



SOUTH CAROLINA DENTAL ASSOCIATION

Bulletin

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President's Message

By John C Comisi DDS, SCDA President

April has quickly arrived and so has the rush to complete requirements at the Medical College of South Carolina, James B. Edwards College of Dental Medicine. Our DMD Class of 2023 will soon be ready to enter the "real world." Each year it is an exciting and frightening time for them. I believe we have prepared them well to enter the profession with a very good basis to expand their clinical abilities. But they will need mentorship by you the SCDA member as they enter the workforce.

I personally know so many of them. That is the unique aspect of my positions as President of the SCDA and a faculty member at the College. These are remarkable young men and women. I have watched them over the last four years. I and so many others at the College helped them cope with the challenges of Covid. The Covid 19 Task Force, on which I served, in the role of Infection Control Officer during the 2019-2021 years, helped get them and the entire College back to running safely and effectively by creating protocols and policies. This Task Force worked diligently to be sure that we could keep our students on the track to learn to be outstanding dentists.

So now they are almost ready to join you. They are ready. They have learned a lot, but they want to learn more. That's where you, the SCDA member comes in. When they approach you at meetings or other activities, please be welcoming. Remember what it was like when you first got out of dental college. Was there someone who took you under their wing? If there was, awesome. Pay that forward! If there was not, remember how much you may have wish someone had, and take them under your wing to help them, so they can pay it forward in the years ahead. You won't be sorry.

We will celebrate this DMD Class of 2023 at the SCDA Annual Meeting, April 27-29, 2023, at the Sweetgrass Inn and Resort, Wild Dunes on the Isle of Palms, in case you haven't heard me talk about it a thousand time prior. By the time you read this, I am happy and at the same time sad to let you know that we are SOLD OUT! Classes filled up fast, and I'm sorry to say, "There is no more room at the Inn." Our top notch speakers and such a great place to take the family, has filled us to capacity. Those of you who were lucky enough to register early, I look forward to seeing you. To those who did not, I'm sorry.

Last month a group of students, Dr. Papadea and I went to the State House for MUSC Advocacy Day and had the good fortune to meet with the Governor while on our way to the House Chambers to watch the deliberations. He stated to them, as did the members of the House and the Senate, to "please stay in South Carolina." I echo, their sentiments. Help them stay here. We need them. You need them.

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Continued from Page 1

One important bill that is working through the State House was discussed. The Bloodborne Disease bill (S 455) which will amend South Carolina Code of Laws to replace references to physician with health care professionals, to include dentists in the definition of health care professionals, and to add Hepatitis C to the list of bloodborne diseases. This bill has passed through the Full Senate Medical Affairs Committee and will ultimately go to the full Senate for a vote.

Another group of students and many seasoned members of the SCDA, including myself, traveled to Washington, DC for the ADA/ASDA Lobby Days. The energy that these students displayed as they spoke with our Senators and the various Representatives from South Carolina was fantastic. These elected officials and their aides learned much from their discussions with our students as many of we seasoned members looked on as they took the reins in presenting the issues affecting them and our profession. These young people are a credit to our profession.



Oh yes, remember, if you have job opportunities available, shoot me an email so I can share it with the students. The response in February and March has been quite good, and hopefully some "connections" have been made to help DMD 2023 stay here in South Carolina.

Well, that's about it for this month. I have several more of these to do (8 to be exact) before you don't have to listen to me any longer. But I hope these letters are informative and useful.

There is so much good going on in South Carolina, and your SCDA is here for you.

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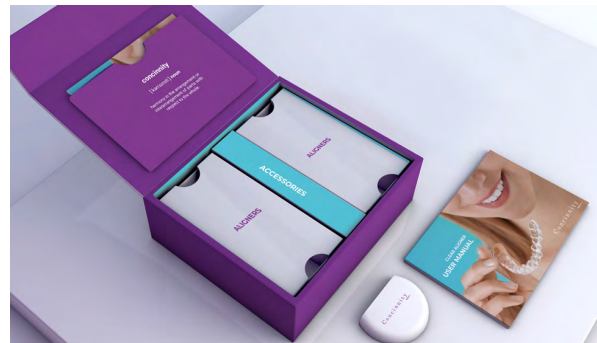
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ADA Receives Clarification on No Surprises Act

By Phil Latham, SCDA Executive Director

Dental providers and facilities are “generally required to provide uninsured patients with a good faith estimate of expected charges” unless the patient is enrolled in an excepted benefit plan or coverage such as a stand-alone dental plan, according to the Centers for Medicare & Medicaid.

This was one of the answers the ADA received from CMS when the Association shared common questions it has received from member dentists about the No Surprises Act, also known as surprise billing.

The No Surprises Act went into effect Jan. 1, 2022. The law gives consumers billing protections when getting emergency care, nonemergency care from out-of-network providers at in-network facilities, and air ambulance services from out-of-network providers.

Many dentists have asked the ADA about good faith estimates and whether they need to provide them.

On Feb. 22, CMS sent an email to ADA confirming that dental providers are required to provide uninsured or self-pay individuals with a good faith estimate of expected charges under [federal regulation] 45 CFR 149.610. The agency did note that providers and facilities are “generally not required to provide a good faith estimate to an individual enrolled in an excepted benefit plan or coverage such as a limited-scope dental plan, even if the individual is not enrolled in other coverage.”

“This is because such an individual is considered to be enrolled in a group health plan or health insurance coverage under the Public Health Service Act, and therefore is generally not considered uninsured,” CMS said.

The CMS also said there were two exceptions to the good faith estimate rule:

“If the excepted benefit plan or coverage does not cover a scheduled or requested item or service (for example, because the excepted benefit plan is a limited-scope vision plan and the individual is scheduling dental services), and the individual has no other coverage for the item or service, that individual is considered uninsured with respect to that item or service, and the provider or facility must give them an uninsured or self-pay good faith estimate,” the response said. “Similarly, if the individual does not seek to have a claim for the item or service submitted to their excepted benefit plan or coverage, and the individual has no other coverage for that item or service, that individual is considered self-pay with respect to that item or service, and the provider or facility must give them an uninsured (or self-pay) good faith estimate.”

“In both of these cases, the individual with the uninsured or self-pay good faith estimate would be eligible to initiate the Patient-Provider Dispute Resolution process if the provider or facility’s bill is at least \$400 more than the estimate in the good faith estimate.”

CMS also noted that in making the determination as to whether the individual is uninsured or self-pay, “there is no requirement in [the regulation] that providers or facilities verify coverage for each item or service with the individual’s plan or issuer. Providers and facilities may make this determination based on its inquiries of the individual under [the regulation.]”

For previous ADA News information on the No Surprises Act, [read this 2022 article](#).

For information on all of the Centers for Medicare & Medicaid guidance on the No Surprises Act, visit [CMS.gov/NoSurprises](https://www.cms.gov/NoSurprises).

The ADA continues to monitor this evolving issue and will share any updates the Association receives. This article is not, and should not, be considered legal advice.



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Card Brand Fee Changes and Your Bottom Line

By Phil Nieto, President of Best Card an SCDA Endorsed Company

Many businesses are unaware of the fact that the card brands (Visa, Mastercard, Discover, and American Express) all charge set fees, known as Interchange, when you process a payment. It's important to know that the card brands do regularly adjust their fees, normally every April and October. While most fee adjustments are relatively minor, in April 2022 the card brands moved forward with several large increases to Interchange which had previously been on hold due to the pandemic. While this adjustment was nationwide, what you may not know is that many processors took advantage of it to further increase their own rates more than the actual card brands, thus subjecting offices to not one but two price hikes. As a result, the April 2022 rate increase has been detrimental to the bottom line for many practices; however, there are some steps you can take to minimize the impact.

Remember: all credit card processors pay the same Interchange fees back to the card brands as the direct cost on every transaction. Interchange rates can be affected by:

- The type of card:
 - Debit is almost always cheaper than credit, no matter whether it's processed with a PIN or without.
- How you accept the card:
 - If the card is present (chip/swipe/contactless), you typically receive the lowest rate.
 - If the card is not present for the transaction (keyed or website payments), you get a lowered rate if the billing ZIP code and the 3- or 4-digit card security code are used during the transaction.
 - If the card is not present, and the ZIP code and security code are not used, you will be paying the highest rate. This type of payment saw a sizable increase in April 2022 with certain cards going from 2.70% to 3.15%!

Follow Best Practices for Best Prices

The great news is that avoiding Interchange fee hikes on card-not-present payments is relatively simple - when keying in a payment, always enter the cardholder billing ZIP code and card security code. Doing this will consistently save you from paying higher Interchange fees and make it more difficult for a cardholder to dispute the charge.

If it has been a while since you took a close look at what you're paying to accept cards, or if you've seen notices of increases on your recent statements, now is a great time to make sure you're not being overcharged! Best Card, the ADA Member Advantage and SCDA-endorsed credit card processor, saves offices an average of \$5,516 or 27% annually on processing fees by offering locked-in rates with outstanding customer service. Send a recent processing statement to Compare@BestCardTeam.com or fax it to 866-717-7247 for a detailed, no-obligation cost comparison and a \$5 Amazon gift card. Give us a call at 877-739-3952 and let us help you keep more of your hard-earned money in your pocket. More Info Here.

Phil Nieto is the President of Best Card. Since leaving behind the legal world, Phil is enjoying the relative ease of working directly with dentists to help them understand the confusing credit card processing industry and save more of their hard-earned money. In his free time, he is an avid hiker, constant reader, and he enjoys sharing these passions with his wife and young son.



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Dr. Mallory McCoy

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Transformational Gift Ensures the Future of Special Needs Dentistry at MUSC

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



Dear SCDA member:

I am grateful to share with you the establishment of the Dr. and Mrs. John H. Paxton Special Needs Dentistry Endowment.

Many of you may know Dr. Paxton. He graduated from the James B. Edwards College of Dental Medicine's class of 1975 and went on to practice in Greenville, South Carolina, for over 30 years.

Always generous supporters of the college, when Dr. and Mrs. Lil Paxton began to explore options for long-term giving, they were drawn to the college's **Pamela Kaminsky Clinic for Adolescents and Adults with Special Health Care Needs**. The clinic opened seven years ago, under the direction of Dr. Michelle Ziegler. Today, more than 500 patients with a variety of special health care needs, ranging from adolescents with autism to cancer patients to seniors with Alzheimer's disease, have called this clinic their dental home. The Paxtons quickly realized that this was where they wanted to make a lasting difference.

The Dr. and Mrs. John H. Paxton Special Needs Dentistry Endowment will provide unrestricted, annual support for special needs dentistry.

This kind of support demonstrates incredible compassion for some of the most underserved patient populations. It also shows confidence in MUSC's special needs dental care and our educational efforts to equip current and future practitioners to meet a wider range of patient needs. Much like the endowment and lectureship gifted in memory of Dr. Rocky Napier, class of 1987, which we announced just a few months back, the Paxton's long-term gift will aid in the diversification of the college's sources of funding, ensuring that we will be here to meet the future needs of oral health practice in South Carolina and beyond. We are deeply appreciative of Dr. and Mrs. Lil Paxton's generosity and foresight.

We had an opportunity to recognize Dr. and Mrs. Paxton on Nov. 9, 2022, at the opening of the **Positive Exposure** portrait gallery, which features ambassadors of the special health care needs clinic. It was an exuberant afternoon, as many of the ambassadors and their families joined us to reveal their portraits for the first time. Next time you visit us on the Charleston peninsula, I invite you to come by the first-floor lobby of the MUSC Dental Clinics and see their beautiful smiles for yourself.

Here are a few of the ambassadors and their families featured in the Positive Exposure portrait gallery. The Dr. and Mrs. John H. Paxton Special Needs Dentistry Endowment will support special needs dentistry. Photo Credit: Positive Exposure/Rick Guidotti.



Remembering Those Who Have Passed:
Dr. Joseph Brantley (Columbia, SC)

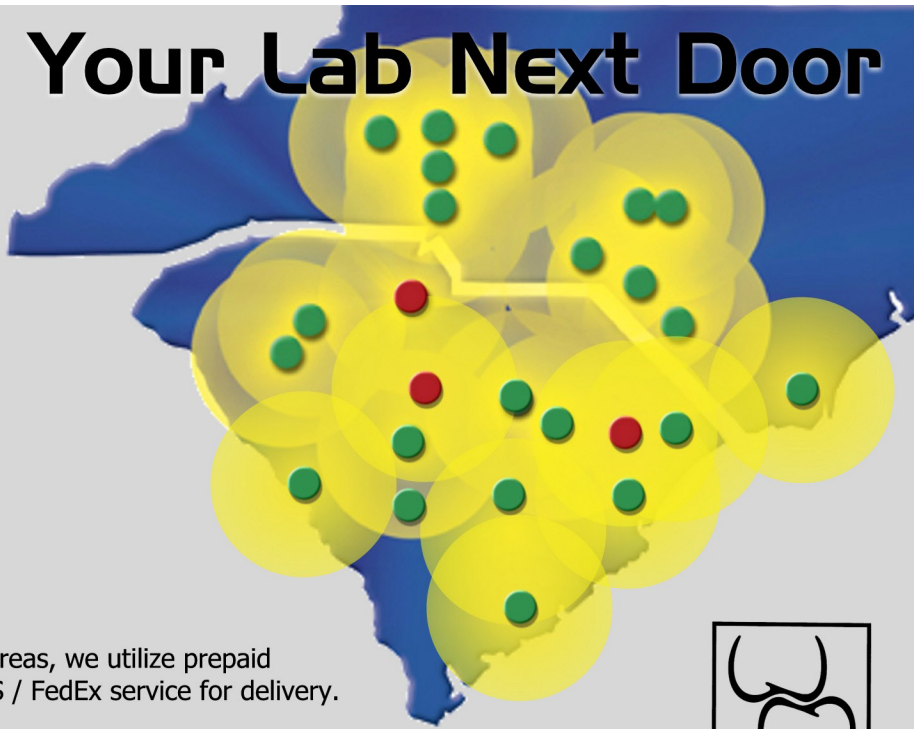
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We are looking for a dentist to join our multi-specialty **Camden** location. We are a technologically advanced practice with specialties in IV sedation, implants, Cerec and more! IV sedation certified dentist is a plus! \$2 million dollar practice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

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

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Associate Dentist needed in **Seneca/Clemson**. Privately owned general dentistry practice looking to hire full-time associate dentist. Established office with exponential growth. New facility with state-of-the-art equipment (Primescan, sprintray 3d printer, Conebeam, etc). Fantastic opportunity for high earning potential. Average 80 new pts per month. Dmdword@gmail.com or 864-423-9190.

General Dentist needed for **Summerville** area. We can be flexible for a pt or ft position. This office has a well trained team. There is lots of room for growth. Mentorship is available. All applications will be confidential. Please forward cv to southcarolina904@gmail.com.

Associate Dentist- Advanced Dental Center (**Florence SC**). Part time 3-day work week, earning potential up to \$275,000 (based on experience). Health insurance, malpractice, membership & ce reimbursement and so much more. John@oakpoint.us.

FT or PT Associate Dentist needed for a well-established private practice in Market Common district in **Myrtle Beach**. We're a family practice that provides IV/oral sedation, dental implants, grafting and surgical extractions. Fully trained & highly experienced team. Income potential is excellent. Email CV to lisa@marketcommondentistry.com.

Seneca, SC practice is seeking an associate dentist with outstanding clinical skill. We're privately owned, patient-driven, and searching for the right dentist to join our growing practice. All digital, CEREC, excellent support staff. Full or Part time. DrJosh@senecadentist.com

Irmo, SC- Dentist needed for February and possibly part of March to fill in for dentist after surgery. 1 to 4 days per week available. \$750 per day minimum. acm5765@aol.com.

Great Oaks Dental (**near Greenville**) is hiring an associate general dentist to replace a retiring colleague. Join us in providing comprehensive, excellent and compassionate care to our patients! Days/hours are flexible and negotiable. Because we value our team members, compensation is highly competitive. contactus@greatoaksdental.com www.greatoaksdental.com.

This is a **once in a lifetime opportunity** to join a quality focused, fee for service, group practice in a high growth area. Please visit brickyarddentalgroup.com/associateship to apply or to learn more about this opportunity.

Positions Available- Staff

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

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

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

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

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

Once in a lifetime opportunity to be part of Maxillofacial Prosthodontics and Head and Neck Surgery Team! Together, we will improve quality of life of patients with complex dental and maxillofacial needs. Duties include but are not limited to taking CBCT, 3D intraoral scans, **assisting chairside** and in OR Email resume or CV and references to leeb@muscd.edu.

Practices/Office Space Available

Satellite dental office; 52 foot trailer. One operatory fully equipped white coastal chair. One operatory plumbed and ready. Lab, reception, business office, 1 full bathroom. Available to be donated to a legitimate charity for their use as a dental clinic call 803-617-8701.

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

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

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

Dental laboratory for sale in **Summerville, SC**. Asking price is \$400,000. Contact Bradley Lloyd 803-463-6636 or blloydcommercial@gmail.com.

For Sale

3,300 SF **Office Space For Lease**. Asking rate: \$18.50/SF NNN. Space delivered in shell condition. Tenant improvement allowance: \$40/SF (negotiable). Located minutes away from Patewood Medical Campus and I-385. matt@pintailcre.com



We are pleased to announce...

Keith B. Flynn, D.M.D.
have acquired the practice of
Stephen D. Huch, D.M.D.
Goose Creek, South Carolina

Family Dental Health
& **Rob M. Safrit II D.M.D.**
have acquired the practice of
James M. Donahue D.M.D.
Columbia, South Carolina

*We are pleased to have assisted
in these practice transitions.*

Practices For Sale

100% FFS OPPORTUNITY: Newberry/Chapin GP in a standalone building in a quaint residential area. The practice has been established for over 35 years. The office has 3,000 sq. ft. and is in excellent condition with 4 ops, 3 of which are equipped with digital equipment. The practice has over 1,000 active 100% FFS patients and operates on only 3.5 doctor days per week while collecting approximately \$377K in 2022. Many procedures are referred out, so there is a large potential for growth just by expanding hours and bringing those procedures in-house. The seller is flexible with their transition plans.

Opportunity ID: SC-7715

MULTI-MILLION DOLLAR OPPORTUNITY: West Columbia practice that can support two dentists or one high-producing dentist. The modern facility has 8 ops, digital x-rays, cone beam and Dentrix software. There is a 2,000+, 100% FFS active patient base. Potential purchasers must be able to provide conscious oral sedation, implant placement, and be Invisalign certified. This is a once-in-a-lifetime opportunity for a highly skilled and motivated dentist. Don't miss this great opportunity. **Opportunity ID: SC-7532**

PRIME CHARLESTON OPPORTUNITY: Lowered sales price to \$200K. This GP is located in a stand-alone building with great street visibility. It has 3 ops in 1,550 sq. ft. The owner currently refers out most procedures, so there is tremendous growth potential. This practice can be an excellent satellite office or an outstanding opportunity for an eager dentist to grow. The owner is flexible with their transition plans. Call AFTCO now to learn more!

Opportunity ID: SC-7117

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