendation to vote Yes, CEBJA’s proposed emergency bylaws. The Speaker, the Governance Committee and staff (with opportunity for Board input as well) all worked on a set of bylaws which would go into effect only upon a declaration of emergency. CEBJA further refined this work. We are fortunate that these emergency provisions are not needed to face the current pandemic. But our current situation highlighted the need for clarity as to how the ADA could operate under unknown but extreme circumstances. We thank CEBJA for its hard work.

A key responsibility of the Board is to provide to the House of Delegates a draft budget and a recommended dues rate. We have recommended a small dues increase of \$8, or less than 2%, consistent with House guidance. Our budget is a difficult one, as we struggle to right ourselves from the effects of the pandemic. These circumstances have forced us to make many hard choices, while still positioning the ADA to achieve its strategic plan goals. Given the historic pandemic, we are proposing a deficit budget, using reserves to balance the budget. (It is worth noting that the deficit does not count the royalty revenue. If that were counted, the budget would be balanced.) We all thank our Budget and Finance Committee, our treasurer and senior staff who all worked incredibly hard to develop a very responsible budget.

We had the privilege of bestowing honorary membership on two well-deserving individuals, Mr. Gary Price and Dr. Paul Mulhausen. A brief description of their accomplishments is here:

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Gary Price. Mr. Gary Price of Falls Church, Virginia has an impressive legacy of advocating for oral health. He successfully led the Dental Trade Alliance (DTA) for over a decade and enhanced the professions' relationship with the dental industry by maintaining a collaborative spirit and open communications throughout his tenure as president and CEO. Mr. Price also served on many ADA related committees including Give Kids a Smile and the ADA Industry Advisory Committee. Mr. Price was a founding member of the Industry Advisory Board for the Journal of the American Dental Association (JADA).

One of Mr. Price's most outstanding achievements was to spearhead the public awareness campaign emphasizing the importance of children's oral health through a partnership with the Ad Council on the 2min2x campaign. Mr. Price led the three year fundraising efforts, raising over \$2.5 million to produce a major public awareness advertising campaign about improving children's oral health.

Through his decades of professional service at the DTA, he has provided outstanding leadership, partnering regularly with the ADA to improve oral health and support dental professionals and mentoring dental industry leaders.

Paul L. Mulhausen, MD. Dr. Paul L. Mulhausen, a geriatrician in Des Moines, Iowa, has a unique perspective on oral health for older adults. His contributions to the ADA Elder Care Advisory Committee (NECAC) have been enormous. He has been able to help ensure that this work is grounded in the context of the U.S. health care system and the challenges older adults face in many aspects of their lives. He has helped focus the work on the need for partnerships and collaborations, the importance of the social determinants of health, and the synergy that can be achieved if diverse groups within the health and social service matrix in the U.S. work together.

Dr. Mulhausen has 20 years' experience in academic medicine and served as Telling's Chief Medical Officer and Medical Director for the QIN QIO program. He serves as Adjunct Professor at the University of Iowa College of Medicine and Des Moines University College of Osteopathic Medicine and is a frequent lecturer and presenter on population health management and quality improvement topics. Through his distinguished career, Dr. Mulhausen has maintained an active practice in geriatrics, long-term care and internal medicine and served as medical director for a community nursing care center and a VA home-based primary care program. He has authored and co-authored many publications regarding geriatric care and education.

We congratulated both of our new honorary members.

As we do at every meeting, our Board committees reported on their work. The work of the Board would simply not be possible without the efficiencies we gain from our committees. We thanked each of our committees and especially the House members serving on them.

Michael Graham provided us with an update on developments in Washington. He addressed third party payer issues on the federal and state level, particularly the U.S. House of Representative's Energy and Commerce Committee investigation into dental insurance company's activities during this COVID era. ADA staff met with committee staff just last week and their input seemed to be well received. Mr. Graham also discussed ongoing efforts to move McCarran Ferguson forward. Third-party payer issues also continue to advance well at the state level. We look forward to hearing of developments in this area. He also brought the Board up to date on the construction progress of the ADA Senate property on Stanton Park. Most of you are aware of the "brick" purchasing opportunities at the ADA house on 137 C Street and a similar project is now under way at our house on the Senate side. There is a "plank" purchasing initiative that allows any interested members to buy a plank that will be located on the third floor of the building for \$2,000. We hope the property will open by the end of this year.

This concluded our business for this meeting. We expect the next set of resolutions to be posted this Fri. so keep a look out for this new information.

#### **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](mailto:scda@scda.org). First 100 year book also available for \$5.00.



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Over the past five years, the ADA's Medicaid Provider Advisory Committee has presented a version of *Being a Medicaid Provider in an Era of Accountability* in over 20 states, as well as numerous regional and national gatherings. Though the foundational elements remain the same, our speakers have brought in COVID relevant information, as well as current challenges faced by our constituents. Currently, both pediatric and general dentists who treat children and special needs individuals in hospital operating rooms and surgical centers are finding that they are slowly, but surely being pushed aside...in favor of more lucrative procedures.

In light of COVID, there is an increase in the number of people eligible for Medicaid, but a decline in the number of providers willing to see this population. At the same time, state Medicaid budgets are being scrutinized and questioned. Now is the time for this course to be brought forward.

**ADA and SCDA Virtual Seminar:** *Being a Medicaid Provider in an Era of Accountability*

**Wednesday, November 18, 2020**

**5:00 pm - 7:30 pm**

**REGISTER: <https://zoom.us/j/97889839780>**

**Speakers:**

**Dr. Sidney Whitman**, pediatric dentist in NJ and chair of CAAP's Medicaid Provider Advisory Committee (MPAC)

**Dr. Allen Finkelstein**, CEO Bedford Healthcare Solutions and MPAC member

**Dr. Charles Czerepak**, pediatric dentist in IL and MPAC member

**Dr. Steve Geiermann**, senior manager, CAAP (moderator)

**Course Description:** Despite misconceptions and fears associated with being a Medicaid provider, treating this population can be rewarding and not cut adversely into your bottom line. Members of the ADA's Council on Advocacy for Access and Prevention (CAAP) Medicaid Provider Advisory Committee will share insights, opportunities and challenges regarding program integrity, compliance, fraud, advocacy and how better to safeguard your practice while providing care to this growing population in an era of increasing accountability and scrutiny. Special emphasis will be given to the importance of proper documentation of medical necessity.

**Learning Objectives:**

- Implement efficient practice protocols to safeguard practice viability
- Protect oneself from unintentional non-compliance resulting in fraud allegations
- Recruit other Medicaid providers through positive advocacy and role modeling

**Course is eligible for continuing education credits.**

**Brief Bios:**

- **Dr. Whitman** graduated from the New York University School of Dentistry. He completed his postgraduate studies in pediatric dentistry at Temple University School of Dentistry. He works in a 130-person practice that treats children and adolescents, including Medicaid patients.
- **Dr. Czerepak** graduated from Fairleigh Dickinson University Dental School. He is the founder of Pine Dental Care, a community-based private practice dedicated to the dental and oral health of children. He has served as the president of the Medical/ Dental Staff at the former Children's Memorial Hospital (CHM), interim head of the Division of Dentistry at CMH and is a trustee of the American Academy of Pediatric Dentistry and the Illinois State Dental Society.
- **Dr. Finkelstein** is the CEO of Bedford Healthcare Solutions. He has been the chief dental officer at Prev/MEDOnsite HealthCare Services and AmeriChoice-Medicaid Division of United Health Group. He has served as a dental consultant for Horizon Blue Cross/Blue Shield of New Jersey.
- A retired USPHS Captain with experience in the Indian Health Service and Federally Qualified Health Centers **Dr. Geiermann** was a HRSA regional dental consultant for more than a decade while building a strong oral health infrastructure aligned with overall health care. He currently serves on the ADA's Council on Advocacy for Access and Prevention and is a board member of the American Institute of Dental Public Health, the Organization for Safety Asepsis and Prevention (OSAP), and the Oral Health Progress and Equity Network (OPEN).



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## SCDA Member Spotlight

Dr. Isabel Driggers, Coastal Kids Dental & Braces

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**1. How long have you been a dentist and member of SCDA?**

I'm pretty sure I joined right out of dental school so 18 years!!!

**2. What schools did you attend?**

I attended Wofford College for undergraduate school, MUSC in Charleston for dental school, and University of Louisville for pediatric dental residency.

**3. Tell us about how you discovered your love of and interest in dentistry and working with children?**

I realized I wanted to be a dentist during a dental interim that I participated in at Wofford. I always enjoyed helping people and also loved art and working with my hands so found that dentistry was the perfect field for me! After only a short time working in general dentistry I realized I loved working on kids the most! I worked as a General Dentist seeing mostly kids for six years until I finally realized I wanted to open my own practice and decided to complete a residency program.



**4. What are you doing in your practice that you think other members of SCDA should know about?**

Our practice treats adults with special healthcare needs and this is very important to me! This population has a true access to care problem and we all need to work hard to correct this! Our practice can only do so much. I have some plans and ideas to help with this in our state and will be looking to colleagues for support!

**5. What advances in the field of dentistry are you most excited about?**

I appreciate technology so love all the advances that are making things more electronic and more efficient such as cloud based software, portable xray units and patient communication via texting!

**6. What do you love most about practicing in Charleston?**

I just love this town so much and feel blessed to be able to work here

**7. What do you love about the SCDA and organized dentistry?**

I love the camaraderie and the support! I hope everyone was able to see how hard SCDA worked for us during the difficult times of this pandemic.

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## Mark Brown Earns Certified Association Executive Credential



ASAE has announced that Mark Brown, Director of Operations of The South Carolina Dental Association has earned the Certified Association Executive (CAE®) designation. The CAE is the highest professional credential in the association industry.

To be designated as a Certified Association Executive, an applicant must have experience with nonprofit organization management, complete a minimum of 100 hours of specialized professional development, pass a stringent examination in association management, and pledge to uphold a code of ethics. To maintain the certification, individuals must undertake ongoing professional development and activities in association and nonprofit management. More than 4,500 association professionals currently hold the CAE credential. The CAE Program is accredited by the National Commission for Certifying Agencies (NCCA).

*About ASAE:*

*ASAE is celebrating 100 years of making society smarter, better, and safer. The Centennial anniversary represents ASAE's role as a leader and supporter of progress and innovation in the association industry. ASAE is a membership organization of more than 50,000 association executives and industry partners representing over 7,000 organizations. Since it was established 100 years ago, its members have and continue to lead, manage, and work in or partner with organizations in more than a dozen association management disciplines, from executive management to finance to technology. With the support of the ASAE Research Foundation, a separate nonprofit entity, ASAE is the premier source of learning, knowledge, and future-oriented research for the association and nonprofit profession and provides resources, education, ideas, and advocacy to enhance the power and performance of the association and nonprofit community. Visit ASAE at [asaecenter.org](http://asaecenter.org).*



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**Join us on November 13, 2020**  
10:00 am- 3:00 pm

SCDA  
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Columbia SC, 29210

You can sign up for your appointment by visiting  
[https://donate.thebloodconnection.org/donor/schedules/drive\\_schedule/152725](https://donate.thebloodconnection.org/donor/schedules/drive_schedule/152725)

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# Classified Ads

## Dental Related Services

**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).

**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).

**Fully equipped mobile unit** traveling to rural SC is looking for a dentist to help change lives, need your help. Contact [thepalmettopalace@gmail.com](mailto:thepalmettopalace@gmail.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](mailto:mary.barfield@dentalonepartners.com) or visit [www.dentalonejobs.com](http://www.dentalonejobs.com) today.

**Oral Surgeon** to join well established privately owned group practice. Thriving Implant practice, three locations with brand new facilities and state-of-the-art equipment. Lucrative starting salary, relocation expenses and partnership track available. Fantastic opportunity to become a partner in an outstanding family environment. [eric@neoralsurgery.com](mailto:eric@neoralsurgery.com).

Lucrative opportunity for BC/BE **Oral Surgeon** to join our practice in the Charlotte, NC area. Position is for a full-time associate with partnership potential. Guaranteed salary of \$350K with production bonus, malpractice insurance and more. Complete compensation is upward of \$500K. NC/SC dental licenses are required. [cmcbride@omfspartners.com](mailto:cmcbride@omfspartners.com).

**Associate Dentist** position with partnership track and mentorship. Growing practice seeing over 200 new patients per month. 70/30 FFS/PPO payer mix with no Medicaid. Newer practice with CBCT, CEREC, 3D printing technology. Paid CE, malpractice. Email resume [matthew@mundodontistry.com](mailto:matthew@mundodontistry.com).

Part time Dentist needed in **Columbia** SC may lead to full time if desired, 35% of collections, experience in extractions and root canal treatment required. Guaranteed daily minimum is also available. Please contact 803-997-0088 or [drrsdental@gmail.com](mailto:drrsdental@gmail.com).

We are in need of a hard working, fun, energetic **General or Pediatric** Dentist to join our rapidly growing practice. Part-time or full-time. Motivated to maximize competitive compensation. Our second expansion is in the works. Multiple opportunities for growth and development including possibility of equity. Please submit CV to [tonia@childrensdentalgroupsc.com](mailto:tonia@childrensdentalgroupsc.com).

**Temporary-permanent** positions for dental assistants, hygienists and dentists. Dental insurance recovery services are available. [hello@infinitydentalsol.com](mailto:hello@infinitydentalsol.com).

Are you a passionate and energetic **dentist** looking to join an excellent team of dental professionals? Clinical autonomy, work life balance, state of the art technology and competitive compensation, along with the support of an operational team. Charleston, Florence and Spartanburg locations. [aali@lonepeakdentalgroup.com](mailto:aali@lonepeakdentalgroup.com).

**Camden, SC-** Full-time Dentist/partner potential. Huge earning opportunity. \$250 K+. Sedation experience required. Immediate need. We want to talk. Growing office with great staff. Don't pass this opportunity without getting all the information [ahga73@gmail.com](mailto:ahga73@gmail.com).

General Dentist needed around **Denmark SC**. We are looking for a full time or part time Dentist. We offer a guarantee of 35% production whichever is greater. If you are interested, then please email me at [jobs29003@gmail.com](mailto:jobs29003@gmail.com) for more information.

**Fort Mill-** Full time Associate Dentist position. Established practice of 20 years. Competitive compensation and benefits available. Send resume to [kim@biehl\\_dentistry.com](mailto:kim@biehl_dentistry.com).

Full time associate dentist available in **Fort Mill, SC** in an established and growing private practice (no buying or partnership opportunity). Seeking a compassionate, hard working dentist with excellent clinical skills. Proficiency in restorative, crown & bridge and cosmetic dentistry required. Send resume to [drjasper@jasperdentistry.com](mailto:drjasper@jasperdentistry.com).

Associate Dentist needed in **Lexington**. Well established 40 year old fee for service practice. 8 operatories and large patient base. Senior dentist is retiring. General practice offering comprehensive dentistry. Please send resume to [heyward@drssmithandrobinson.com](mailto:heyward@drssmithandrobinson.com).

Dentist needed in **Columbia-** Expanding general and restorative dental practice in search of compassionate, conscientious clinician to service our diverse patient base from geriatrics to pediatrics. Restorative, prosthodontic, diagnostic and endo skills. Full time or part time positions are available. Great team. Great opportunity send resumes to [dentaluniversity@att.net](mailto:dentaluniversity@att.net).

Associate needed in **Columbia:** Looking for an Associate Dentist to work part-time 2-3 days a week in a busy fee-for-service practice. Especially looking for someone who enjoys treating children. [bryanwingate@gmail.com](mailto:bryanwingate@gmail.com).

Full time GP Associate needed in **Charleston**. We are a multi-specialty family owned group seeking a full time dentist. State of the art facilities. Looking for a highly motivated individual that practices quality dental care. Competitive income based on collections and starting per diem. [travis@acuitydental.com](mailto:travis@acuitydental.com).

Great Associate position in a private practice in **Summerville, SC**. Excellent opportunity available for a General Dentist to treat our steady flow of patients. Experience with root canals, implant and invisalign a real plus. We offer private practice environment, quality of life, clinical autonomy and a great base salary compensation plus good % of production/collections. Send resume to [colleen@dmacares.com](mailto:colleen@dmacares.com).

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

Seeking FT **Dental Assistant** minimum 3 yrs experience. 401K, paid holidays, vacations and health insurance stipend. Open M-TH 8-5. [Sherryrauchdds@gmail.com](mailto:Sherryrauchdds@gmail.com).

Full or Part time experienced **Hygienist**. Anesthesia cert and nomad exp a plus. Easy schedule, Mon-Thurs 8-5 or Wed & Thurs 8-5. [cdcsmls@live.com](mailto:cdcsmls@live.com).

**N. Myrtle Beach** Perio practice needs an experienced, full time front desk assistant. Duties include: patient scheduling and insurance posting with excellent phone skills. Excellent salary and benefits. [periothree@sc.rr.com](mailto:periothree@sc.rr.com).

Columbia- Full time, part time **Registered Dental Hygienist**. Current state license, career minded team player that's able to effectively communicate with the doctors and patients. Knowledge of periodontal therapy, digital xray and charting. Local anesthesia certified. Email resumes to [customerservice@davisanddingle.com](mailto:customerservice@davisanddingle.com)

**Scheduling Coordinator** needed for busy West Ashley (Charleston) PPO General Dentist. Ideal candidate: dental experience, computer literate, eaglesoft experience +++, good phone and interpersonal communication skills, team player, insurance knowledge. Hours 8-4 M-Th and occasional Friday. Resumes [wolf@wolfdental.com](mailto:wolf@wolfdental.com).

**Registered Dental Hygienist** Wanted for beautiful Hilton Head Island office! Enjoy set four day work week with paid vacation, holidays, and bonuses for production goals! Join a friendly team helping to provide excellent care in a beautiful setting. Full time candidates with a great attitude send resume to [hhidmd@gmail.com](mailto:hhidmd@gmail.com).

**Myrtle Beach-** Experienced and dedicated Dental Assistant needed to join our growing practice. You will greet patients, prepare exam rooms and assist the dentist during all dental procedures. Between patients exam rooms should be cleaned and replenished with supplies. Must be a team player including answering phones. [bg6cbh@gmail.com](mailto:bg6cbh@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 McGill & Hill [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 retirement sale: Modular office near **Laurens County** Hospital, can be moved or rented; great for satellite office. Dental EZ chairs, recently recovered (like new), new compressor (2020)- Air Star 22, sterilizer- Midmark MII Ultrasonic Cleaner (2020), Patterson Dental, Dental EZ and Pelton and crane lights, office furniture/filing cabinets. 864-682-8029 or 864-871-0041, [crowgaryfdmd@bellsouth.net](mailto:crowgaryfdmd@bellsouth.net).

Turn key Dental space for lease in **Seneca**. The space is 2,500 SF and includes 6 exam rooms, lab, x-ray room, break room, office, reception/file storage and waiting area. Contact Grayson Burgess, CCIM 864-770-3288 or [grayson@tbccre.com](mailto:grayson@tbccre.com).

**Charleston-area** GP for sale. 2019 collections were over \$814k with the doctor seeing patients 4d/wk. There are 6 operatories in 2150 square feet in an attractive facility with updated equipment and technology. [transitions@mcgillhillgroup.com](mailto:transitions@mcgillhillgroup.com)

Nice stand-alone pediatric office in the **western midlands of SC**. Predominantly Medicaid practice; 5 operatories and 1 infant/toddler exam/consultation room. Broad patient base across 8-9 counties. Excellent well-trained staff willing to stay. Selling dentist willing to work a short period to ensure a smooth successful transition. Please contact [nmcfadden@ddsmatch.com](mailto:nmcfadden@ddsmatch.com)

**Top Producer:** High energy, motivated purchaser with advanced training in implant placement, perio, endo, and is CEREC certified. They would love to be able to add these advanced procedures to a practice that is collecting over \$650K a year with a PPO/FFS patient base. Contact: AFTCO 800.232.3826

**Florence Area:** Born and raised in SC and attained their Certificate in AEGD from MUSC. This candidate enjoys ortho, pedo, and perio and would like to add or continue providing these services. The right practice would have 5-ops collecting over \$650K with no Medicaid. Contact: AFTCO 800.232.3826

**Experienced Practitioner:** Wants to acquire a practice with 4 or more ops in Summerville, Charleston or the Mt. Pleasant area. The practice, should have collections over \$800K and offer a strong hygiene program. They are flexible with their transition plans, having the seller stay on post-sale. Contact: AFTCO 800.232.3826.

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.

#### **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.

**For sale: CEREC** Red Cam acquisition unit and milling chamber, as a pair or separate. Can be used for \$30,000 credit towards Primescan and Primemill. Call or text 803-426-7312.

# Reinvest



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