



SOUTH CAROLINA DENTAL ASSOCIATION

Bulletin

June 2023
Volume 51, Issue 6

Inside this issue:

Dr. Carlos Salinas Program Save the Date	2
Contact Dentists Needed	4
Patient Abandonment After Non-Payment Leads to Malpractice Lawsuit	6
MUSC Update	12
Classifieds	14

Published by the
South Carolina
Dental Association

Design: Maie Burke

www.scda.org

Toll Free in SC:
(800) 327-2598



Facebook: SCDental
Twitter: SCDentalAssoc
Instagram: southcarolina
dentalassociation



President's Message

By John C Comisi DDS, SCDA President



Has half the year flown by already? How did that happen?

I wonder if I can actually slowdown from the pace of the last few months. It has been extremely busy with the Dental College and SCDA events. As mentioned in my last communication with you, in May, I attended and represented the SCDA at the North Carolina Dental Society meeting in Myrtle Beach, was invited to and attended a wonderful OKU Induction Ceremony, participated in the MUSC

James B. Edwards College of Dental Medicine Convocation, and attended the MUSC Commencements. These were wonderful experiences and will live long in my memory.

But now we are into June. Spoleto here in Charleston is in full swing. It is always a special treat to attend this festival. My favorite pass-time, baseball, is happening, and we head to the RiverDogs games whenever there is the opportunity.

Our Class of 2025 is set to receive their "White Coats" at the White Coat Ceremony on June 9th. This is an important rite of passage for these "rising" Junior Class members. This event symbolizes the advancement of the members of this class from their "pre-clinical" studies to their new "clinical" education. The pride in these young men and women as they don their new white coats and celebrate this milestone among themselves, and their families and friends is always a very special occurrence for me. You see, I teach them during this pre-clinical time, and I attempt to open their minds further as to what they will need to understand prior to them entering the clinics, and I have the most wonderful time watching them develop their skills in the simulation laboratory. This evolution and transformation to confident practitioners of the dental art is very satisfying. Oh, that's not to say they will not need guidance for the next two years, they most certainly will. But they will be shepherded and mentored by all the faculty here at the College to help them become the capable and competent dentists they need to be when they graduate.

Well, I guess I'll keep this brief this month so that y'all can go and enjoy what I hope will be a wonderful June.

Always at your service!

John

Unsubscribe from the hard copy
SCDA Bulletin by emailing
scda@scda.org



Rick Guidotti/Positive Exposure

Dr. Carlos F. Salinas Dental Program for the Diagnosis and Treatment of Individuals with Special Health Care Needs

Earn up to 7 hours of continuing education credits at MUSC’s 24th annual seminar.
All oral health providers and care team members welcome.

SAVE THE DATE
September 29, 2023
Marriott North Charleston

Course registration and agenda to follow. For more information, contact Karen Comisi, program coordinator, at comisik@musc.edu or 843-876-0059

ADA C.E.R.P.® | Continuing Education Recognition Program

The MUSC College of Dental Medicine is an ADA CERP recognized provider. ADA CERP is a service of the American Dental Association to assist dental professionals in identifying quality providers of continuing dental education. ADA CERP does not approve or endorse individual courses or instructors, nor does it imply acceptance of credit hours by boards of dentistry. The MUSC College of Dental Medicine designates this activity for 8 hours of continuing education credits. Concerns or complaints about a Continuing Education (CE) provider may be directed to the provider or to the Commission for CE Provider Recognition at ADA.org/CERP.



James B. Edwards
College of Dental Medicine

Make the right CHOICE when selling your dental practice!



CHOICESM

Dental practice transitions
An NPT Company

Since 1996, our team of experts have provided successful transition services exclusively to dentists. Choice prides itself on its reputation for integrity, service and results for both traditional practice sales and commission-free sales to DSOs.



Catherine Silva
(877) 365-6786 Ext.238
c.silva@choicetransitions.com



Angeliki Scoumis
(877) 365-6786 Ext.239
a.scoumis@choicetransitions.com

Contact your local
representative today!
www.choicetransitions.com

SCAN HERE TO
SCHEDULE
APPOINTMENT



Contact Dentists Needed

By DenPAC Chair, Dr. Chris Griffin, Legislative Chair, Dr. Thomas Edmonds, and Executive Director, Phil Latham

The South Carolina Dental Association (SCDA) has enjoyed a very strong presence at the South Carolina Legislature and the main reason is due to our contact dentist system where a South Carolina dentist is assigned to each Senator and Representative across the State.

Due to several reasons, our contact system needs to be strengthened as South Carolina just saw many new faces elected to the 2023 legislature and having a contact dentist for each of them is very important. The contact dentist is usually someone who knows the legislator and is willing to pick up the phone and call them about any legislative issue that directly or indirectly affects dentistry. However, you do not need to personally know the legislator, but be willing to make contact with them if needed and be willing to deliver a campaign check when appropriate.

The SCDA provides you with all the information when or if contact needs to be made.

This is extremely important. Without a good contact system, legislation can get passed that may be detrimental to dentistry.

PLEASE review the list below and let Phil Latham (lathamp@scda.org) know who you know or who you are willing to be the contact dentist for.

SENATORS

Sean Bennett – Dorchester
Penry Gustafson – Kershaw
Richard Harpootlian – Richland
Kevin Johnson - Clarendon
Margie Matthews – Jasper

REPRESENTATIVES

Terry Alexander – Florence, Darlington
Heather Bauer – Richland
Thomas Beach – Anderson, Greenville, Pickens
Bart Blackwell – Aiken
Gary Brewer – Charleston, Dorchester
Paula Calhoun – Lexington
Brandon Cox – Berkeley
April Cromer – Anderson
Gil Gatch – Charleston, Dorchester
Daniel Gibson – Greenwood, McCormick
Patrick Haddon – Greenville
William Hager – Beaufort, Colleton
Thomas Harnett, Jr. - Charleston
Robert Harris - Spartanburg
Jermaine Johnson - Hopkins
Wendell Jones - Greenville
John Kilmartin - Lexington
Katherine Landing - Charleston

Brian Lawson – Cherokee, Spartanburg
Matthew Leber – Charleston, Colleton
Donald McCabe - Lexington
JA Moore – Berkeley, Charleston
Alan Morgan - Greenville
James Neese - Lancaster
Roger Nutt – Spartanburg
David O’Neal - York
Jordan Pace – Berkeley
Marvin Pendarvis – North Charleston
Robbins Robby – Colleton
Seth Rose – Richland
Carla Schuessler – Horry
Deon Tedder – Dorchester
David Vaughan – Greenville
Elizabeth Westmore – Folly Beach
Joseph White – Newberry
Robert Williams – Darlington, Florence



Get the most up to date information on dentistry along with great things to share for your office! Join our group today www.facebook.com/scdental. You can also follow us on Twitter @SCDentalAssoc!



Concinnity™ Aligners

One clear aligner case a week can increase your practice's annual revenue by \$200,000 a year. Prescribe Concinnity Aligners™ on your next clear aligner case and see why they should be your preferred brand in helping restore your patients smile.

Prescribe your first case for
only \$699 up to 26 trays.

As an added incentive, your patient will receive a complimentary Izzo Complete 4-in-1 oral care system.



FREE
izzo® kit
Compliments of
Drake Lab



DID YOU KNOW

74%

of the US population
has Malocclusion?



Comfortable Care

Advanced aligner material that's easy to wear reduces rigidity while increasing precision movement.



Fast Results

Zendura FLX aligner technology aligns your smile with 50% more force than traditional materials.



Professional Guidance

Concinnity combines your provider's oversight with a plan created by an orthodontist using 3D software.



Unmatched Support

Concinnity Aligners are backed by one of the nation's best laboratories with over six decades of experience serving discerning dentists.

Drake Precision Dental Lab

800-476-2771

getconcinnity@drakelab.com

8510 Crown Crescent Ct, Charlotte, NC 28227, USA



Patient Abandonment After Non-Payment Leads to Malpractice Lawsuit

By Marc Leffler, DDS, Esq. with MedPro Group an SCDA Endorsed Company

Background Facts

Dr. R was a restorative dentist practicing in a rural town in the American mountains, with only 2 other dentists within a 30-minute drive, and no dentists with sophisticated restorative capabilities closer than nearly 4 hours. A 51-year-old healthy woman, B, presented to Dr. R, having recently moved into the area. Her dental history was complex, due primarily to her having suffered significant facial trauma some years ago in a motor vehicle accident, which led to the loss of 6 maxillary teeth. She had been restored from that time with various removable upper partial dentures, but she remained unhappy with her appearance and her ability to function. Luckily, her mandibular teeth were essentially unharmed in the accident, so the lower jaw had a full complement of teeth, other than 2 third molars which were extracted as a young adult and a second molar that vertically fractured after root canal therapy, necessitating its removal.

She sought Dr. R's opinion as to whether she could have a fixed prosthesis for her upper. After evaluating her clinically and radiographically, Dr. R took alginate impressions and a basic bite, which were poured up and mounted while B left for a short lunch before returning. Dr. R determined that she was a good candidate for implants, upon which a full-arch restoration could be fabricated. B immediately rejected the idea of implants after seeing her brother have what she described as an "awful experience" with implants, so she asked Dr. R for another option. He suggested a 13-unit maxillary "roundhouse" bridge, which would involve the preparation for abutments of all remaining upper teeth, and joining them with pontics which would cover the spaces left by the missing teeth. He explained that, after the teeth were prepared, which he planned to do on one long visit, he would place a temporary bridge, which would remain in place while the remaining steps of bridge fabrication – impressions, bite registration, and laboratory creation of the final prosthesis, followed by potentially several try-in visits to idealize the occlusion – were completed. B liked the concept and wanted to proceed.

Dr. R asked his office manager to meet with B that same day, to go over the fees and set up a payment schedule. The total fee quoted was \$30,000, which accounted for everything, regardless of how many adjustments were necessary after insertion. The manager presented B with a "financial agreement", which set forth the total fee and the payment schedule, which required 3 equal payments at the times of tooth preparation, final impressions, and cementation. The agreement noted, in bold lettering, that B understood that Dr. R would absolutely not proceed with subsequent steps until payments were up-to-date all along the way. B and the manager thoroughly discussed all aspects of the agreement, and B signed the form. Before leaving, she scheduled the first appointment.

Approximately 2 weeks later, B presented to the office and handed a check for \$10,000 to the front desk. Dr. R treated B for an entire afternoon, during which time he prepared all of the maxillary teeth and placed a laboratory-processed provisional, which he relined before temporarily cementing it. On her way out, B scheduled her next visit for close to a month later.

At that following visit, she again provided the staff with a second \$10,000 check, before spending most of the morning with Dr. R, as he fine-tuned the preparations, completed final impression making, and adjusted and temporarily recemented the provisional appliance once again. He asked B to wait for the office to contact her before next coming in, so that he would be certain that the lab would have adequate time to fabricate the final product. Several weeks later, the office called B and left a voicemail which advised her that she could set up an appointment for insertion. B did not respond, so the office manager repeated the process of calling.

Days later, B called the office, very upset, and asked to speak directly with Dr. R. She tearfully told Dr. R that her husband had lost his job, so she could not afford to make the final \$10,000 payment, and she did not anticipate being able to do so in the near future because of a tight job market in her husband's industry. Dr. R firmly, but professionally, reiterated his policy of taking no further steps until all payments due were made. He encouraged her to return with payment as soon as possible so that he could complete the work.

As of almost 7 months after the laboratory had fabricated the bridge, B's husband was still out of work, and her temporary bridge was beginning to crack, thereby making eating difficult for her. She called the office manager, asking to be seen to have a new temporary bridge placed, or at least to have the current one repaired, but was told that no further treatment would be provided to her without further payment.



We are pleased to announce...

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

Makeeba B. Pough, D.M.D.
has acquired the practice of
Loretta K. Felder-McKelvey, D.D.S.
Columbia, South Carolina

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

Practices For Sale

QUALITY OF LIFE PRACTICE: Excellent 5 op, 3,000 sq. ft. GP located in the heart of town and boasts a mostly PPO patient base with approximately 20% FFS. With a strong active patient count of 1,200, this office collected \$568K in 2022 on 4 doctor and 7 hygiene days per week. Boasting all-digital equipment, including a CEREC, and running on Eaglesoft, this office provides the perfect opportunity for success! **Opportunity ID: SC-7802**

SATELLITE, MERGER OR START-UP OPPORTUNITY: West Ashley region of Charleston general practice situated in a charming office complex. The 1,000 sq. ft. space houses 2 fully furnished operatories, plus a partially equipped third room that's already plumbed. With over 750 active patients that are 64% PPO and 36% FFS, the practice operates efficiently on just 4 doctor and 4 hygiene days per week. Most specialty procedures are referred out, creating an extraordinary potential for growth.
Opportunity ID: SC-7771

CHARMING NEWBERRY COUNTY PRACTICE: Highly motivated seller! This practice is centrally located with easy access to the interstate. Boasting southern charm, friendly people, and lush forests, it's the perfect place to raise a family. The active patient count is 1,300 and is mostly PPO/FFS with a small amount of Medicaid. Open 3 days per week, 2021 collections were \$274K. With 3 ops in 2,100 sq. ft. of space in the office and 2,100 sq. ft. upstairs, there is plenty of room for expansion. Real estate is negotiable.
Opportunity ID: SC-7753

Go to our website or call to request information on other opportunities!

800.232.3826

Practice Sales & Purchases Over \$3.2 Billion

www.AFTCO.net

Financial Resources for Dental Professionals

- ▶ Term Life and Disability Insurance
- ▶ Investment Management
- ▶ Fee-Based Financial Planning
- ▶ Student Loan and Debt Management



Book a free, no obligation consultation
with our team or call (843) 884-4545.



SAM McBRIDE
sam.mcbride@commonwealthfg.com



GAVIN DOOLEY
gavin.dooley@commonwealthfg.com



NICK PAVIA
nick.pavia@commonwealthfg.com

commonWEALTH
FINANCIAL GROUP

www.commonwealthfg.com

Sam, Gavin, and Nick are Registered Representatives and Investment Advisor Representatives of Securian Financial Services Inc. Securities and Investments Advisory services offered through Securian Financial Services Inc. member FINRA/SIPC. Commonwealth Financial Group is independently owned and operated. 225 Seven Farms Drive, Suite 106, Charleston, SC, 29492 DOFU 12-2022 5353777

When coincidentally speaking with an attorney cousin of hers by phone, she explained the dental situation, her deteriorating mouth, and Dr. R's refusal to finish the treatment he had started, or even render emergency care. The cousin was outraged by Dr. R's position, and offered some solutions, including that she speak with a malpractice attorney for advice; but in the interim, he suggested that she drive to a medical center a good distance away, which had a dental clinic that would hopefully repair the temporary for an inexpensive sum.

B followed her cousin's advice and was able to have the needed repairs at an affordable price. She also spoke to a malpractice attorney, who contacted a dentist friend to get a sense of whether B had an actionable case. In the end, B was told that Dr. R had not seemingly performed any actual treatment which departed from the standard of care, but that he had abandoned her by being unwilling to complete the midstream treatment, and by being unwilling to even perform emergency repairs to maintain her mouth in a healthy state as a stopgap measure. By this time, B was extremely angry with Dr. R, so she wanted to act in any way she could against Dr. R; the only way, according to the malpractice attorney, was to file a complaint with the state's dental board, explaining the situation in detail and seeking that Dr. R be penalized in some way.

Once B's husband became employed again and their other outstanding bills were resolved, B was in a position to pay for the completion of her work, now a year-and-a-half after she last saw Dr. R. But she refused to go back to Dr. R because she felt betrayed by him and because her board complaint was ongoing, so she found the closest restorative dentist to her – still quite a distance away – who was willing to pick up the in-progress treatment and complete the roundhouse for less money than B would have paid Dr. R. She ended up very happy with her new bridge, although it took much longer than anticipated and with more stress than expected.

Board Actions

A board investigator interviewed B to get all details she had to offer, and also gathered all of Dr. R's records, radiographs, billing statements, phone memos, lab prescriptions and receipts, and the financial agreement along with the attached notes of the office manager. Once all of this evidence was reviewed by board members, an interview with Dr. R was scheduled.

Dr. R appeared for his interview with an attorney retained by his malpractice carrier, as was provided for under the terms of policy. Dr. R did not dispute what had been said by B [and as is described in this case study], but instead held firm to his position that he had entered into a financial contract with his patient, which she was unable to fulfill monetarily, so he felt that he was under no obligation to provide any work for which he was not paid, regardless of the stage of treatment.

Board members deliberated as to how to resolve the complaint of B, and they then levied severe sanctions against Dr. R, with detailed explanations to go along. Dr. R was fined heavily, given a 2-year suspension of which all but 4 months were stayed, and mandated to take 8 hours of coursework on the subject of professional ethics.

The board's explanations clearly set forth the rationale behind the actions. Dr. R was obligated not to leave his patient in an unstable dental state once he began treatment, regardless of financial agreements or her inability to pay as treatment progressed; doing so, determined the board, constituted an abandonment of B, subjecting her to potential bodily harm as a result, and violating his professional duty of non-maleficence ("do no harm"). The board found Dr. R's unwillingness to perform even basic repairs on the provisional was an aggravating factor which raised the severity of the sanctions. And the board pointed to the fact that Dr. R was the only dentist in the area and its reasonably close surroundings to be able to handle a case of this type, so his refusal to continue treatment placed a burden on B which was greater than had there been other local dentists able to competently treat her.

Finally, the board explained, for the apparent purpose of education, that Dr. R would have been well within his rights to have refused to treat B from the start if he believed that he was incapable of performing appropriate treatment on her, if she had insisted upon having treatment performed which Dr. R had believed to be inappropriate, if he felt that she would not be an adequately compliant patient, if she had acted personally inappropriately toward him or his staff, or if she was unwilling to pay the fee he requested; but once he accepted B as a patient, and began treatment, he placed himself into a position of unbending ethical obligations toward her which overrode all other considerations.

VOLUME BASED REWARDS

PURCHASE MORE & SAVE MORE ... IT'S THAT SIMPLE!



MONTHLY INVOICE TOTAL	REWARDS PERCENTAGE
\$2,500 - \$4,999	2%
\$5,000 - \$7,499	4%
\$7,500 - \$9,999	6%
\$10,000 & up	10%



800-845-1116



We look forward to rewarding you soon!

Payment is due by the 15th of the month and your account must be current to receive monthly rewards. Not valid with other promotional offers. No cash refunds will be issued. Credits are only to be applied towards future work.

DENTAQUEST AND SCDHHS

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

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

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

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

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



Takeaways

Dentists are professionals, whose “customers” are patients, and who, consequently, are entitled to have ethical standards upheld in all circumstances. When those ethics are violated by the dentist, they are subject to severe sanctions, up to the possible loss of license. These principles should be viewed entirely differently from departures from the standards of care of treatment – mistakes in performance or errors in judgment – which might cause physical injury. The difference can be viewed as a matter of intent and professionalism: Dr. R fully intended to take the unprofessional actions/inactions that he did, and that is what led to the severity of what the board meted out.

Dentists do well to realize that any situation which prevents them from being able to complete work that has begun puts them at risk for a claim of abandonment, with the penalties that carries if demonstrated. So, any time that they leave the employ of an office, or any time they wish to dismiss a patient for any of a variety of reasons, deep consideration as to how the impacted patients will be affected must take place, with plans put in place to protect those patients. Even if patients are terminated without ongoing work in progress, they should be told of their conditions in detail, advised that they ought to seek dental care elsewhere as soon as is practicable, and be provided with emergency care by the terminating dentist for a reasonable period of time.

Dental malpractice claims are resolved by money, which is usually paid by a malpractice insurance carrier, but abandonment claims leave the dentist holding the whole bag, exactly as they have done to their abandoned patient.

As the nation’s leading dental malpractice insurance carrier, MedPro Group is trusted by over 40,000 dental professionals nationwide. Since 1899, MedPro has provided insureds with unparalleled claims defense and risk solutions. MedPro has also earned the industry’s highest financial strength rating – A++ by A.M. Best – and is proud to be part of the Berkshire Hathaway family of companies. To learn how MedPro can protect you and your practice, visit www.medpro dental.com.

Want more case studies like these? [Sign up today!](#)

Note that this case presentation includes circumstances from several different closed cases, in order to demonstrate certain legal and risk management principles, and that identifying facts and personal characteristics were modified to protect identities. The content within is not the original work of MedPro Group but has been published with consent of the author. Nothing contained in this article should be construed as legal, medical, or dental advice. Because the facts applicable to your situation may vary, or the laws applicable in your jurisdiction may differ, please contact your attorney or other professional advisors if you have any questions related to your legal or medical obligations or rights, state or federal laws, contract interpretation, or other legal questions. For latest AM Best rating, access ambest.com. MedPro Group is the marketing name used to refer to the insurance operations of The Medical Protective Company, Princeton Insurance Company, PLICO, Inc. and MedPro RRG Risk Retention Group. All insurance products are administered by MedPro Group and underwritten by these and other Berkshire Hathaway affiliates, including National Fire & Marine Insurance Company. Product availability is based upon business and/or regulatory approval and may differ among companies. © MedPro Group Inc. All Rights Reserved. 05/2023



Members receive a 43% discount.
iCoreConnect.com/SC10
888.810.7706





Malpractice insurance that's all about **you.**

As a dentist, you face unique challenges every day. That's why at MedPro Group, we created an industry-leading malpractice policy that keeps you safe.

Here's what else you can expect with MedPro on your side.

Get unmatched coverage.

You'll get great coverage at a great price. We also offer policy options that others don't — including Occurrence and a pure consent clause, which gives you more control during a claim.

Practice more safely.

With 24/7 access to our free risk resources and on-staff experts, you and your practice will be better prepared for every day challenges. We don't just defend claims, we help you avoid them.

Your good name is protected.

The average dentist is sued at least once in their career, which is why we're in your corner when it matters most. We lead the industry with a 95% dental trial win rate (plus 8 out of 10 claims close without payment).

Ready to get the best protection for you?

Contact us for your free custom quote and see how much you could save!

Deanna Slomzenski | 803.750.2277 x101 | ski@scda.org



SOUTH CAROLINA
DENTAL ASSOCIATION



MedPro Group

medprodental.com/SCDA

All data is derived from MedPro Group records and calculations; claims data range is 2012-2021 unless otherwise indicated. MedPro Group is the marketing name used to refer to the insurance operations of The Medical Protective Company, Princeton Insurance Company, PLICO, Inc. and MedPro RRG Risk Retention Group. All insurance products are administered by MedPro Group and underwritten by these and other Berkshire Hathaway affiliates, including National Fire & Marine Insurance Company. Product availability is based upon business and/or regulatory approval and may differ among companies. © 2023 MedPro Group Inc. All Rights Reserved. Dental-230226

Gratitude for the SCDA's Support of Student Scholarships

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



Dear SCDA member:

I am once again writing to express my sincere gratitude for your steadfast support of our very deserving students and the dental profession.

For more than 20 years, the SCDA and its foundation have awarded scholarships to rising fourth year dental students who reside our state. **At the South Carolina ASDA senior send-off banquet on April 21, a total of \$50,000 was awarded to 15 scholars.**

The SCDA Foundation awarded one \$5,000 scholarship and ten \$2,500 scholarships, one of which was generously donated by Sherer Dental Labs. SCDA's member benefits awarded four \$5,000 scholarships.

As the college heads into its sixth year of avoiding tuition increase, we continue to innovate in our teaching methods and invest in cutting-edge technology. I am deeply grateful for the support that this partner organization provides to our students. Your generosity helps our students focus on their education, rather than debt repayment, in their final year. Having been led by your example, I know that as they go on in their careers, today's students understand the value of the SCDA and ADA, and they will someday pay your generosity forward to future generations of dental students.

I wish to recognize some outstanding faculty and oral health professionals for their leadership and service to South Carolina dentistry through the SCDA. Dr. John Comisi, associate professor, and his team led the SCDA annual meeting, which received a great turnout at the Isle of Palms, and I so enjoyed attending. Dr. W. Carter Brown, former assistant professor, chaired the meeting. Dr. Monica Cayouette, associate professor, served as social chair and helped organize the Lowcountry boil in honor of the college's graduates of 2023. Dr. John Ference, associate professor, and Mrs. Karen Comisi, Dental Industry Specialist in Infection, Prevention and Control, delivered presentations. Dr. Joe Vuthiganon, associate professor, organized the student winners of the thirteenth annual James B. Edwards College of Dental Medicine Scholars Day research showcase to present posters.

At the time of writing this message, we are drawing near to graduating the Class of 2023. I look forward to sharing more about South Carolina's newest dentists with you in an upcoming message.



Students recognized for their research held a poster presentation at the SCDA Annual Meeting.



Learn more about joining our dental network at



envolvedental.com

envolve[®]

Benefit Options

Proudly serving over **5.5 million** Medicaid, Medicare, and Marketplace dental patients.



Ascension
Complete



Classified Ads

Dental Related Services

Palmetto Dental Personnel Inc. is owned and operated by a dental professional with 32 yrs experience and has exclusively provided professional staff for Columbia and the surrounding areas. PDP has dental hygienists, assistants & front office personnel available for temporary and permanent positions. Contact Gail Brannen 800-438-7470, fax 866-234-8085, gbrannen@palmettodentalpersonnel.com or www.palmettodentalpersonnel.com.

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.

Bookkeeping and Accounting services for Dental offices. Etch & Polish Accounting offers payroll, invoicing, bookkeeping, accounting and tax filing tailored to fit your practice! Check us out at www.etchandpolish.com.

Positions Available - Dentists

St George/Santee/Holly Hill, SC- Looking for dentist to expand our staff at growing dental group. 4-5 days per week. Prefer to live within 25 miles of practice. 8 dental hygienists/19 op practice. Contact 843-560-2226 or drjgarris@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.

Associate needed in Charleston. Looking for a full time or part time dentist. Benefits provided, compensation depends on experience. Contact Faber.dmd@gmail.com.

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

Beaufort Family Dentistry is looking for a **Pediatric Dentist** to complete our team. Busy practice that's growing and expanding. Office is fully chartless and digital. Competitive pay, great benefit package, 401K, Disability. All current PPE recommendations followed. Our patients and staff are our top priority. sdurante@vsmmgt.com.

Beaufort Family Dentistry is looking for an **Oral Surgeon** for expanding practice for Beaufort and Summerville office. This is a rapidly expanding practice. The office is fully chartless and digital office that puts patients and staff as priority. Competitive pay, benefit package, 401K, Disability. All current PPE recommendations followed. sdurante@vsmmgt.com

Dental Docs of Spartanburg is seeking a **General Dentist** for expanding office. We offer premium dental services for children and adolescents. This is a state of the art office. We offer Competitive comp, full benefit package, 401K, Disability. All current PPE recommendations followed. Our patients and staff are come first! sdurante@vsmmgt.com

Union Dental is seeking a General Dentist for expanding office. We offer a complete range of general and cosmetic dentistry services. This is a state of the art office. We offer Competitive comp, full benefit package, 401K, Disability. All current PPE recommendations followed. Our patients and staff are come first! sdurante@vsmmgt.com

Dental Docs of Spartanburg is seeking a **Pediatric Dentist** for expanding office. We offer premium dental services for children and adolescents. This is a state of the art office. Competitive comp, full benefit package, 401K, Disability. All current PPE recommendations followed. Our patients and staff are come first! sdurante@vsmmgt.com

We staff over 200 dental offices around the beautiful state of South Carolina. Now expanding into Georgia & North Carolina. Check out all of the dental opportunities right at your fingertips. Download the Fox Dental Staffing App! Search "Fox Dental Staffing" in App Store & Google Play, Register & Build your schedule <http://www.foxdentalstaffing.com>

We are seeking a new Associate Dentist to join our practice. We can offer competitive pay, benefits and a flexible schedule. We are seeking to fill a position in our **Greenville** location and new West Columbia location. Please reach out if interested or have any questions 304-839-3867 or tdbrittanaye@gmail.com.

Seeking an **Associate Dentist** to join our practice. We offer competitive pay, benefits, bonus structure and a flexible schedule. Full and part time candidates considered. If interested or have questions, contact via text, phone 304-839-3867 or email tdbrittanaye@gmail.com.

Established, busy, private **pediatric** dental office looking for FT associate, with the potential for partnership. Competitive compensation/benefits package, plus a healthy work/life balance. Office is 5 minutes from the beach! Motivated individuals interested in providing children with the highest quality, patient centric, compassionate dental care, email CV to pipd@pawleypediatricdentist.com.

Pedodontist or a general dentist that loves treating children. Guaranteed salary with comprehensive benefits package including 401k with match and more. 2-5 years of pedo experience preferred. Digital with radiographs and EMR (Dentrix). 10 op facility. Business and clinical team to support you and help you succeed. mhuffman@westerncarolinadental.com.

High tech locally owned general practice in need of a part time **Endodontist**. Tailored schedule is available. 1 day/week. Office is located in Goose Creek. 14 miles from Downtown Charleston. Fotona Lightwalker laser on site training available. Ccd.manager@carolinacompletedental.com.

We are looking for a **General Dentist** to work one or two Friday's per month extracting wisdom teeth. There is potential to also do root canals, core buildups, crowns, other extractions and dentures. Most of the treatment would be done on teenagers and some adults. Please email irmokidsdental@gmail.com for more information.

Looking for a dentist to join our 20+ year established and fast-growing private practice in **Myrtle Beach, SC**. Specializing in general, restorative and cosmetic dentistry. Molar endodontic and implant experience a plus. We are 100% fee fore service practice. Send resume/CV to kristen@drrearden.com.

Unique associateship opportunity for a **general dentist** who enjoys surgery and helping those in need. We are an energetic emergency and surgery based practice that provides exodontia, implants, iv sedation, PRE, ridge augmentations, biopsies and various other dentoalveolar surgeries. Compensation is very competitive. Brandon@columbiadentalhealth.com.

Charleston Dental Associates seeking full time dentist for a growing private practice. We practice all aspects of dentistry including root canals, implant restorations, oral surgery and prosthodontics. Requires 1-2 years experience. Please submit cover letter and CV to bcordray@charlestondentalassociates.com.

FT/PT Associate Dentist Opportunity in highly visible, established, busy, advanced digital practice located near **Charleston, SC**. Must be proficient in all phases of general dentistry. 1-2 years experience or GP residency preferred but not required. Competitive pay, high growth potential w/ owner/equity possibility. Focus on Pt Patient Care and delivering excellence. Available Immediately. Please send CV to gillytooth@gmail.com

Seeking PT/FT Oral Surgeon or GP with Advanced Surgical and Implant Skill near **Charleston, SC** Brand new facility with state of the art technology and fully digital workflow. CBCT, Digital Scanner, 3D Printing. Fee for Service Practice focused on delivering high levels of surgical and implant care as well as IV sedation dentistry. gillytooth@gmail.com.

Managing Dentist/Owner. 4 Day Work Week. Autonomy over team and treatment planning. Focus on surgery, dentures and implants. Implant Training included!! \$250,000 base salary + 100% of Monthly Profit. [Mariah.skellett@affordablecare.com](mailto:skellett@affordablecare.com).

Looking to add an additional **Associate Dentist** to both of my practices. Open to new grads and experienced doctors. Offering a \$50K sign on bonus, full benefits, competitive compensation package. killiandentistry.com/Lauren.haney@pacden.com

We are looking for a dentist to join our multi-specialty **Camden** location. We are a technologically advanced practice with specialities in IV sedation, implants, Cerec and more! IV sedation certified dentist is a plus! \$2 million 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.

Greenville, SC Associate needed- FT or PT Associate Dentist opportunity for multi location practice. Must be proficient in all aspects of general dentistry. A minimum of 1-2 yrs experience or GPS preferred. Live, work and play in the fast growing upstate. bellavistadentalsc@gmail.com.

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.

Fort Mill SC- PT associateship position open, Wed-Fri. Daily base vs production guaranteed. Restorations, crowns, bridges, extractions, partials. cbmcdonalddds@gmail.com.

Excellent opportunity and competitive compensation for new graduate or experienced dentist. We are looking for full or part time dentist to join our rapidly growing practice in the lovely **Forest Acres** community in Columbia SC. If interested or have questions text 803-447-6373 or email cdcsmiles@live.com.

The MUSC JBE College of Dental Medicine seeks applications for a full-time faculty position - the **Director for the Nexton Dental Clinic**. This is a full-time, non-tenure position. Requirements: At least 10 years clinical experience, proficiency in Digital Dentistry technology. The candidate will provide direct clinical care and instruct students. garvins@musc.edu

Dentist needed in Summerville! Associate sought with ultimate hope of ownership. You started dental school to help people. It was hard, but you never gave up. You have a license, we have a 116 year established practice built around the idea you started on. Let's talk! drarah@live.com.

Busy and growing dental practice in beautiful **Fort Mill, SC** is looking for an associate general dentist to join our expanding team. Competitive and excellent pay for qualified candidate. Experience is preferred but not mandatory. State of the art facility, computerized and paperless. For more information or please contact beth@friendlydentalgroup.com.

dentistsofdevine.com- All digital practice with CAD/CAM, EPIC software, partnership opportunity, CE courses, \$15K welcome bonus, full benefits, malpractice, all lab costs covered. Lauren.haney@pacden.com

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 in a busy pediatric dental office. Duties include taking digital dental radiographs, 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 leeby@musc.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.

For sale: **Columbia, SC** general dental practice with 6 operatories and optional real estate purchase. 10-15 new patients/month and 2150 active patients with only 4 days/week operation. \$1.31M collections and \$335K EBITDA. Contact Professional Transition Strategies for details: bailey@professionaltransition.com or 719.694.8320. Ref #SC30923.

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

Office space available in **Columbia SC**. 3 operatories, 2 fully equipped, reception, private office, 2 bathrooms, lab. Call 803-798-7001.



In 2023, SCDA Members Will Be Saving on Products and Services such as:

- Accounts Receivables/Collections
- Amalgam Separators and Waste
- Appliances
- Business and Personal Credit Cards
- Computers and Technology
- Credit Card Processing
- Dental Embezzlement Protection and Investigation
- Dental Supplies
- Electronic Claims Management
- Electronic Prescribing
- HIPAA and OSHA Compliance Training
- HIPAA Compliant, Secure Email
- Insurance Products and Services
- Medical Evacuation
- Medical Kits
- Office Supplies
- Patient Financing
- Payroll Processing
- Precious Metal Refining
- Student Loan Refinancing

Visit the Member Savings page at [scda.org](https://www.scda.org) for further information and free cost comparisons.

Contact the SCDA at **803.750.2277** or by email at scda@scda.org to learn how much your membership could save you.