

Bulletin



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DAD Scores Another Success In Greenville

By Phil Smith

The second installment of the SCDA DAD Day was held in Greenville, August 5-7, at the Carolina First Center. This facility was larger than last year's convention center allowing patient lines to form inside where the halls are air conditioned. The heat wave in the state was only one of the small blips on the event's success. Momentum carried the day in the face of adversity since Virginia, one of the event's logistic providers, had lost their state dental office in a fire the week before! But by Saturday evening preliminary patient numbers looked impressive.

The planning for this year's DAD Day began the day after last year's successful charity. Dr. Carter Brown and other leaders initiated improvements and began enrollment for resources to stage the Upstate location. Carter beamed in talking about the preparation, "This year's edition is both the same and yet very different from the last time. Having the DVD from last year helped in our presentation to the Mayor and the Greenville City Delegation. At the end of the presentation, David Watson and I received a tremendous applause and a promise of support for 'whatever we needed.'"

Besides volunteers, the ability to serve patients on a large scale requires financial support from the community. This occurred from the generosity of the city and the Carolina First Board with the donation of the convention center and the provision of assorted professional services like on site EMS and police. Michelin North American donated funds as well as provided PR and videography service for television.

The partnership with the SC Hospital Association proved a good match and expanded our outreach to the thousand citizens lined up to seek care. 40 booths were set up for assorted screenings and evaluations. A referral center was also available for eye exams and vouchers for glasses.

However the purpose of the DAD Day is to provide free dental care to as many patients as possible. Dentists, assistants, hygienists and half of the MUSC seniors and juniors made delivery of care possible. Although the largest volunteer numbers occurred on Friday, the service provided exceeded last year. Many individuals from our partner host, Brookwood Church, assisted to make all aspects of patient flow work. They were invaluable in efficiently working behind the scenes. As accolades go, the homerun hitter may be Lori Paschall, president of the SCDA, who took on the dual role of coordinating dental donations and garnering more than \$30,000 in donated supplies! Dr. Brown wished to acknowledge the SCDA staff, "I am certain that the members do not know what level of commitment that Phil and his team have. Phil takes ownership of things and works until it is done! They get more done with fewer people than any group I have worked with."

The scope of this type domestic mission can be breathtaking. Within the preparation and delivery of care there is indeed a sense of wonder. Gifts offered from the heart have great meaning both for the giver and the recipient. Lives of both parties can be changed!

SCDA, and all involved, wish to thank you for the support to launch DAD Day. Plans are under way for next year in the Midlands. Your help is needed. Make plans to participate in 2011.



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Building Patient Loyalty

By Dorothy Perrin Moore, Ph. D.

(This is an article that I found very insightful. I am of the opinion that there is much relevance from sources outside of dentistry. It appeared in Charleston's Post and Courier Newspaper. Enjoy. Ed.)

All business owners, executive officers and dentists should recognize that the most important survival tool is building and maintaining customer loyalty. It is the lifeblood of the business because irrespective of competitor advertising, promotions and price cuts, repeat customers keep business in the black. There are four important cornerstones guiding the drive to build a solid customer base:

1. It costs five times as much to win a new patient as to retain an existing one.
2. A 5% improvement in patient loyalty leads to more than 25% in profit improvements.
3. Satisfied patients help build the business through referrals.
4. Loyal patients are less price sensitive, more understanding if prices must rise and easier to interest in a new product or service.

To put it another way, it is all about building trust. This is not always easy to do. Here are some guidelines for creating a wider and more loyal patient base while retaining your present patients through trust and consistency.

Create, deliver and communicate your inspirational trust story. Answer the question most people never ask directly: "Why should I trust you?" Be specific. Include the information in your brochures and on your website. Be results-oriented. Above all, avoid promising what you may not be able to deliver.

Remember that a practice deals with individuals. Avoid turning people off with robot messages, endless menus and deadly wait times punctuated by the recorded voice that "your business is important to us" while communicating that as a person you aren't.

Be reliable. Recognize that your word is all you have. Avoid making promises you don't intend to keep. Once lost, trust is impossible to regain.

Learn to really listen to your patients. It is about them, not you. If you are all caught up in your personal story or go on with an unwanted sales pitch, they may appear to listen and be compassionate, but you have given your patient a window into your business they don't need and information that may have little value to them.

Be especially careful about your passions, whatever they are. Don't get caught up in this age of "us or them" politics, insult humor or "me first" web posting. The offended patient will not likely recommend your practice to others and may think seriously about whether they want to continue doing business with you.

Carefully train all employees to be cognizant of all of these guidelines. Few practices can afford to drive patients away-employees become the representative voice of the practice.

Figure out in advance how to handle problems. Can the first person the patient speaks to put the problem to rest? The patient is looking for a solution, not an employee who can only say, "I don't know" or even worse "Company policy/ the computer/ or the system won't let us do that." Complaints need to be dealt with professionally. Most of the time there is a solid reason someone is unhappy, and the issue may reveal something the practice needs to change. Make sure everyone who deals with people understands that the object of the interchange is not to win the argument and lose the patient.

Avoid rushing into web tools including blogs, Facebook, and other shortcut communication methods and social media. Just as in a personal conversation, avoid trying to engage patients without thinking through and establishing sound policies that are fully in compliance with state and federal laws and sound human resource practices. Once out there, it is a permanent representative.

In the beginning, you may have paid a lot of attention to what your patient needed. Are you now just addressing a group as a place to fill up needed time slots, or are you continuing to cultivate the patient base? The successful practitioner recognizes that patient cultivation is an ongoing process.

Dorothy Perrin Moore is a professor emerita of business and entrepreneurship at The Citadel. She is also a career volunteer and job coach for the Center for Women's Job Counseling Program.

My bookie just gave me a hot tip!
SC JUA & SC PCF are offering
discounts up to 65% off malpractice
insurance premiums to
new-to-practice dentists!



That could save us
a lot of hay!

SC JUA and SC PCF have recently released **deep discounts** for new-to-practice dentists purchasing professional liability insurance.

If you have a student who is graduating dental school and going into practice or an employee/associate coming into practice with you, make sure they call the SCDA office to receive these discounts.

We can now offer them discounts on their malpractice insurance up to **65% off their first year's premium**, including the 25% off they receive for attending the risk management seminar held by the SC JUA at MUSC. In addition, we can offer at 10% discount for their second year in practice.

The savings for the first year alone start around \$700.

Contact us at the SCDA office if we can help you with this or any of your insurance needs.

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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 emailed: philes48@aol.com, mailed to the SCDA office, or faxed to (803)359-3004.



Dr. Phil Smith, Editor

Master Calendar

- Aug 5-7 DAD Project—Carolina First Center, Greenville SC
- Aug 13 Committee on New Dentist Meeting—SCDA Office, 11 am
- Aug 20 Strategic Planning Committee Meeting—SCDA Office, 9 am
- Aug 27 SCDA Board Meeting—SCDA Office, 9 am
- Aug 27 Member Benefits Group Board Meeting—American Cancer Society in Columbia, 9 am
- Aug 27 DenPAC Board Meeting—SCDA Office, 1 pm

Please visit www.scda.org for more events.

2010 State Dental Meeting Scores BIG!

There exists a small core of convention organizers in South Carolina. Most of us have repeated our efforts and staged SCDA Annual Sessions for years. And except for the past few seasons the results have been very consistent. However, the last three years we have weathered some difficult convention times. Dropped attendance and changes on the exhibit floor made many of us question whether the Annual Session had exceeded its life span.

Well this year's meeting under Dargon Flowers and his crew has hit the big win with profit numbers that exceed any previous meeting. And they pulled it off in the face of sketchy registration and a sagging economy. No Federal Bailout was enrolled to float our meeting, it was good sound planning and budgeting! Well done Dargon, you ARE the man!

NC steps into a pot hole...

You may have heard that the Federal Trade Commission has turned an eye toward our sister state and issued a complaint against North Carolina's Dental Board. In the administrative document, the FTC charged that the Board "has acted in various ways to eliminate the provision of teeth whitening services by non-dentists."

The short story is that the Board addressed what it believed to be illegal dentistry being performed by non-dentists. This concern has surfaced in every state in the union. The FTC took the position that the NC Board of Dentistry had no authority to prevent non-dentists from providing this service. And that the Board was interfering with their business. Therefore, the action was launched for interference with trade.

What a regret. In my opinion, the Board of Dentistry is empowered to protect the public from inappropriate dental service provided by non-credentialed individuals. The FTC opinion might as well allow some guy to remove teeth in a kiosk at the mall. Complain about it and be crushed!

It sounded like a good idea at the time...

My partner and I were laughing about some bizarre web sites when we came upon a dental office web-advertisement promoting a practice. Besides being "over the top" the theme of the office was, in my opinion, very unprofessional. I realize that marketers encourage offices to develop an "identity" to distinguish the practice, but who is the market?

I recall an article in Dental Economics from the early 1970s about an office that was decorated to look like "Studio 54", a famous dance club in New York. This Disco Dentist had a waiting room with a dance floor and assorted chaser lights. There was the mirrored globe hanging from the center of the reception area and the front desk had a set up like a DJ stand with two turntables playing nonstop boogie. Bizarre-O!

I wonder how many patients took this office seriously? I might be a good idea to redecorate my office to look like Hogwarts. Expand my patient base from simply seeing muggles.

Till next time,
Phil

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President's Message

"If your actions inspire others to dream more, do more, and become more, you are a leader."

- John Quincy Adams



Dr. Ed Wise
President

When individuals make the decision to become a dentist, very few recognize the fact that an important part of being a good dentist is becoming a good leader. Yet, most of us would agree with the concept that the best approach to oral health care is a dental team with a dentist as its leader. Organized dentistry is currently engaged in an ongoing struggle to preserve this basic and very important principle. Many of our newer dentists are aware of the vital importance of getting involved and accepting active roles as representatives of our profession at the state and national levels. Perhaps this is the reason that five separate discussion groups at the June SCDA meeting all cited leadership as a high priority for our focus. We need to explore new ways to enhance leadership development within our organization.

What constitutes good leadership? In the ADA publication, *CEO Crash Course: A Dentist's Guide to Practice Leadership*, Ballard Morton describes leadership as the "capacity to elicit the willing collaboration of others towards a worthwhile goal." John Quincy Adams simplified this concept when he said: "If your actions inspire others to dream more, do more, and become more, you are a leader." One is not born with leadership skills but must develop his or her knowledge through years of experience. The best leaders are able to create a collegial atmosphere which encourages cooperation in order to solve problems or arrive at common goals where everyone's contribution is treated with respect and where all members of the group have an equal voice in the decision-making process. *The CEO Guide* cites eight qualities which a good leader must possess:

Vision – a clear concept of both short and long term goals

Trust – people will not follow someone they do not trust

Positive attitude – the glass is half full not half empty

Sincerity – an honest, straight-forward manner, accepting other team members' backgrounds and values

Communication – able to disseminate ideas and information but also is willing to listen to other points of view

Decision Making – able to determine what is best for the organization and then taking decisive action

Facilitator – helps to provide whatever team members need to achieve their goals

Willingness to allow for mistakes – trying new approaches to solving problems with the understanding that invariably occasional mistakes may occur

An Air Force program I once took many years ago cited four different styles of leadership: dictator, micromanager, delegator, and consensus builder. Very few leaders would apply only one of these styles in their approach. Most use at least two and in some instances all four. Obviously, being a dictator has negative connotations, and one needs to be careful to avoid giving this impression, particularly if perceived as condescension to new, less experienced dentists. Likewise, the micromanager style has undesirable implications as it seems to imply a lack of trust in those charged with executing the various tasks needed to run an organization. It also tends to stifle initiative and creativity from leaders charged

Continued on next page

"... very few recognize the fact that an important part of being a good dentist is becoming a good leader."

Continued from previous page

with those tasks. The dictator style should only be used (if ever) in a very unusual situation where immediate decisive action is required. The micromanager approach should only be used when a new team member requests assistance getting started and then only for a short interval until he is able to assume independence.

The delegator style is certainly one of the most effective ways to run a modern organization, and, if applied well, it can yield excellent results. Careful selection of those assigned tasks and thoughtful matching of abilities and strengths to appropriate tasks is crucial to success. Another key to making this style work is having the confidence to delegate a duty and then step back to allow the person to carry it out independently.

My favorite leadership style is the consensus-building or collaborative approach in which we create a collegial atmosphere where colleagues of many ages, backgrounds, and points of view work together to find the best solutions. If we truly want to “build the bridges to the future,” this is the best approach. Only by working together unencumbered by unbending traditions and inflexible policies of the past can we expect our new leaders to conceive innovative ideas which will help us meet the challenges of the future.

What can SCDA do to assist our members who have a strong desire to improve their leadership skills? First, we need to explore the outside opportunities for leadership enhancement i.e. seminars, online courses, motivational speakers, and ADA programs. Second, we need to make a conscientious effort to encourage our new members to learn from the experience of taking on leadership roles in SCDA and ADA. The best way to enhance one’s skills as a leader is the actual practice of *being* a leader. Finally, we are blessed with large numbers of excellent leaders who have served and are continuing to serve both SCDA and ADA. One of the best ways to learn leadership is by continued association with successful leaders. The association needs to make a deliberate effort to develop creative opportunities for our members to interact in a way that will allow our new leaders to benefit from the experience and expertise of the past and even for the older members to glean fresh ideas and inspiration from the next generation of “bridge builders.” Making this happen will not be a simple task, but few worthwhile endeavors are.

Best Regards,
Ed Wise

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 Christy Meador at 800-327-2598 or by emailing her at meadorc@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 SCDA’s Dental Assistance and Advocacy Committee:
800.327.2598

SCDA Mission Statement

The South Carolina Dental Association represents member dentists in order to promote and provide optimal oral health care to all citizens of the state of South Carolina by serving as an advocate to advance the profession of dentistry.

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Executive Director's Notes



Mr. Phil Latham
Executive Director

The South Carolina Dental Association's second Dental Access Days (DAD) Project is over and the event was another huge success. Volunteers came from all over the state once again to provide much needed dental care to hundreds of patients. If you did not volunteer, you missed a great event. If you did volunteer, the SCDA thanks you for your time and effort. Although final numbers are not calculated at this writing, it appears more than 1,500 patients were treated in Greenville at the Carolina First Center.

Last month, I began a series of items that the SCDA has accomplished over the years for the benefit of its members. Below are three more areas the SCDA has worked hard in to ensure safety and save the member dentists money.

The SCDA has Saved Dentists Hundreds of Dollars in Waste Disposal:

In 1989, the SCDA formed a coalition that worked with DHEC to modify proposed legislation involving the disposal of medical waste from dental offices. At the time, many companies were starting up which charged up to \$80 per month to dispose of the waste. The coalition was successful in getting legislation passed that created a Small Quantity Generator category which exempted dental offices from the expensive recordkeeping and disposal costs if dentists followed agreed upon protocols calling for disinfection of certain waste in the dental office and disposal of all waste, including sharps, as solid waste.

The SCDA Assured Safety of Patients and Assistants working with Xrays:

The SCDA established a method of certifying assistants to meet radiation safety standards by working with the Education Task Force in development of a certification program, including a training film and study guide. Most chair side trained assistants have become certified through this SCDA program. All proceeds from this program are used by the SCDA Foundation to assist in funding scholarships for auxiliaries.

The SCDA Assisted with OSHA Compliance:

The terms Bloodborne Pathogens and OSHA brought "chills" to member dentists when the federal government dictated that dental offices would fall under OSHA regulations and that Centers for Disease Control guidelines for protection against bloodborne pathogens had to be initiated. The SCDA produced an OSHA Checklist that allowed dental offices to quickly come into compliance.

"...it appears more than 1,500 patients were treated in Greenville at the Carolina First Center."

MUSC CDM Class of 2012 Receives White Coats



The College of Dental Medicine, Class of 2012, received their white coats during a ceremony July 9th at St. Luke's Chapel on campus. The white clinic jacket represents the transition into the patient care segment of their education. Dean Sanders and many of the faculty spoke during the service. Other speakers were Drs. Ed Wise and Cathy Moss. Dr. Moss, CDM Class of 1973, was the first woman to graduate from the dental school.

There were more than 250 friends and family in attendance. Following the ceremony there was a reception in the first floor lobby of the new James B. Edwards Clinical Facility. The SCDA provided the white jackets for the class.

SCDA Member Benefits Group

By Mark K. Brown

New Benefit for SCDA Members

The SCDA Member Benefits Group recently worked out an endorsement of SolmeteX for amalgam separators. SolmeteX offers 3 different sizes of separators for your practice depending on the number of operatories you have within your office. This endorsement coincides with the goals of the Amalgam Separator Task Force. The SCDA created this task force to help educate member dentists on the importance of installing a separator.

As an SCDA Member, you receive a free container, which is a value of \$170 when you purchase a SolmeteX separator.

You can work through whichever supply company you are most comfortable with to purchase a SolmeteX separator and simply fax your invoice to SolmeteX at 1-508-393-1795 to receive your free container.

Be sure to give me a ring at the SCDA office if you install a separator in your practice, so I can add your name to the list of SCDA Members that have made this commitment.

Seminar Room is Running Low

We can only fit 250 people in the September 10th seminar and registration for this event has swelled recently, limiting the number of seats left.

This seminar will help to bring dentists and their staffs up to speed on what is required within the recent HI-TECH Act and how it specifically pertains to dental practices and breaches in personal health information.

An update on national health care reform will be given as well.

Again, this seminar is scheduled for September 10th from 9:00 a.m. – 1:00 p.m.

Follow this link to learn more details about this seminar and to print out a registration form. <http://www.scda.org/associations/5602/files/HI%20TECH-Health%20Care%20Seminar.doc>



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Central District Fall Meeting

Date: October 1, 2010
Time: 8:00 am until 1:30 pm
Location: Columbia Conference Center: 169 Laurelhurst Ave., Columbia SC 29210
803-772-9811 or www.columbiameetings.com/pdfs/directions.pdf

Course Objectives: This course covers the importance of Medical Malpractice including:
- risk management - overall coverage - staff coverage
- how to manage a lawsuit - amount of coverage needed

CDE Hours: 4 lecture hrs. The Central District Dental Society (Provider #212437) is a locally approved AGD
Subj. Code: 250 PACE Provider (approval 01/01/2009 – 12/31/2012).

Speaker

Timothy J. Ward
Senior Vice President, MARSH
Program Manager/ Practice Leader SC JUA

Registration

CDDS Member	No Charge
Non-CDDS Member	\$75.00
Non-SCDA Member	\$150.00
Staff or Spouse	\$25.00

Luncheon reservations are required for everyone. Please enclose \$25.00 for each lunch.
Please include \$25.00 for each staff member or spouse attending the scientific session.

Please include a separate \$25.00 lunch check for the CDDS member dentist. You may pick up your \$25.00 checks after lunch or they will be deposited.

Please check:

I will attend the Scientific Session.
 I will stay for lunch.
 I will have _____ guest(s) for lecture.
(Total number of staff or spouse)
 I will have _____ guest(s) for lunch.
(Total number of staff or spouse)

Dr. Name _____

Please make check(s) payable to: Central District Dental Society.

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SAVE THE DATE

XII Annual Continuing Education Course “Dental Program for the Diagnosis and Treatment of Patients with Special Health Care Needs”

Friday, September 24, 2010

Registration & Continental Breakfast: 7:30 a.m. - 8:30 a.m.

Program: 8:45 a.m. to 5:00 p.m.

****North Charleston Convention Center**
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Carlos F. Salinas, D.M.D.

Course Director

MUSC, Pediatric Dentistry-Orthodontics
Charleston, South Carolina

For more information please call: 843-792-9613



Are You Ready? - Only 50 Seats Left!

The Health Insurance Portability and Accountability Act (HIPAA) became mandatory in April 2003. Now the HIPAA privacy and security changes include the HITECH Act and as an office you MUST be in compliance with certain security measures pertaining to personal health information. Business associates and their employees must now comply as well.

Notification—If personal health information is breached, a risk assessment needs to be done to determine if there was an actual risk of harm to an individual(s) whose information was exposed.

Enhanced enforcement and increased penalties—documentation requirements are necessary to meet compliance.

In addition, the recently passed US Health Care Reform will require you, as an employer, to complete certain tasks in 2011 and even more in future years; an update will be given on these requirements as well.

Date: Friday, September 10, 2010

Location: Virginia Wingard Memorial UMC, 1500 Broad River Rd, Columbia SC 29210

Registration: Begins at 8:30 a.m.

Seminar: Will begin promptly at 9:00 a.m. and runs until 1 p.m.

Cost:

\$75 - First registrant from each office. Includes both seminars and four hours of CE credit.

\$25 - Each additional staff member.

Register now! There are only 50 seats left!

HITECH and US Health Care Seminar Registration Form

Sponsored by Member Benefits Group and SCDA

Name of Dentist, if attending (Print)

Name of Dental Office, if Dentist is not attending

Additional Staff

Additional Staff

_____ Number attending seminars from my office Total Amount: \$_____

Payment by check, make checks payable to SCDA.

Payment with credit card, complete information below. (Visa, MC, Discover & American Express)

Be sure to use your **SCDA** endorsed Bank of America credit card.

Expiration Date: _____ Security Code: _____

Billing Address (Print)

Signature (If paying by Credit Card)

Mail completed registration form to the SCDA office at 120 Stonemark Lane, Columbia SC 29210 or fax to the SCDA office at 803-750-1644.

Classified Ads

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

2 ea. Midmark Rear Treatment Console 43" wide - includes upper, midsection and lower - lower section drawer bank, ctr. door and door w/ tub - midsection with shelf - laminate tops - upper section without windows - work surface w/ assistant's instruments - \$2900.00 each. Call Dr. Tripp Davis at 843-734-0212.

PRACTICES FOR SALE: AUGUSTA AREA - ORTHO #8681 Gross \$268,032, 3.5 days; 1 operatory/2 chairs, 960 sq. ft.; NORTH OF CHARLESTON #8187 Gross \$365,643; 5 days; 4 operatories; 2000 sq. ft. Call Dr. Jim Howard, ADS South, at 910-523-1430 for more information, or visit our website at www.adssouth.com. We specialize in appraisals, sales, mergers and associate-ships. We provide financing for buyers and pay cash to sellers.

Dental office for rent or rent w/ option to buy; located at I-20 & Bush River Rd in Columbia; 1800 SF; ample parking; currently used as a dental office; available on June 1, 2009; call 803-732-2302 or 803-237-5552.

#49103—General Dentist seeking to purchase a practice producing \$500K annually in the HHI area of South Carolina. Please contact Scott Carringer at Henry Schein Professional Practice Transitions at 704-622-7558 or 800-730-8883.

Near Myrtle Beach : Practice for sale very reasonably priced with three treatment rooms. Well trained staff willing to stay. Just under 1600 sq/ft in building. Excellent growth potential. Seller willing to sell the practice for \$125,000 and include the building at no additional cost. Must sell now. Call 843-651-5429.

INTERIM PROFESSIONAL SERVICE/LOCUM TENENS: Maternity Leave, Vacations, Illness, Disability, Part-Time Associates. Maintain Production, Patient Access. Also, Interim Job Opportunities. Forest Irons & Associates 800-433-2603 www.forestirons.com DENTISTS HELPING DENTISTS SINCE 1984.

Free standing dental office for lease - 1342 Ebenezer Rd., Rock Hill, SC, 1664 sq.ft. with Central Nitrous Oxide Lines and suction, 4 Operatories plumbed and room for expansion. Dark room equipped. Formerly an Oral surgeon (DMD) office. Rent is \$2991/mo. Available now. Shown by appointment. Contact Jay Rinehart - 803-323-5605 or John Rinehart - 803-323-5654.

The Opus Duo EC dental laser incorporates an Erbium laser for hard tissue procedures, such as decay removal (without local anesthesia) and crown lengthening, as well as a CO2 laser ideal for soft tissue procedures. 80% off original price, \$10,400.00. Contact Dr. Gene Grace's office at 843-524-6410 or email drgrace@islc.net.

FREE Belmont Panorex Model 098E. Must pick up in Summerville. Call 843-875-7753.

Two opportunities in Columbia, SC! Pediatric practice that has been in Columbia for more than 40 years; 8 chairs (6 open bay, 2 quiet room), collecting more than a million. Well established general practice located in desirable area for more than 30 years, collecting \$1.5 million. This practice has 12 operatories and would make an excellent merge candidate for someone looking for more space. For more information call 678-482-7305 or email info@southeasttransitions.com or visit www.southeasttransitions.com for more details on these other opportunities.

Help Wanted

Florence - opening in well est., modern, clean office w/ loyal staff. Need ft/pt assoc. to participate like solo/owner dr. w/out the admin. burdens. Family practice w/ cosmetic emphasis. Salaried or commission package w/ health ins. avail. Call 1-800-thanku and visit www.carolinasmile.com today!

An orthodontic assistant is needed for a progressive and reputable practice in Duncan, SC. Prior orthodontic or dental experience is preferred, but not a requirement if you have good hand-eye coordination and enjoy working with kids and adults. If you are interested in becoming part of our team, we encourage you to fax us your resume and a letter stating why you feel you would be an excellent addition to our office to 864-486-8688.

- Classified advertising is \$35 on a per issue basis. There is no charge for Help Wanted/Job Wanted (Job Bank) ads for members. The public can place ads for \$35 on a per issue basis. Ads are posted to the SCDA website during the month(s) of publication at no additional charge.
- All ad copies and cancellations must be received no later than the 20th of the month prior to publication, which will occur on the first of the month, with remittances accompanying the ads.
- Job Bank ads can be kept confidential if so desired. If you are interested in receiving information from or submitting information to 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.
- Contact: SCDA Bulletin, ATTN: Christy Meador, 120 Stonemark Lane, Columbia, SC 29210; call 800-327-2598; fax 803-750-1644; email meadorc@scda.org.

Dentist needed! General or Pediatric! Part-time or Full-time! Position currently available in the Irmo area. Please fax or email resume to 803-781-5142 or childrensdentalgroupsc@gmail.com.

DENTIST WANTED FOR MOBILE DENTAL PRACTICE. Excellent opportunity. Travel required. 3-9 PM Full or part-time. Min. compensation \$150K/yr. Contact Dr. Ali: 1-877-904-7645.

Large group practice in Myrtle Beach area is seeking a Certified Lab Technician Part or Full Time to work on premises. Willing to make technology investments for optimal quality. Contact Jeff Horowitz, 843-248-3843 (office) or 843-457-4179 (cell) rctpfm@aol.com (email)

PEDO OPPORTUNITY IN CHARLESTON, SC: Excellent opportunity for a pedodontist to join our well established practice - on a part-time basis. Great position for a pedodontist looking for additional working days or for a retired doctor who wishes to live in our beautiful coastal city. Please email us in complete confidence to didg234@aol.com.

Dental Hygienist, Full time, Hilton Head area. Please call 843-757-2828 or email chuck@firstdentalofbluffton.com.

DENTIST NEEDED—SEEKING LEAD DENTISTS AND ASSOCIATE DENTISTS in our rewarding practices in Charleston, Columbia, Florence, Greenville, Myrtle Beach and Spartanburg. Openings vary from time to time. Stable and busy offices. As the nation's largest and most experienced provider to underserved children and young adults, we offer an excellent guaranteed base salary (\$120,000 and higher), promotion opportunities and benefits (bonuses, 401K, paid vacation and 100% coverage for family health, malpractice, disability, CE, dues). Join our team of professionals providing quality dental care. General Dentists, Pediatric Dentists and new grads are encouraged to apply. Please contact Jacob at 719-562-4460 or email jdkochenberger@forba.com or fax 719-584-7697.

Wanted! Volunteer Dentists work 1 shift per quarter, Mondays/Wednesdays AM or PM (restorative) Tuesday/Thursdays 5:30-8:30 (extractions) Retired, Semi-retired & Practicing. Please contact Dina Walker 843-849-9220 ext 40.

Job Wanted

Dentist available for locum tenens. Available weekly or monthly. General Dentistry. 20 years plus private practice, 8 years contract dentistry. Private practice, city and county dental clinics. Dr. Garland L. Slagle (843) 837-4126.

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

Dentist available statewide for short-term fill in work. Contact: johnmcgeary@hotmail.com or 803-240-1452.

General Dentist available statewide for locum tenens (short term fill-in work). 37+ years private practice, MUSC graduate, former member MUSC Board of Visitors. Call 843-729-8129.

Board Certified Oral & Maxillofacial Surgeon looking for an opportunity to provide your dental practice with first class surgical care. I will provide your patients not only with an Oral Surgeon, but an Anesthesiologist, and trained Surgical Assistants. Our staff will arrive with all anesthetics and surgical supplies. There is no need for you to refer anyone out of your office; we will come to you. References provided. Contact us via email at christymiller5184@yahoo.com.

General Dentist available for locum tenens. Help keep your overhead while you are away. Call 803-429-0649.

Other News

To keep up with other goings on within the dental profession, just follow the links below:

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[Medicaid Bulletins](#)

[SC Board of Dentistry News](#)