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Published by the
South Carolina
Dental Association

Design: Maie Brunson

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The Life & Lessons of a Master

By Dr. Chris Griffin, SCDA President

Dr. Lindsey D. Pankey, Sr. penned the following statement in his Foreword of Dr. Dawson's first edition book "Evaluation, diagnosis, and treatment of Occlusal Problems:"

"I am reminded of the statement regarding the different kinds of dentists, namely:

Those who can talk about it,
Those who can write about it,
Those who can do it."



Dr. Chris Griffin

He continues in this section to describe the various levels of competency as indifferent, student, adept and master.

The true clinicians who can technically execute all three tasks represent 2% of dentists and are referred to as Masters. These clinicians are visionaries in comprehension and innovation of the subject matter "complete dentistry" as well as their abilities to tell, show and do.

Today, we are inundated with learning venues of continuing education to such a degree that the myriad of opportunities makes one's head spin. What is real? What is time tested? What works? Materials are endless as well as the new and improved techniques which inevitably accompany them. Each year, new and promising dentists take to the podiums to find their niche. Too often their careers, materials and techniques represent the proverbial "15 minutes of fame" and hinge greatly on the promotion value of social media which controls so much these days. On that rare occasion we encounter the mentor who fits the criteria of Master and his message is demonstrated time and again through those he has treated, trained and nurtured. A tradition of Excellence is born.

The Academy of Richard V. Tucker Gold Study Clubs was officially formed in 1986. This was a collaboration of prior gold foil study clubs and Dr. Tucker's sharing of the procedures and techniques he developed to achieve gold foil margins utilizing casting as a more efficient means to attain the same high level restoration. Today there are over 50 of these study clubs worldwide. The operation of each club is identical with the assigned Mentor orchestrating live patient operations and carefully developing each member to fulfill his/her highest potential. They strive to develop premier patient care, cavity preparation and delivery of pristine, esthetic gold casting with imperceptible margins. This process is a slow and arduous journey which requires great patience and even greater reflection. The experience is unique and unlike any that I have ever encountered in my 22 short years of this profession.

Dr. Richard V. Tucker began his dental journey in 1948 and practiced continuously until 2013. For those who have had the personal opportunity to come under his influence, two words come to mind: Mentor and friend. His ability to teach was monumental and was delivered with kindness and humility rarely exhibited these days. Although he sought to perfect the ideal gold restoration, quite possibly his research, techniques and guidance produced something so much more: a better dentist, a better person.

On January 13, 2016, Dr. Richard V. Tucker passed at the age of 93 years. His only wish was to be recognized as a "good dentist". Ferndale, Washington lost a "good dentist". The profession of dentistry lost a Master.

2016 SCDA Membership Dues

By Maie Brunson, Membership and Marketing Manager

By now you should have received your 2016 SCDA Membership dues. Now that the holidays have passed, it is a great time to knock this off your to-do list! Get your dues paid today to avoid the late fee!

On February 12, a \$100 late fee will be added to the SCDA portion of your 2016 Membership dues. A new invoice will be mailed out reflecting the fee and for those that turned in your membership dues late. Because this is in your by-laws, the SCDA tries to give every member enough time to pay their dues before adding this fee.

Membership lapses on March 11, 2016 and if you have insurance with the ADA (Great West), it will stop. You will also lose your years of service with the ADA.

We look forward to serving you in 2016!

Membership Update Form

Be sure to check over the Membership Update Form enclosed with the dues. Make the necessary changes, if needed and return it with the dues statement in the return envelope that we have provided for you.

Mark Your Calendar for Upcoming Spring District meetings

| | |
|----------------------------------|------------|
| Central District Spring Meeting | February 9 |
| Pee Dee District Meeting | March 4 |
| Coastal District Spring meeting | March 11 |
| Piedmont Spring District meeting | March 11 |

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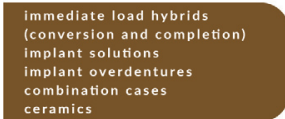




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These days people change information often: new phone number, email address as well as mailing addresses. Make sure your information is correct by logging into www.scdca.org to verify your information!

Are You Retiring? Please Notify the SCDA

Call the SCDA office and ask for a retired affidavit so that you can continue to receive all the member benefits you've come to enjoy and expect, but at a quarter of the cost! You can also request a free copy of "Closing a Dental Practice" or click here to go to the SCDA's website to download a copy. Contact Maie Brunson at 800-327-2598 or by emailing her at brunsonm@scda.org.

1 out of every 10 dentists will suffer from alcohol or drug abuse at some time in their lives.

If you or someone you know needs help, contact the Recovering Professional Program available 24 hours a day, 365 days a year 877-349-2094

Keep Your Records Up-to Date!

These days people change information often: new phone number, email address as well as mailing addresses. Make sure your information is correct by logging into www.scdca.org to verify your information!

State Board Did You Know

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CE / CPR COMPLIANCE AUDIT

Pursuant to S.C. Code Ann. Section 40-1-100(A) Supp. 1996 and Board Reg. 39-5.F.

POLICY

Effective 1/1/94, in accordance Board Regulation 39-5.F, licensed dentists, licensed dental hygienists and registered dental technicians are required to have continuing education (C.E.) in order to be eligible for relicensure or reregistration. This regulation established mandatory C.E. requirements based on a 3-year cycle. Effective 6/26/98, Reg. 39-5.F. was amended to require C.E. hours every 2 years. As of 6/26/98, all dentists must complete a minimum of 14 C.E. hours per year or 28 C.E. hours over two years; dental hygienists must complete a minimum of 7 C.E. hours per year or 14 hours over two years; dental technicians must complete a minimum of 4 C.E. hours per year or 8 C.E. hours over two years. In addition, Reg. 39-5.F.(3) requires that all dentists and dental hygienists must complete an approved CPR course within 3 years of licensure or renewal and, thereafter, must be recertified in CPR once every 3 years.

At the time of filing an application for renewal of a license/certificate, the licensee/registrant must certify on the reregistration form that he/she has taken and can verify the required number of hours. A record of the courses taken, continuing education hours earned, date, sponsor, and subject matter shall be retained for a minimum of 3 years from the date of attendance. Upon request, the applicant shall provide documentation in the form of certificates of attendance or letters from course sponsors, to the Board as proof of attendance.

PROCEDURE

The Board may, at any time, randomly audit an individual or a percentage of its licensees to determine compliance with CE / CPR requirements. Upon notice of such audit, licensee will be given thirty (30) days in which to provide satisfactory proof of compliance.

A licensee who fails to provide satisfactory proof of compliance with CE/ CPR requirements or fails to respond to an audit request within 30 days is deemed non-compliant. Non-compliant licensees will receive, by certified mail from the Board office, notice of non-compliance and the opportunity to appear before the Board (at its next regularly scheduled meeting) to show cause why his/her license should not be cancelled for failure to comply with Reg. 39-5.F. The Board may, in its discretion, grant licensee an extension in which to comply and/or take disciplinary action against licensee. A licensee/registrant who fails to comply with the Board's request to appear will be issued an Order to cease and desist from practice effective 2 weeks after receipt of the Board's Order for failure to comply with Reg. 39-5.F.

An audit of CE/CPR compliance conducted during the course of an investigation is considered part of the investigation and does not fall under this policy.

February Calendar

| | | | |
|-------------|---------------------------------|--------------|---------|
| February 5 | MBG Board Meeting | SCDA Office | 9:00 AM |
| February 12 | SCDA Board Meeting | SCDA Office | 9:00 AM |
| February 19 | Central District Spring Meeting | Columbia, SC | |

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Don't Leave Money on the Table- 2016 is the Last Year to Begin Participation in the South Carolina Medicaid EHR Incentive Program

By South Carolina Healthy Connections

The Medicaid Electronic Health Record (EHR) Incentive Program provides incentive payments to eligible professionals (EP), eligible hospitals (EH) and critical access hospitals (CAH) to promote the adoption and meaningful use of certified electronic health record technology (CEHRT).

The South Carolina Medicaid EHR Incentive Program provides incentive payments for Medicaid EPs who have a legal or financial commitment to adopting, implementing or upgrading to CEHRT, or demonstrating meaningful use of CEHRT.

Healthy Connections Medicaid EPs may receive Medicaid EHR incentive payments for up to six payment years, though it is not required to participate in consecutive years. 2021 is the final year for Medicaid EHR incentive payments. As an EP provider, you may receive \$21,250 in the first year, and in subsequent years receive \$8,500 per year, for a maximum of \$63,750 for six years' participation.

Are you eligible to participate in the South Carolina Medicaid EHR Incentive Program?

- An EP must be one of five types of Medicaid professionals defined for the program. For additional information on program eligibility, please visit www.scdhhs.gov/hit.
- Dentists are included among the defined EP provider types for the Medicaid EHR Incentive Program.
- Doctors of Dental Surgery or Dental Medicine are among the defined provider types for the Medicare EHR Incentive Program.

Medicaid or Needy Individual Patient Volume

To be eligible to participate in the Medicaid EHR Incentive Program, an EP must either:

1. Meet defined Medicaid patient volume thresholds; or
2. Practice predominantly in an FQHC or RHC, meeting the defined Needy Individual patient volume thresholds.

There are several options for an EP to calculate patient volume for the eligibility component; for more information, please refer to one of the resources provided with this article.

For additional program requirements and information or to register, please visit www.scdhhs.gov/hit.

Resources

CMS Medicare and Medicaid EHR Incentive Programs website:

<https://www.cms.gov/EHRIncentivePrograms>

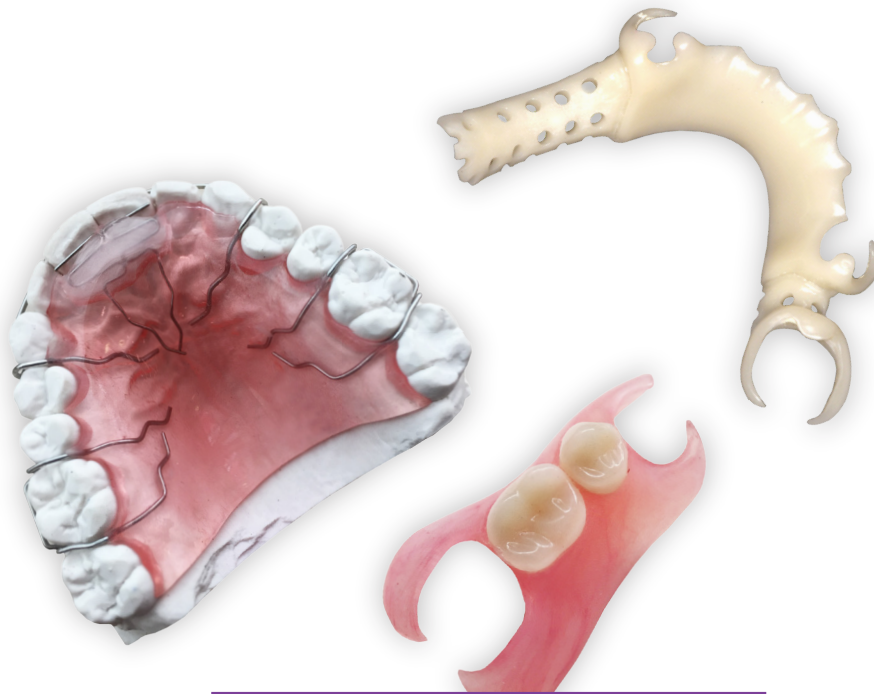
Need Help with CMS Registration? CMS EHR Information Center: (888) 734-6433

Need Help with an Attestation for the South Carolina Medicaid EHR Incentive Program?

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Executive Director's Notes



Mr. Phil Latham

Dentists should choose their Medicare status now

Now is the time for dentists to file their intentions with Medicare.

During 2015, information was sent to the membership making them aware of the new Medicare requirement for dentist that prescribe drugs covered under a patient's Medicare Part D plan. Dentists are required to take action and submit a **Medicare Enrollment application or opt-out affidavit** to Palmetto GBA by **June 1, 2015**, or earlier.

The Centers for Medicare and Medicaid Services (CMS) is encouraging providers to get their forms in during the first of the year to assure that their status is recorded by June 1st. The forms take four to six months to process.

Medicare does not cover routine dental procedures. It does cover certain dental procedures that have corresponding medical codes — mainly oral surgery, periodontal surgery and lab work, for example. For specialists or general dentists who perform procedures for which there are medical cross-codes, CMS is allowing an opt-in to Medicare as a provider, which will allow dentists to be reimbursed for those procedures.

For basic oral health care — preventive, diagnostic, basic restorative — Medicare does not provide coverage, and for dental care provided to patients who are Medicare beneficiaries, that care will have to be paid on a cash basis.

The importance of formally opting out is that if a dentist who has opted out writes a prescription for a Medicare-covered patient, Medicare will pay for the medication. If a dentist does not at least opt out of Medicare, the patient will be paying for his or her prescriptions out of pocket.

A final option is to do nothing – to not file anything with Medicare. There is no penalty to the dentist who chooses to do nothing by the June 1 deadline, but after June 1, Medicare-covered patients will be paying for their medications out of pocket, unless the dentist formally opts out of Medicare.

Additional questions and answers can be found at the American Dental Associations website at ADA.org, click on the Member Center, then Member Benefits, then Legal Resources, Publications & Articles, Reimbursement, Medicare Enrollment Decision Tool: Introduction Medicare Enrollment, then Medicare Enrollment FAQ. The Reimbursement section can also take you to a Medicare enrollment decision tree and information on how to opt out of the Medicare program.

Direct links to CMS Forms to fully opt in or only opt in as a referring provider are below:

<https://www.cms.gov/Medicare/CMS-Forms/CMS-Forms/downloads/cms855I.PDF>

<https://www.cms.gov/Medicare/CMS-Forms/CMS-Forms/CMS-Forms-Items/CMS1249384.html>

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New Year = New Products, New Savings and Even a New App

By Mark Brown



Association Gloves is off to a great start in 2016 with 27 new gloves available from three manufacturers, a new value-priced mask and 11 money-saving special offers on some of their most popular products. Association Gloves also has a mobile app available on the Apple App Store and Google Play. Find the app named Association Gloves, which is the marketing name your glove program uses. Download the app and place an order to receive an additional discount!



Mr. Mark Brown

Dental teams who are concerned about the overall health of their hands will be excited about several of the first-quarter specials. They are featuring Microflex Xceed, UltraForm and Neogard gloves, all of which reduce muscle exertion and hand fatigue, as certified by the independent firm U.S. Ergonomics. The offers below are good until March 31 only.

- **Xceed nitrile: buy 16 boxes, get four boxes free.** Your price per 100 gloves is only \$5.80. That's \$145 per case of 2,500 gloves. You must order in multiples of two cases of Xceed to obtain this special promotional offer.
- **Sensation nitrile: buy seven boxes, get three boxes free.** That's just \$5.88 per 100 gloves or \$58.80 per case of 1,000. Sensation is produced without the use of chemical accelerators that can trigger reactions. This is the perfect glove for users with sensitive skin.
- **Ultraform nitrile: buy nine get one free.** This soft, thin glove has a great grip. It is body-heat activated and molds to your hand as you wear it. Pay only \$6.13 per 100 gloves, or \$184 per case of 3,000.
- **Neogard chloroprene: buy nine get one free.** Get unparalleled tactile sensitivity and strength with this soft, stretchy glove that dons easily and provides an excellent wet and dry grip. Priced at only \$10.04 per 100 gloves, a case of 1,000 gloves costs \$104. Chloroprene gloves are great for people with nitrile sensitivity.
- **10 percent discount on these Cranberry nitrile gloves:** Evolve 200 (\$138/case of 3,000 gloves); Aqua Source with a lanolin and Vitamin E coating \$114.50/case of 2,000 gloves) and Truly (\$63.25/case of 1,000 gloves)
- **AquaSoft by Halyard Health:** Buy 1 case for \$185, get three boxes free. That's the equivalent of a 30 percent savings.
- **Lavender by Halyard Health:** Buy 1 case for \$185 and get one box free. That's a 10 percent savings on 2,500 gloves.

Mask specials:

- **BeeSure 2100 series,** ASTM-rated level 2 ear loop masks: \$29 per case of 400. They're available in yellow, blue or white.
- **Halyard Health Masks:** Continues the buy one case, get two boxes free promotion.

When you purchase from Association Gloves, you save money, get free shipping and non-dues revenue is generated for the SCDA to support organized dentistry in our great state. Call 877-484-6149 to order or request free glove and mask samples. You can also order online at www.scdagloves.com.



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How to Create Opportunities to Increase Referrals

By Bernie Stoltz

There are two types of marketing – internal and external. When done correctly and consistently, both can attract new patients to your practice. But of the two, internal marketing can bring you more of the type of patient you are looking for and they come to your practice with a foundation of trust already established.

Increasing referrals starts with building a practice full of patients who are happy with their clinical outcomes and their experience at your practice. Every patient contact is an opportunity to create a “wow” experience. And the more you “wow,” the more motivated your patients will be to prove they “like” you by sharing their experience with friends and family and posting positive reviews online. A certain percentage of happy patients will proactively refer friends and family, which is great. But even better is to have a consistent and purposeful system within the practice, so all patients know you welcome and encourage referrals.

Get Comfortable

Every team member should feel comfortable asking for referrals. And in fact, they should feel it is part of their job responsibilities. Some may be uncomfortable asking patients for referrals and positive online reviews because they view it as asking patients for a favor. This is backwards thinking. If your team is 100% convinced the care and experience you provide is second to none, then they should view referrals as patients doing their own friends, family and colleagues a favor by connecting them to an incredible practice where they will get exceptional care.

Create Natural Opportunities

Every one of your patients should be aware you would like them to be an advocate and referral source for your practice. But, not every patient in your practice should be asked to refer friends and family. Yes, you read that correctly. If referrals are a system within the practice, a request for referrals should be included in all patient communication where it makes sense, like e-newsletters, new patient literature, and on your web and social sites. You can also place displays throughout your practice to encourage referrals (CareCredit has a great Referral Kit you may want to check out!). But, save proactive and personal requests for the right patients and for the right time.

The “right” patients are those who represent the type of new patients you’d most like to attract because people tend to know and refer people who are like them. These could be patients who belong to the same company, the same community or share similar behavioral characteristics such as a desire to achieve oral health. These patients are your connectors, your advocates. When you ask for referrals, make sure they know you appreciate them and consider them valuable to your practice.

The “right” time and the best opportunities to ask for referrals is when you observe patients leaving your practice healthy and happy. Some of these opportunities happen naturally as patients compliment you, your team and your practice as they are checking out.

You can also create these “natural” opportunities by seeking out compliments and proactively asking patients about their experience as they leave the practice. If they are complimentary, affirm their value to your team and ask for the referral. If they are not complimentary, take the feedback as constructive criticism and take the steps necessary to improve the areas they may have found less than satisfactory.

Always Say “Thank You” at Least Twice

When patients refer friends, family and colleagues, it is an overt display of trust and advocacy – and you should celebrate it. A personal thank you is a must. When a new patient schedules their first appointment, always ask, “Whom may we thank for referring you to Dr. Smith?” Then immediately pick up the phone and call the referring patient.

Then, send the referring patient a thank you card or note and put a reminder in their file to thank them again the next time you see them. You may even want to host a “friends and family” event once a year where you celebrate all the patients who have referred others to your practice. Referrals are truly the highest compliment patients can give you. And they certainly can motivate your entire team to continue to excel, continue to provide a “wow” experience and continue to attract and retain patients as amazing as they are.

Bernie Stoltz A seasoned motivator, public speaker and acclaimed coach with over 30 years of business leadership, Bernie Stoltz is one of the nation’s most recognized and sought after authorities on practice management. As CEO of Fortune Management, the world’s largest executive coaching organization for doctors, Bernie leads more than 70 coaches in over 50 cities throughout the United States and Canada. Bernie has conducted thousands of training programs across the country to help thousands of people become their personal and professional best.

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Joanie Shealy 800-845-3163

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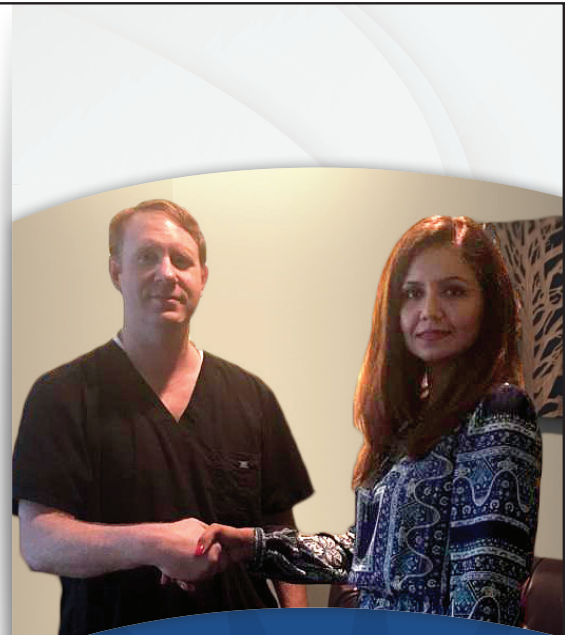
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Classified Ads

Dental Related Services

Palmetto Dental Personnel Inc. is owned and operated by a dental professional with 20+ yrs experience and has exclusively provided professional staff for Columbia and the surrounding areas for 20 yrs. PDP has dental hygienists, assistants and front office personnel available for temporary and permanent positions. Contact Gail Brannen 1-800-438-7470, fax 866-234-8085, email gbrannen@palmettodentalpersonnel.com or www.palmettodentalpersonnel.com.

Kodak & Carestream Intraoral **X-ray Sensor Repair.** We specialize in repairing Kodak & Carestream RVG 5100 & 6100 dental x-ray sensors. Repair & save thousands over replacement cost. www.RepairSensor.com/919-924-8559

We buy used dental equipment. Contact 919-661-9254 or hrcdental@aol.com www.hrcdental.com

Gendex & Dexis Intraoral X-Ray Sensor Repair. Specialize in repairing Gendex & Dexis dental x-ray sensors. Repair & save \$1,000's over replacement cost. We purchase old/broken sensors www.RepairSensor.com/919-924-8559

Locum Tenens/Positions Wanted
Dentist available for locum tenens. Available daily, weekly or monthly. General Dentistry. 20 years+ private practice, 8 yrs contract dentistry. Private practice, city and county dental clinics. Dr. Garland L. Slagle 843-837-4126.

General dentist seeking PT employment in the Charleston, West Ashley and Mt. Pleasant area. Filling in while on vacation, maternity leave, illness/disability or just need an associate. GPR trained with 30+ years experience. Fred Danziger 843-377-8311 or email fziger@homesc.com.

Since 1975, **Dental Power has been placing dentists seeking work!** We have clients in SC with fill-in/locum tenens needs, short-term assignments (mobile dentistry and school based programs), long-term contract work and associate position openings. You can learn more and view specific opportunities at www.DentalPower.com or contact 800-710-9720

General dentist seeking FT/PT employment in the Greenville, Spartanburg, Greer, Easley, Powdersville, Piedmont area. 3+ years experience. Prefer private practices, 267-241-8248 or heygea@gmail.com.

General Dentist **relocating to Fort Mill/Rock Hill** area seeking associate position or PT independent contract work. Comfortable and experienced with implant placement, molar endo and surgical extractions. Contact Andrew Tremont 216-470-3329 or email andrewtremont@gmail.com.

Registered dental hygienist with 26 years of experience in general practice, available to help you with your temporary needs when unforeseen circumstances arise. I am professional, dependable, gentle and a provider of exceptional care. Contact 803-750-9695.

Positions Available - Dentists

Family Dental, LLC desires **motivated, quality oriented dentists** for its offices in Columbia, Rockhill and Greenville. We focus on providing the entire family superior quality general dentistry in a modern technologically advanced setting with experienced staff. Our dentists earn on average \$230,000/yr, supported with health/malpractice insurance, 3 week's vacation, and visa/PR sponsorship. Call 312-274-4530 or rmasoud@kosservices.com.

Our Lady of Mercy's Wellness House Dental Program on Johns Island needs **volunteer SC licensed dentists** to provide er & basic dental. M-Th and also Tue evenings. Contact John P Howard DMD or Ms. Jakki Jefferson at 843-559-4493.

Looking (PT or FT) associate (general, pediatric or endodontist) for fast growing multiple practices (not corporate) in Columbia and Irmo area. Email Resume to childrensdentalgroupsc@gmail.com or fax 803-781-5142.

Large group dental practice looking for **associate dentist** to join our expanding team in Columbia, SC. Competitive and excellent pay for qualified candidate. Experience preferred. State of the art facility. Candidates must have great work ethic, excellent skills and good chair-side manner. Email CV to bromanoea@yahoo.com

Volunteer at the Helping Hands Dental Clinic (Georgetown). Licensed SC dentist, to provide extractions. Thur Evenings 5:00 pm. Contact Tracy Jones at 843-527-3424 or acct.hhands@gmail.com.

Associate Dentist in Charleston, SC (Ladson) in a growing private practice (5-10 yrs experience). Seeking a gentle and caring Dentist who is thinking of their future and interested in a long term career. Excellent clinical skills and enjoy restorative, implant and cosmetic dentistry. 843-312-7847 or email Trish.Nicklas@yahoo.com

Myrtle Beach- Full time. Mature, restorative patient clintel. Minimum 3 year private practice experience. Proficient in molar endo. Opportunity for buy-in and or buy-out. Six operatories with room for expansion. Long term lease in place. Contact chadrlamar@yahoo.com for more information.

General or Pediatric Dentist with experience working with children. Fill full time position in Greenwood SC by January 2016. Email tolbertc81@yahoo.com

Associate Dentist FT/PT in Myrtle Beach. Fee for service, no PPO's or HMO's. Digital and paperless! Fully trained, highly experienced team. Income potential is excellent. E-mail CV and cover letter to lisa@marketcommondentistry.com

Privately owned, non-corporate, state-of-the-art, children's dental practice in the Columbia area seeking a highly motivated, compassionate **pediatric dentist**. Looking for a fun-filled, team motivated working environment? contactdentalinfo@gmail.com

Oral Surgeon or General Dentist to work some or all Friday's at our busy clinic removing third molars. Saturday is also an option. Email tolbertc81@yahoo.com

General Dentist, Hygienist and Assistant with experience needed for a fast pace new dental practice in Georgetown SC. Offering- paid vacations, sick days and 401K. Please fax resume to 843-527-7553.

Full or part-time dentist needed for growing practice in Richland Northeast and Lexington. Call 803-736-9991 or email goose@gmail.com

Seeking associate dentist for a large Columbia, SC non corporate office. New graduates welcome. Please submit resume to canebaydental@gmail.com

Pediatric Dental Opportunity- An exceptional opportunity to join a growing Pediatric Dental & Orthodontic practice with multiple locations in the Charleston area. Join a TEAM in fun, well-respected, state of the art paperless practice with competitive salary and benefits. To learn more, please email isabel@coastalkidsdental.com or call 843-818-5437.

Private Practice in Charleston, seeking experienced part-time **General Dentist** for Thursdays and Fridays and a half day on Saturdays. Established practice offers comprehensive care in growing North Charleston area. Clinical autonomy, good production based compensation, and great team for excellent support. To be considered, please send CV to Dentist.Opps@comcast.net

Established Private Practice in Columbia, SC is seeking **Associate General Dentist**. New grads welcome. Looking for candidates with flexibility in scheduling. Practice offers comprehensive care, growing area great experienced supportive team. Clinical autonomy, good compensation and growth is in your hands as the lead provider. Send CV to Colleen@dentalmanagementadvisors.com.

Coastal SC, **PT or FT General Dentist** with 2-3 years experience to perform all aspects of general dentistry in an exceptional environment with advanced technology. Loyal staff of 15-20+ years. Benefits/retirement included. Email resume to hazteal@yahoo.com.

Seeking Associate General Dentist in Murrells Inlet. Our private practice needs an experienced, talented Associate Dentist. High quality, highly respected practice with great income potential. Great team in a professional environment, CE support allowance and flexible hours! New facility in Spring 2016! Contact Dr. Bradley Tiller 843-651-0314.

Need motivated **associate dentist** (PT or FT) for two clinics in Fort Mill/Rock Hill, SC. 10 mins from upscale S. Charlotte (rated top 10 growing cities); skills of general dentistry, digital, state of the art office; guaranteed base salary/benefits, earning potential of 200K+ with future partnership opportunity; Interview today, Mentorship for fresh grads and Visa/GC sponsorship available. contact@carolinasmiledentistry.com

Dentists/Hygienists/Assistants- New Horizon Family Dental Care is expanding and searching for qualified dental staff to join their team in Greenville, SC. Apply at newhorizonfhs.org, go to our careers tab or call 864-729-8330 for Human Resources.

Practice opening Spring 2016 in **Lexington, SC**. Looking for ambitious associate, passionate about comprehensive dentistry, seeking a longterm opportunity. Endo & Oral Surgery skills preferred. Brand new state of the art facility. Dentrix technology, excellent compensation package. We are looking for the right candidate. Contact jennifer@mypuredental.com

General or Pediatric Dentists: Great opportunity for a full time dentist in our Savannah, GA office. Our high production office boasts competitive compensation, flexible schedule and benefits. Experience preferred but willing to train the right candidate. Please call Angela at 912-596-5395 for more information.

St. George, SC: Searching for **temporary dentist** to fill in for an associate from January 18- April 1, 2016. Full time position: every other Friday off. Compensation flexible. Please contact me with interest and we can discuss specifics drgarris@bellsouth.net.

Associate Dentist position available in Fort Mill in an established but growing practice (at 2 years experience). Seeking a compassionate Dentist with excellent clinical skills who enjoys restorative, crown & bridge, preventative and cosmetic dentistry. Please contact Bill at 803-548-4353 or email info@jasperdentistry.com.

We have 5 rural dental practices within commuting distance of Summerville and Columbia and are **looking for locum tenens** dentists that are interested in filling in on occasions when our associates are out of the office. Contact hartzoge@bellsouth.net.

Seeking a full time **Administrative Specialist II** for the AEGD program to implement, manage, and maintain the ongoing operation of scheduling, and quality assurance for patient care, under supervision of the Director of the AEGD clinic. Apply <http://academicdepartments.musc.edu/hr/>. Posting #051739

Seeking volunteer faculty for Advanced Education in General Dentistry Program and Special Health Care Dental Clinic to provide clinical instruction for pre-doctoral students and AEGD Residents in general dentistry for adults and those with Special Health Care needs. Time Commitment minimum one day per month. Please visit: <http://academicdepartments.musc.edu/hr/>

Columbia, SC Full time or part time experienced **dentist needed**. Can do Endo and Surgery as well as general dentistry. May lead to permanent position. Contact 678-482-7305 or info@southeasttransitions.com.

Associate Needed: Fort Mill, SC. Candidate must be dependable with great work ethic. Experience in restorative, crowns and endo is a plus. Must be professional with great chair-side manner. Email cv to tashia@victorydentalcenter.com.

General Dentist- Fast-paced environment with a constant flow of new and existing patients while maintaining clinic autonomy in practices that are FFS and PPO only (free of Medicaid!) Highly competitive compensation, excellent benefits and many other exciting perks. Contact Kathy Marin 321-320-4724.

Privately owned, non-corporate, state-of-the-art, children's dental practice in the Columbia area seeking a highly motivated, compassionate **pediatric dentist**. Looking for a fun-filled, team motivated working environment? Please contact us at contactdentalinfo@gmail.com

Positions Available- Staff
Kool Smiles is looking for a **Dental Assistant** to join our team in Orangeburg. Working with us you will: Take x-rays, sterilize & disinfect equipment, clean chairs/rooms & assist with procedures. We expect you to be x-ray & CPR certified. Please apply at www.mykoolsmilejobs.com.

Experienced Dental Assistant

needed- Must engage patients and help with patient education. Extroverted, professional, dependable, flexible and provide excellent customer service. Minimum of 2 yrs chairside experience. Fax or email resume 803-255-0222 or customerservice@davisanddingle.com

Dental receptionist needed for specialty practice on Hilton Head Island. Full or part time, computer proficient. Fax resume to 843-342-9294 or call 843-816-5205 for more information.

Hygienist needed in busy Walterboro private practice. Four days a week, 401K, profit sharing, bonuses and two weeks vacation. Please send resume to walterborodentist@gmail.com

Multiple practices seeking **temporary hygienists** able to fill in as needed for vacations, sick days or maternity leave. All currently locations are located in Lexington/Columbia vicinity and a one hour radius. Contact sheralyn@mypuredental.com

Part-time certified dental assistant. Immediate position for a CDA with at least 3 years experience with professional skills and behavior to promote comprehensive, cost effective and meaningful care for consumers in a diverse environment. Contact tamarawstockton@gmail.com.

Licensed dental hygienist needed for family practice in Newberry, SC. Benefits are provided with salary. Office hours are Monday-Thursday 8-5. Please send resume to info.bakerdental@comcast.net

FT Dental Assistant- are you a multi-tasker and team player? We have a modern office and enthusiastic team dedicated to quality care. Previous dental experience needed as well as great attitude and strong work ethic. Irmo area. Send cover letter and resume to: scdentalresumes2@gmail.com.

Dental Assistant needed for Florence general dentist office. Must possess excellent organizational skills and be dependable. Office hours are M-W 8-5. Fax resume to 864-715-0688.

Practices/Office Space Available
Dental practice for sale in Columbia, SC - SC1037 Great practice in a prime location, collecting \$425k+ on 3 days a week. Huge upside potential! Please call 678-482-7305 or email info@southeasttransitions.com for details using listing ID SC1037.

Dental Office for Rent in Rock Hill. Built as a Dental Office this freestanding building has 3 operatories plumbed for nitrous oxide, suction and compressed air. Located in the center of the medical community at 1342 Ebenezer Rd. Contact John Rinehart at jdrinehart@ccim.net or 803-517-0229 or 803-329-3285.

Southwest SC #8930 -Gross collections-\$936K; 3 operatories; 4 days. For more information contact Dr. Earl Douglas at 770-664-1982 or earl@adssouth.com

Columbia General Practice #8843-Gross collections-\$559K; sale price \$449K. 3 operatories; 1300 sqft. office space. For more information contact Dr. Jim Howard at 919-337-1162 or jim@adssouth.com

SW Greenville Area #9016 - Gross Collections-\$640K; 5 operatories; 4 days For more information contact Dr. Earl Douglas at 770-664-1982 or earl@adssouth.com

Dental practice for sale in North Augusta, SC Excellent 7 operator practice with real estate available. Collecting over \$550K. Seller retiring, but will stay on for a smooth transition. Please call 678-482-7305 or email info@southeasttransitions.com for details using listing agreement SC1041. www.southeasttransitions.com

Satellite dental office; 52 foot trailer. One operatory fully equipped white coastal chair. One operatory plumbed and ready. Lab, reception, business office, 1 full bathroom and HVAC included. Ready to move to your location. \$30,000 OBO call 803-648-3251 for more information.

Dental Practice for Sale in Coastal, SC- Multi doctor, 10 operatory, powerhouse practice. All updated with digital equipment. Amazing staff. Real estate available. Dr. to stay on for transition. Contact us at 678-482-7305 or info@southeasttransitions.com for more details. Listing ID SC-1048. www.southeasttransitions.com

Fully equipt dental **office for lease in Irmo/Dutch Fork area.** 2 miles from new Palmetto Baptist Parkridge Hospital. 1,800 sq ft. negotiable terms. Contact 803-319-5170.

Satellite Dental Office for sale in Northeast Columbia, in a busy upscale area. It has 3 operatories with an esthetic & boutique style setting. Office is open only 2 days a week and ideal for new dentist to add additional days with great growth opportunity. Please email smilstudio@aol.com

Commercial building available, crown jewel in Rock Hill's best location- +/-4,1800 sq ft -44 parking spaces- +/- 1 acre lot- formally a medical building- attractively priced to sell \$699,000 or lease \$17 per foot triple net. Tremendous traffic count along Celanese and India Hook Roads. Terms are flexible 803.328.1800.

Two Pee Dee area General Dentist practices for sale. Locations are 15 minutes apart in Florence & Darlington. Can be purchased together or separate. Offices collect approximately \$850,000 on three days per week. Call 864-200-1999 or email dr.rogers@charter.net for more information.

Equipment For Sale

For Sale: Dental equipment chairs, units, lights, cabinetry, x-ray, vacuum, compressor, sterilizers and handpieces. Any and all things dental call 843-697-7567.

For sale: 1 CEREC Blue Cam acquisition unit with latest version of software (version 4.3). Unit is in very good condition. Only used in the mouth once. Also included, 1 CEREC 3 Compact milling unit with milling cabinet to reduce sound. Milling unit is in good working condition but does have some cosmetic defects. Many accessories included. Call 864-855-9585 or 864-654-3520 for more information. Asking \$15K.

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- Our malpractice insurance carrier has been covering SC dentists for 35+ years
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- Outstanding rates on both occurrence & claims made policies



Contact the SCDA Staff today!
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