

# Bulletin

VOLUME 35, ISSUE I

JANUARY 2007

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Notes

## SCDA Children's Dental Health Month Brings Exhibit to EdVenture Museum

By Phil Smith

The National Children's Dental Health Month
Program of South Carolina is
bringing a world class exhibit to
the EdVenture Children's Museum in Columbia. "Branches,
Bristles and Batteries,
Toothbrushes Through Time",
a traveling exhibit from the
Samuel D. Harris National Museum of Dentistry, will be on
display during February 2007.

The exhibit is a five panel timeline of the history of oral care and toothbrushes. There are three interactive stations for children to enjoy, as well as assorted displays of oral care items. The "Essential Toothbrush" computerized game encourages the attendees to design their own

toothbrush. EdVenture has assigned 250 square feet to house this unique exhibit. One of the permanent galleries at EdVenture is entitled "Open Wide", which focuses solely on dental health and education. "Open Wide" allows children to experience the sights and sounds of a dentist's office. Children can pretend to be

dentists and clean Little Eddy's teeth. EdVenture Children's Museum has been a frequent participant in our outreach to the youth of South Carolina. Drs. Carol French and Rocky Napier have utilized the facility for numerous meetings and backdrops for Dental Health Month events. This year's

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## **Bulletin to Begin Electronic Edition**

By Phil Smith

PUBLISHED BY
THE SOUTH
CAROLINA
DENTAL
ASSOCIATION

The Board of Governors of SCDA, along with a positive vote from the House of Delegates, has approved the transition of your *BULLETIN* into an electronic edition. The publication of the newsletter has been a benefit of membership for decades. It has provided information to the dental

community, and commercial support to our business partners. And this process will be enhanced.

Although the editorial staff of the SCDA has begun an "e-gram" that focuses on short response information, the new evolution of the BULLETIN will be a duplicate of the printed

copy that is mailed out monthly. Jennifer Haworth and Christy Campbell work to launch these publications, and do a great job in assisting your editor. It is the opinion of the publication team at SCDA that we can improve our schedule for delivery,

(continued on page 8)



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## Featured Clinicians

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Dr. W. Charles Blair Practice Management

Dr. Gordon J. Christensen Restorative & Materials

Dr. Michael C. Fling Restorative & Esthetics

Dr. Henry A. Gremillion Occlusion & TMD Dr. Van B. Haywood Bleaching & Smile Analysis

Dr. Mark E. Hyman Practice Enhancement & Teamwork

Dr. Karl R. Koerner Oral Surgery

Dr. Samuel B. Low Periodontics

Dr. Stanley F. Malamed Anesthesia & Emergencies

Dr. Randolph P. Martin Health Issues Dr. Marc Moskowitz Veneers, Implants & Esthetics

Dr. Linda C. Niessen Geriatric Dentistry

Dr. Kirk L. Pasquinelli Periodontics

Dr. J. William Robbins Esthetics

Dr. Jeffrey S. Rouse Crown & Bridge and Esthetics

Dr. M. Nader Sharifi
Removable Prosthodontics

Dr. Michael A. Siegel Oral Medicine

Ms. Pamela M. Smith Nutrition

Dr. Barbara J. Steinberg Women's Health

Ms. Charlene Sweeney Practice Management

Dr. Charles W. Wakefield Dental Materials & Composites

Dr. Dwight R. Weathers Oral Pathology

## Master Calendar

Jan 12 CDHM committee meeting, 10 am-12 pm, SCDA
Office

Jan 19 SCDA Member Benefits
Group meeting, 12:301 pm, SCDA Office

Jan 19 Regular Board meeting, 9 am-12pm, SCDA Office

Jan 26 Pediatric Dentist meeting, 9:30 am-12 pm, SCDA Office

Feb 2 GKAS Day, 10 locations to be announced

Feb 2 Radiation Safety Exam, 2-4 pm, Midlands Tech— Airport Campus

Feb 16 Piedmont District meeting, 8 am-12 pm, Greenville Tech Auditorium

Mar 9 Regular Board meeting, 9 am-12pm, SCDA Office

Please visit www.scda.org for more events.

# South Carolina Dental Association Bulletin

Philip E. Smith, DMD, FAGD, ACD, ICD Editor

Jennifer M. Haworth

James H. "Hal" Zorn, Jr. Managing Editor

Business Manager

**SCDA Toll Free in SC (800) 327-2598** 

## **Editorial Comments**

Comments appearing in this section are the renderings of the Editor or credited authors and do not necessarily reflect the opinions or policies of the SCDA. Letters are invited. Brevity is appreciated, and the Editor reserves the right to edit all communications. Letters may be mailed to the SCDA office, or faxed to (803)359-3004.

## Premed Dilemma, Do I really need to Premed?

I am frequently frustrated or confused about prophylactic premed of patients who have MVP or joint replacement. I realize that most of us follow the guidelines. And non of us would want to have a patient develop a bacterial endocarditis because that patient did not take four antibiotic tablets. I would even go as far as to say, that most of the reason we do it is medical/legal. Protocol says medicate, so I medicate. I do not believe that our medical brethren feel the same way.

A few weeks ago I had a long running patient of record show up on my doorstep complaining of generalized pain. He was a patient with a history of knee replacement, and needed premed. His face on the right side was killing him. He had been to see his physician about six weeks earlier, and was being treated for a sinus/ear infection. He had been on a light antibiotic for weeks. When he came to see me, besides facial pain, he mentioned that his legs had been hurting too.

Upon examination I determined that #30 was abscessed and might even be split. My local endodontist, Matt Evans, opened the tooth the next morning and confirmed the fracture. Mr. patient was sent to an oral surgeon who removed the tooth and commented on the excess of infection. (By the way... patient was not swollen) The patient gained quick relief, but the legs still hurt.

Next day, visit to the orthopedist where 35cc's of infection was drained from the artificial knee and 20cc's from the other knee. Opinion was that the tooth was the source of this systemic infection. His surgeon was obviously upset, and, according to my patient, chewed his physicians out because his dentist was the only one who premedicated this needy fellow. A day or two longer and the joint would have been removed and replaced.

So the moral of the story is, when in doubt premedicate! If uncomfortable with the physician's instructions to the patient, call the doctor. I expect all of us have hard patients tell us that their doctor said to premed only "when they have a tooth taken out". WRONG! Do it with cleanings, fillings, impressions, anytime the tissue might be broken.

I have never had a patient with a serious complication due to premed. My patient appreciated our being thorough. So will yours.

#### **Mailing Concerns:**

I have become aware in recent delays in mailing of THE BULLETIN. Although SCDA has changed to a different mail processor, it is unclear whether it is holiday mail traffic that has contributed to this regretful delay. I am evaluating the situation and expect a prompt correction. I apologize for any inconvenience.

Phil Smith Editor

## **CONGRATULATIONS!**



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- Tecstone/Yellow Buff
- Shade Guides

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- Band & Loop Space Maintainer
- Removable Spring Retainers

#### Ortho Appliances

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LAVA	8	Days
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Sculpture™		Days
Crown under Partial		Day

#### Partial & Dentures

Denture(s)	6 Days
Valplast	6 Days
Custom Trays	2 Days
Bite Rims	2 Days
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Nightguards (soft/hard)	5 Days
PEDO (band & loop, etc.)	5 Days

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Larry Ferguson President

"The continual disparity...emphasizes the importance...of extending the benefits of our dental education to everyone.

## **President's Message**

Happy New Year to my extended dental family. I hope that all of you have had a chance to rest and relax with your families and friends over the Christmas holidays and to reflect on the past year.

The New Year offers a chance to start over with our spirits invigorated and our minds refreshed. Many of us start the New Year off by setting goals, making plans for our calendar of events for the year, or just pondering the future. Some of us are very traditional and still make New Year's resolutions as we sing Auld Lang Syne.

We go through the motions, make a list of tidy little goals and set about changing the behaviors necessary to read more books, become more proficient in our dental offices, spend more time with our families or lose 10 pounds. This is good stuff, and it typically lasts until about the first week in February, when we begin to realize that we're bored with our goals. Let's face it: It's hard to stay motivated by incremental change.

However, as we begin 2007 changes affecting our profession of dentistry are looking us squarely in the face. We must face the aspect of change with enthusiastic critical thinking that will ensure that every man, woman, boy, or girl has the opportunity to receive the very best dental care that our dental teams can deliver.

I am strongly committed to addressing the access to care problem with solutions that will improve the dental health of all South Carolinians, solutions that will provide ample opportunities for the public to be treated by dentists and their dental teams. The continual disparity between the affluent and poorer regions of our state emphasize the importance of reducing poverty and dental disease by extending the benefits of our dental education to everyone. Our age is prominently an age of science and technology and these continue to offer the best promise for improving the human condition of dental disease.

Also, improving the delivery of dental care will involve critical thinking by all who are decision makers. Our society has proven that the methods of science and graduate education levels of thinking are paramount to understanding nature and solving human problems. I believe that science and reason are the best way of expanding discovery and knowledge and bringing about a more healthy and prosperous statewide community.

As I complete the balance of my term as President of the SCDA, I am looking forward to the work that lies ahead of us for 2007 because "Together We Can Chart the Future of Dentistry in South Carolina."

Larry Ferguson

## **SCDA Recognizes Legislators of the Year**



Drs. Millwood and Newton present Dr. Cleary (top, center) and Rep. Edge (bottom, center) with their awards.



Drs. Charlie Millwood and Rusty Newton of the South Carolina Dental Association presented "Legislator of the Year" awards to Dr. Ray Cleary and Rep. Tracy Edge on Tuesday, December 5. The congressmen received the awards for substantially assisting in the advancement of SCDA policy agenda and legislative priorities. They worked closely with the association to introduce or support legislation or amendments that advance SCDA legislative goals. We sincerely thank these gentlemen for their leadership in congress in supporting the mission of the SCDA.

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Hal Zorn **Executive Director** 

## **Executive Director's Notes**

By Hal Zorn

Sen. Verne Smith died last month at age 81, just 29 days after the death of his wife. He was hailed by his Senate colleagues as the father of the Medicaid program in South Carolina.

He continued to play that role in 1999 when the SCDA sought revision of the Dental Medicaid Program. He was a strong supporter of the proposal, but laid his cards on the table when he said the revision would be reversed if the dentists did not step up and produce needed results.

I talked with him two years later by phone to his home. He was quite straight forward in his assessment. He stated he did not know in 1999 if the SCDA members would fulfill their obligation under the new Dental Medicaid Program. He acknowledged that, in fact, the dentists had done so.

The new program started in January 2000 was revolutionary. It provided a core set of essential, comprehensive Medicaid treatment to the needy children of this state based on a reimbursement rate pegged at the 75th percentile. There were 619 dentists signed up as providers for the program in 1999. This number

was increased by more than 200 new providers before the end of 2000 and has risen to more than 1.100 in 2005.

DHEC's Dental Advisory Committee at its meeting in early December acknowledged the accumulated neglect in place in 1999 has significantly been addressed through the comprehensive care provided. This is not to say all is well and we (being all groups having decision making roles in this continuing effort) should rest on our laurels.

There is much left to be done and a key to that is making sure in the coming years that the reimbursement level for the comprehensive dental care provided is brought up to the 75th percentile of current statewide figures.

All accomplishments from all parties involved have hinged on the General Assembly approved Dental Medicaid Program reimbursement program being implemented. What are other accomplishments other than traditional in-office comprehensive dental care?

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**Phil Latham Deputy Executive Director** 

## **National Provider Identification (NPI)**

By Phil Latham

Several years ago, we were all introduced to a new acronym in the dental world, HIPAA. This was the Health Insurance Portability and Accountability Act of 1996. This act brought on many changes in the health care field dealing with privacy standards, patient's rights and administrative requirements.

Today, a new acronym has surfaced, NPI. This stands for National Provider Identification and is part of the HIPAA Act of 1996. HIPAA mandated the adoption of an NPI which is a standard unique identifier for health care providers and organizations.

All health care providers, including DENTISTS, are eligible for NPI's. You must have an individual NPI even if you have obtained one for your incorporated practice. Officials recommend that every practicing dentist obtain an individual NPI even if you do not submit claims electronically. This is because some carriers will require an NPI on paper claims. South Carolina Medicaid is one of those entities that will require an NPI on paper claims.

This new regulation will be required on May 23, 2007. Most carriers have or will notify providers when they will be capable of accepting only the NPI rather than another identifier.

Obtaining you NPI number is free and as simple as applying for a Social Security Number.

Complete the application online at

https://nppes.cms.hhs.gov

As mentioned, South Carolina Department of Health and Human Services (DHHS) will require the NPI on all Medicaid dental claims effective May 23, 2007. On or after May 23, 2007, South Carolina Medicaid will no longer accept your 6-character provider ID.

In addition to requiring the NPI number, South Carolina Medicaid will also change to the new 2007 ADA dental claim form. Effective

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## SCDA Children's Dental Health Month Brings Exhibit to EdVenture

Museum

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touring program is especially re-

warding due to the limited availability of this popular theme. Targeted to elementary age children, the "Brushes" program will engage all kids, and help them to have a lifetime of healthy smiles. Dr. Napier is expecting this to serve as a cen-



terpiece for SCDA's efforts for Children's Dental Health Month.

The EdVenture Museum is

the tenth largest children's museum in the country, and the largest in the Southeast. Since opening in 2003, EdVenture has received over a half million visitors from all over the world. Although not finalized, it is the hope that SCDA can "kickoff" the NCDHM campaign with a legislative reception.

More information will follow, but until then, mark your calendars for this exciting event.

## **Bulletin to Begin Electronic Edition**

(continued from page 1)

but the real benefit of e-mail text is a substantial savings of our production costs. Projections suggest that as much as \$20,000 could be moved back into our general fund. In a time when dues income does not cover half of the operating expense of the association, any savings generated is a plus to the membership. During the House of Delegates meeting there was a concern for those members who do not have access or comfort downloading a text. There is also value for our historian to keep records of the BULLETIN for documentation purposes. In the end, it is the belief that this move will generally be beneficial. For those who prefer, there will still be access to a printed copy of the monthly publication. It is the

intent of this transition to improve the quality of this valuable member service.

The SCDA has a number of publications that are prepared by your editor and the staff. Christy and Jennifer design the layout of the BULLETIN, assemble the member directory, format the convention brochure and assorted mailings. SCDA also provides members with pamphlets for dealing with various regulations. There is a lot that goes on behind the scenes, and your editorial staff is always seeking improvements. Remember, you will receive both a printed issue and an electronic issue until July. After that period, all printed copies will be on a requested basis.



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## **Executive Director's Notes**

- The in-school programs by Commun-I-Care are one.
- The four Medicaid dental centers are another.
- The comprehensive dental care provided by vans manned by dentists going to various schools. The preventive programs under the auspices of DHEC's Memorandum of Agreements.

Sen. Smith got the comprehensive dental treatment ball rolling for the children he championed. The end result of his commitment has not been written. It is up to all parties involved in the initial step to make sure the journey continues.

#### The Legislative Year Ahead

The key committee the Dental Association deals with each year is the House 3M Committee. The make up of this committee has changed dramatically this year with the defeat of long-time chairman Joe Brown and the fact that half the committee for 2007 is made up of freshmen.

Any legislation proposed by the S.C. Dental Hygienist Association similar to that introduced a year ago, will likely go to this committee. As this column is written, the subcommittee assignments have not been finalized.

Other legislative items have already been introduced such as amendments to the van/portable equipment bill which was passed last year and signed into law by Gov. Sanford with the understanding that the SCDA would provide amendments clarifying certain aspects of the legislation. These changes have been introduced by Sen./Dr. Ray Cleary.

There are several proposals which will be introduced by the staff at the State Dental Board. These include implementation of the van/portable equipment legislation, allowing prescription writing authority for dental school graduates in the specialty training programs at MUSC and a proposal from the S.C. Dental Laboratory Association calling for certification of out-of-state dental labs.

An additional item that will be sought by the SCDA is additional funding for the Rural Dentist Incentive Program. An attempt will be made to double the amount of funding for this program to \$500,000 per year.

The SCDA has an excellent lobbying team to direct our agenda. This group is headed by long-time lobbyist Richard Davis and his staff members Ashley Smith and Shell Suber. The SCDA efforts are also ably directed by Legislative Chairman Dr. Rusty Newton and Dr. Hal Fair.

Much more will be written about decisions made concerning these legislative ideas and probably many others during the coming months.

#### **Donate Life**

At its last meeting, the SCDA Board of Governors voted unanimously

to encourage its participate in Donate Life South Carolina by providing free dental exams and care for indigent transplant patients.

Ms. Melissa Blevins. RN, Donate Life's Executive Director, wrote, "The generosity of the S.C. osity of the S.C. **Dental Association** in providing free dental assistance to our most indigent transplant patients is most appreciated...The success of any t transplantation is highly dependent upon the minimization of infection. To this end, all patients must have a pre-

#### cautionary dental check-up to insure that no oral infection is present prior to being added to the

(continued from page 7)

transplant list." The Board encourages you to sign up as a volunteer. Dentists are needed throughout the state and Donate Life is eager to work with dentists in the patient's local area. To volunteer, please contact Ms. Blevins at

mblevins@donatelifesc.org.

Information on volunteering for Donate Life South Carolina and helping it meet its mission "to increase organ and tissue donation in South Carolina and to provide patient assistance to transplant recipients" is on the SCDA website at www.scda.org.





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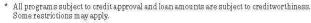
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### **National Provider Identification (NPI)**

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March I, 2007, South Carolina Medicaid will begin accepting both the new ADA claim and the current claim form (ADA 1999 version 2000). At that time, you may also use either your NPI or current provider ID number. Please note, effective May 23, 2007, South Carolina Medicaid will ONLY ACCEPT the new ADA claim form with the NPI.

To assist dentists and their staffs in this transition, South Carolina Medicaid has set up workshops. All workshops will be held 1:30 to 4:30 pm. Please plan on either attending yourself or have one of your staff attend.

You will soon receive a schedule of these workshops along with the locations, but they are listed below for you convenience. Please keep in mind that providers need to register to attend one of the training sessions. To register, visit the following web site:

www.scmedicaidprovider.org or call provider outreach at I-888-289-0709.

Tuesday, January 23 – Florence – Florence Darlington Tech

Tuesday, January 30 – Charleston – Main Library Auditorium

Wednesday, February 7 – Columbia – Blue Cross/Blue Shield

Tuesday, February 13 – Columbia – Blue Cross/Blue Shield

Wednesday, February 21 – Greenville – Greenville Tech

You may visit the SCDA website and find several items of information regarding the NPI number. Remember the date May 23, 2007 – the lack of an NPI(s) could delay claims processing and payment.

## **SCDA Welcomes New Members**

#### By Phil Smith

The South Carolina Dental Association would like to recognize our new members. Forty-two dentists joined during the fall meetings of this year. The Board of Governors of the Association is pleased with your decision to be a part of organized dentistry, and invites you to take full advantage of the many benefits that are offered.

## **Central District**

Ana Billman
Katherine Clark
Edrin Ejaife-Austin
Angela Hammonds
Clifton Jordan, III
Mahmond Karimpour
Mace Koenig
Kevin James
Laura McLaughlin
Khalil Orsborn
Leslie Pitner
Jacqueline Sonceau
Stephen Vallis
Anny Zalesne

#### **Costal District**

Paul Galloway
Jachelle Garrett
Audrey Gordon
Debra Jennings
Gerald Johnson
William Kibler
Joe Krayer
Dwight McMillian, Jr.
James Myers, III
Travis Nash
Allen Porter
Todd Sander
Edward Strauss
Craig Wix

#### **Pee Dee District**

Eugenia Badescu Emily Cooper Kimberly Coxe John Morgan, IV

## **Piedmont District**

Roy Bryant, Jr.
Keith Carver
Kristin Derrick
Mary Haigler
Camille Horton
Matthew Hunt
George Kitchens, Jr.
Amanda Merritt
Huong Pham
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#### SCDA MEMBER BENEFITS GROUP CORNER

by Mark K. Brown

#### THE SECRET BEHIND THE EASY BUTTON

As you know, the SCDA endorses Staples Business Advantage to offer office supplies to member Dentists in the state. This partnership has been in existence for more than a year now and it is being met with good reviews from the members who are taking advantage of it and these are just a few of the reasons why:

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## Classified Ads

DENTAL OFFICE MANAGER Needed- Mount Pleasant Area. Seeking a caring and exceptional team person having the following responsibilities: payroll, computer skills, personnel management, A/R, insurance control, good communication skills, OSHA, and knowledge in clinical techniques. Benefits include: vacations, 401K pension plan, Health Ins, CE. Send resume to: Chris Maltezos, DDS, PO Box 665, Huger, SC 29450.

Temporary Coverage or Permanent Placement Seeking semi retired dentists for vacation relief, short-term disability, maternity leaves. Name your fee! No strings or obligation. Associates wanted for permanent placement, nation-wide. Recent grads welcomed. To provide or RECEIVE coverage, call 800-600-0963 or visit DOCTORSPERDIEM.com

Kool Smiles, general dentistry for kids & teens, is currently looking for FT General Dentists in Sumter. Kool Smiles offers: \$120K Base Compensation for new graduates, Bonus Potential of up to \$70K, Health Insurance, Dental Insurance, Malpractice Insurance, Paid Vacation, Paid Holidays, Continuing Education, Long term disability/Short term disability, and Much More! Experienced dentists salary is nego. Must enjoy working with children and serving the underserved community. Must have an active SC dental license. For a fun and rewarding place to work, please contact Andrea Jett at 770-916-5023 Director email your CV to ajett@ncdrllc.com . You can also visit our website at <a href="https://www.koolsmilespc.com">www.koolsmilespc.com</a>.

Palmetto Dental Personnel is owned and operated by a dental professional with over 20 years experience and has exclusively provided professional dental staff for Midlands and surrounding areas for 15 years. PDP has hygienist, assistants and receptionist available for temporary and permanent placement. Contact Gail Brannen at 1-800-438-7470 anytime.

Flexible, low stress lifestyle—Work when and where you chose without obligation. Excellent compensation. Nation's most experienced LOCUM TENENS SERVICE (Temporary Professional Service) for dentists. Contact FOREST IRONS & ASSOCIATES, INC. at 800-433-2603 or <a href="https://www.forestirons.com">www.forestirons.com</a>.

#### ASSOCIATE OPPORTUNITIES

CHARLESTON #8372 ASSOCIATE-Full time associate needed immediately for busy GP. Call Dr. Jim Howard at 910-523-1430 for more information.

LEXINGTON AREA #8366 ASSOCIATE Full time general dentist needed for associate position in modern office with digital imaging. One of SC's fastest growing areas with excellent, blue ribbon schools. Located within minutes of beautiful recreation at Lake Murray. Call Dr. Jim Howard (910-523-1430) for more information.

MYRTLE BEACH AND CONWAY #8278 ASSOCIATE—Full time associate positions available for general dentist. Call Dr. Jim Howard at 910-523-1430 for information.

NORTH CHARLESTON #8194 ASSOCIATE—Full time associate needed immediately for busy GP. Call Dr. Jim Howard at 910-523-1430 for more information. Call Dr. Earl Douglas, Professional Practice Consultants, Ltd., at 800-321-4540 or Dr. Jim Howard at 910-523-1430 for more information. We specialize in appraisals, sales, mergers and associateships. We provide financing for buyers and pay cash to sellers.

SUCCESSFUL GENERAL PRACTICE SERVING CHILDREN AND YOUNG ADULTS SEEKS ASSOCIATE WITH POTENTIAL PARTNERSHIP BUY-IN. MUST BE PATIENT ORIENTED, HAVE GOOD PEOPLE SKILLS AND EXCELLENT CLINICAL SKILLS. PRACTICE CONVIENTLY LOCATED IN POPULAR RALEIGH-DURHAM AREA. EXCELLENT COMPENSATION/BENEFITS PACKAGE WITH GUARANTEED SALARY. CONTACT DONNA WATERS 919-815-1361.

Dentist wanted for possible associate position. Salary & commission. Fast pace General Practice and Denture clinic. On site lab. Great atmosphere. Great Staff. unlimited earning potential. Monday-Thursday work week. Please call (941) 726-7122 if interested.

Have you had any patients who have developed osteonecrosis of the jaw (ONJ) while taking Fosamax? Please have them call The Law Offices of David L Hood at 1-866-610-4663 for an initial consultation. (Primary office, Georgetown, SC)

#### PRACTICES FOR SALE

CHARLESTON AREA #8068—Gross \$242,071; 2.5 days; 3 operatories; 1300 sq. ft. office space, assistant, hygienist, office manager
NORTH OF CHARLESTON #8187—Gross \$365,643; 5 days; 4 operatories; 2000

NORTH OF CHARLESTON #8187—Gross \$365,643; 5 days; 4 operatories; 2000 sq. ft. office space; assistant, office manager, receptionist, GP practice for sale

for \$200,000! Two additional operatories plumbed.

ORAL & MAXILLOFACIAL SURGERY #8223—Gross \$625,793; 3.5 days; 3 operatories; 2000 sq. ft. office space, assistant, business assistant, insurance clerk, 2 RN Nurses, Additional plumbed but unequipped operatory.

Call Dr. Earl Douglas, Professional Practice Consultants, Ltd., at 800-321-4540 or Dr. Jim Howard at 910-523-1430 for more information. We specialize in appraisals, sales, mergers and associateships. We provide financing for buyers and pay cash to sellers.

ZOOM IN-OFFICE WHITENING SYSTEM and Accessories for a great price! Purchased new in 2006 - call for details. (843)284-4444.

PerfectByte - PRACTICE MANAGEMENT SOFTWARE for Orthodontic & Dental offices. Affordable, Comprehensive/User Friendly Features. Billing, Scheduling, Image Storage/Photo Montage', Customizable Documents & Payment Plan Contracts, Insurance Continuation of Treatment Billing, Recall Module, & more. Dental \$695-\$1295. Orthodontic \$2500. For FREE fully functional trial with 25 patient limit, www.perfectbyte.net or toll free (877) 767-7007.

South Carolina — Upstate: Unbelievable Buy-In Opportunity! Earn \$125K 1st year with Guaranteed increases and full ownership thru sweat equity. Wellestablished, general dentistry practice, 70-90 new patients per month, new equipment, 6 ops, collected \$1,000,000+ in 2005. Practice Management (coaching) included with solid seller transition assistance. Call Professional Practice Advisors, Inc. 800.863.9373 www.practiceadvisors.com

Dental lab space for rent. Irmo area near Irmo High School. Approximately 600 square feet. Includes casting room, porcelain room, bath, private office, and general lab space. \$500.00/month. Utilities included. Daytime M-Th (803) 781-5628. Evenings and weekends (803) 781-5652.

For Sale: Beautiful private brick dental office building in Rock Hill, SC minutes from Charlotte. Equipment ready for 4 ops, 1300 sq. ft. on 1/4 acre lot. Private parking lot partially leased out-additional income. Visit www.carolinasmilecenter.com for view of building. \$350,000. Call 803-327-3240 for information.

Full-time or Part-time General Dentist Position Available in Greenville, SC. Our dental practice offers a wide range of dental services to the upstate of South Carolina, specializing in treating patients with exigent dental needs and in developing treatment plans and offering dental education. We offer a clean and modern office setting that is equipped to provide the best quality care available. We offer a competitive salary and do not require a contract. Call 864.325.2204 for more information.

Dental Talent Needed-Columbia Area. Full time, Part time or temporary. Dental assistants, hygientists and front desk. Full time has benefits. Part time and temporary can set your own flexible hours. No fees, no contracts and free training. Fax resumes to 803-750-5613.

Dental office in Northeast Columbia available April 2007. This beautifully appointed 3000 sq. ft. office is in Sesqui Station, a professional business center located at 9600 Two Notch Road. Currently a Periodontist practice, it is ideal for any dental practice. A specialist benefits from two general dentist practices already in Sesqui Station. View the layout and see pictures of Sesqui Station by visiting www.0sprey-Inc.com. Save tens of thousands in up-fit costs with this stunning turn-key dental office.

Well experienced general dentist will travel for temporary coverage (locum tenens) in your office, or associate position in the greater Myrtle Beach area. Please contact J.K. Thornton, DMD at (843) 267-2794 or jktdmd@yahoo.com. References available upon request.

## Help Wanted

Dentist-SCDHEC- Region 1 Public Health-Hourly Position: Position available in Region 1 Public Health- Anderson and Oconee county dental clinics. Must be licensed to practice dentistry in South Carolina. Contact Lynn Cunningham at 864.260.5666 for more information.

General Dentistry Practice in the Charleston area seeks Associate for partnership to possible buy-out. All inquires are confidential. Fax your resume to 843.764.4977 or email too32th@aol.com for more information.

Quality oriented associate/partner needed for Sumter GP office. 2.5 days a week. Buy in/Partnership available after trial period. Call Dr. Catherine Zybak at 803-236-1319.

Dentist wanted for possible associate position. Salary & commission. Fast pace General Practice and Denture clinic. On site lab. Great atmosphere. Great Staff. unlimited earning potential. Monday-Thursday work week. Please call (941) 726-7122 if interested.

Myrtle Beach area — Associate dentist needed for busy family practice with opportunity for buy-out. Great location in resort area. Gross near \$800,000. Resume to P.O. Box 70255 Myrtle Beach, SC 29572.

Dental Talent Needed-Columbia Area. Full time, Part time or temporary. Dental assistants, hygienists and front desk. Full time has benefits. Part time and temporary can set your own flexible hours. No fees, no contracts and free training. Fax resumes to 803-750-5613.

•••

General Dentist needed in Columbia office for Fridays only. To perform all dental procedures, needs to be proficent in endo, oral surgery, crown, bridge, & prosto. Please contact Evie @ 803-738-2424 to set up an appointment.

Palmetto Dental Personnel is owned and operated by a dental professional with over 20 years experience and has exclusively provided professional dental staff for Midlands and surrounding areas for 15 years. PDP has hygienist, assistants and receptionist available for temporary and permanent placement. Contact Gail Brannen at 1-800- 438-7470 anytime.

Seeking a compassionate Dentist to work in Charleston who could use 17 weeks off each year and a starting salary of up to \$150,000 plus an annual bonus. We are a caring removable prosthetics practice offering a great benefits package. Please call 1-800-948-7005 and ask for Dr. Fields or Chris

Columbia Health Care Services has been providing medical and dental personnel since 1981. We have clinical and clerical personnel in the following areas: Columbia, West Columbia, Lexington, Anderson, Greenville, Florence, Charleston, Seneca, and Orangeburg. Whether you have a temporary or permanent need call the medical staffing experts today at 1-800-922-0092 ext. 524.

Full-time or Part-time General Dentist Position Available in Greenville, SC. Our dental practice offers a wide range of dental services to the upstate of South Carolina, specializing in treating patients with exigent dental needs and in developing treatment plans and offering dental education. We offer a clean and modern office setting that is equipped to provide the best quality care available. We offer a competitive salary and do not require a contract. Call 864.325.2204 for more information.

Lexington, SC - Full-time - Pediatric Office. Seeking certified dental assistant and dental hygienist. Growing practice needs someone who is dedicated to providing quality care. Competitive salary and benefits. Fax resume to 803-359-7542 (Monday - Thursday, 9am - 4pm).

Are you searching for an opportunity to own your own dental clinic but unable/unwilling to finance the purchase due to school/house/car loans? Are you passionate about helping your patients but want to leave the "management issues" to others? Progressive dental ownership group seeking a dentist(s) licensed in South Carolina for multiple markets, including coastal and rural areas. Additional opportunities may exist in Columbia and Greenville markets. Firm seeks licensed dentists; patient orientated with strong people and clinical skills, to partner with us where tenure leads to equity accrual and majority ownership. Great facilities, equipment & staff. Salary, bonus and benefits. Non-partner or employee only female dentists encouraged to apply for this excellent opportunity. Contact Garald Cottrell at (336) 339-9055 or via email at Dentalrecruitingnc@Yahoo.com

## lobs Wanted

Hardworking, dedicated dental receptionist seeking a position in the Spartanburg, SC area. References, classes taken and resume available upon request. Please call 864-461-8890 or email prh12180@chesnet.net if interested.

PLEASE NOTE THAT THE JOBS WANTED/HELP WANTED column is a free membership service of SCDA. Please call us if you are looking for a job or looking for someone to fill a job. The SCDA office also maintains a JOB BANK file and all ads can be kept confidential if so desired. If you are interested in receiving or submitting information into the JOB BANK, please call the SCDA office. If you have registered with us previously and have found work or filled your position, please let us know so that we can take your name out of our files. I-800-327-2598.

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## Top 3 Reasons to sign up for the FREE, biannual DenTeC e-newsletter

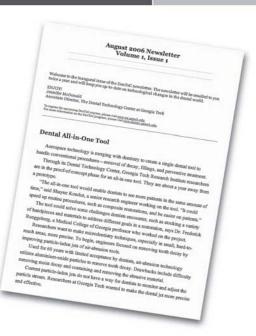
- 1. Stay in the know about dentistry developments
- 2. Keep up with the latest technology advances
- 3. Be the first to know about upcoming training opportunities

#### What is DenTeC?

Georgia Institute of Technology's Dental Technology Center, is devoted to improving dentistry through technological advancements. Backed by the resources of a world-premier research institute, what DenTeC does today will help you, your patients, and your practice tomorrow.



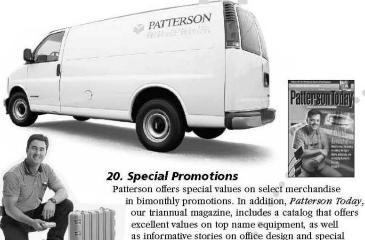






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20 ways Patterson can benefit your practice

#### 1. Sales Support

We're much more than a distributor. We're a team of knowledgeable and dedicated sales representatives who can provide you with expert advice on new products and procedures.

2. Inventory Control Systems Order 24/7 via our electronic order entry system. And with bar code tags, placing an order has never been faster or easier.

#### 3. Faster Delivery

On a national average, Patterson ships over 97 percent of all orders within 24 to 48 hours.



#### 4. Largest Inventory

Choose from over 82,500 competitively priced items in our full line of dental products.

#### 5. Customer Service

Backing up our sales representatives is a team of customer service representatives whose total responsibility is to expedite your order and assist you in any way possible.



#### 9. Software

With Patterson's powerful orderentry software called eMagine®, and multi-talented practice management and clinical software from EagleSoft®, you'll benefit from timesaving technology and expert support - freeing more time for your patients.

#### 8. Patterson Plus m

Membership gives you a wide selection of special services and discounts, including a guaranteed service response time for emergency repairs.

#### 7. Competitive Pricing

In addition to value added services, we offer competitive pricing on all dental supplies.

#### 6. Technical Service Support

Our service technicians are dedicated to providing you with responsive service support. Whether you need routine maintenance or emergency repairs, count on Patterson to keep you running.

#### 10. Equipment Selection

Patterson has a wide selection of brand-name equipment from such top names as A-dec, Gendex, KaVo, Midwest, Planmeca, Proma, Royal, Sirona, Star and many more.

#### 11. Office Design

Patterson equipment specialists, utilizing computer-aided design, can assist you in new office construction or remodeling and expanding your present office.

#### 12. Financing

Patterson's in-house financing department can tailor-fit a lease or finance program around your specific needs.

#### 13. Equipment Installation

Our experienced design and service teams work closely with all parties before, during and after installation to assure you the highest quality work.

#### 14. Practice Management

We offer EagleSoft®, the most comprehensive practice management software in the dental industry, backed by a satisfaction guaranteed policy.

#### 19. Satisfaction Guaranteed

We guarantee all the products we sell and stand behind all manufacturers' warranties.

Patterson customer programs.

#### 18. An Innovative Leader

Patterson was the first distributor to introduce new computer-based products to the dental industry. Whatever the product breakthrough, be assured Patterson will have it first.

#### 17. Front Office Supplies

Turn to Patterson Office Supplies for all your front office needs. Patterson Office Supplies provides you with a complete selection of front office products.

#### 16. One.Plus

When you purchase EagleSoft® software, you get 0% interest for 3 years and no payments for 90 days. And, you could qualify for a 30-percent rebate.

#### 15. 24-Hour Handpiece Repair

Patterson offers 24-hour high-speed handpiece repair from its National Service Center.



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Columbia Branch 803-754-8754 800-845-8833

Charleston Branch 843-849-5260 800-237-8187

P6023 (5/05)

# SPRING MEETING CENTRAL DISTRICT DENTAL SOCIETY

Friday, March 23, 2007

Embassy Suites Hotel Columbia - Greystone, 200 Stoneridge Drive, Columbia, SC (Across From Riverbanks Zoo)

## Dr. Pamela J. Sims

(Pharm. D., Ph.D.)

## "Review of Drugs Used in Dentistry"

Morning Session Only - Doctors, Spouses, and Staff

4 C.E.U.'s

## **Agenda**

## Our Speaker

8:00 am - Registration 8:30 am - Scientific Session 12:00 Noon - Business Meeting 12:30 pm - Lunch Dr. Sims is Professor and Chair of the Department of Pharmaceutical and Administrative Sciences in the McWhorter School of Pharmacy at Samford University in Birmingham, Alabama.

#### **NOTES:**

There is a \$50.00 registration fee for non-member dentists.

There is a \$15.00 charge for every person attending lunch.

Luncheon reservations are required for all members, non-members, spouses, and staff.

There is no charge for members or non-members' spouses and staff attending scientific session.

Please return this form by March 9, 2007 to:
Dr. Rocky L. Napier, 143 Trafalgar Street, SW. Aiken, SC 29801

Please check:	I will attend the Scientific Session.
	I will stay for lunch.
	I will have guest(s) (number of spouses and staff) for lunch.
	Please enclose \$15.00 for each lunch.
***** Plea	use include a separate \$15.00 check for the member dentist. *****
Please	make check(s) payable to the <u>Central District Dental Society</u> .
***** Member dentists	may pick up their \$15.00 checks after lunch or they will be deposited. *****
NAME:	
	(please print)
	(rev.

01/11/07)

"Dental Assistants Recognition Week"
March 5 thru 9, 2007
Please recognize your hard working
Dental Assistants during this week!

"South Carolina Dental Assistant Association" Will be presenting a Continuing Education Seminar. March 10, 2007 8:30am - 12:30pm. Midlands Tech, Airport Campus The title is "Oral and Systemic Health through the Golden Years". The speaker is Stacy McCauley RDH, MS with Philips Oral Healthcare. Please look for mail out in your mail!