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Legislative Update

By David Moss, SCDA President

As the S.C. legislative cycle for 2013-14 came to a conclusion, your SCDA was busily wrapping up a productive slate of activities. As promised at the beginning of the session, there would likely be successes and compromises as the agenda worked its way through the process. With the help of dedicated SCDA members, SCDA staff and Capitol Consultants there was much accomplished.



Dr. David Moss

Sedation Bill – The SCDA worked with the Board of Dental Examiners over the course of last year to develop legislation that would make more uniform guidelines for providing sedation in our offices and be more protective of the public. A task force chaired by Dr. Gee Rabon worked diligently to fashion appropriate legislation using suggested parameters from the ADA and other organizations. As the process moved forward, other collateral healthcare groups made inroads at modification of the original document. Senator Ray Cleary (R-Georgetown) was instrumental in leading the sponsorship of the bill. Under his guidance the bill that emerged is acceptable to all parties and succeeds in bringing our state up to the standards that are common across the rest of the country. The bill passed the General Assembly and has been signed by Governor Haley.

Medicaid – After persistently giving input to the Department of Health and Human Service over the past year, reinstatement of the adult dental benefit in the Medicaid program is becoming a reality. An emergency adult benefit was reinstated April 1 and a more comprehensive preventive and restorative program should become reality in early fall. The anticipated annual adult benefit will be approximately \$37 million a year. Including federal funds, this would bring the total dental Medicaid funds to \$160,750,653 annually.

Another issue to arise from the discussions with DHHS revolves around access to care. Director Tony Keck reached out to SCDA to help in finding ways to make the Medicaid recipients more likely to receive the emergency care they need in a more efficient manner. As a result of our joint efforts, a plan may be emerging from DHHS to enlist dentists to align with local hospitals to see patients with dental needs that have gone to an Emergency Department. Look for more information relating to this at a later date.

MUSC Dental School Bond Issue – As has been written about in previous Bulletins, the James B. Edwards College of Dental Medicine was built with the promise of being included in a bond bill that has not yet materialized. The College has been seeking funding for the \$28 million that is still owed. Failure to gain at least some funding would lead to formidable tuition increases for the students. With the backing of the SCDA and others, MUSC was able to receive \$900,000 in recurring funding in the appropriations bill.

Rural Dentist Incentive – This ongoing program in South Carolina provides an incentive for graduates to practice in a rural setting where access to care is in great need. As in recent years, the program is being funded at \$176,101 which will allow for this essential effort to continue. Thank you to the committee who oversees the selection process and makes this a fair and effective arrangement.

Dental Lifeline Network – Donated dental services for some of our state's most vulnerable residents is coordinated through the SCDA and the Dental Lifeline Network. The SCDA is seeking direct funding of \$50,000 from SCDHHS for FY 14-15 as was the case in FY 13-14. A participating dentist can accept a well-screened patient and provide free care to that patient. If dental laboratory services are needed, that can also be arranged at no cost. I and many others can tell you that being a provider is very rewarding.

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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 SCDA's Dental Assistance and Advocacy Committee: 800.327.2598

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State Required Posters

By Phil Latham, SCDA Executive Director

The SCDA receives phone calls every week from dental offices wanting to know what employment signs are required to be posted for all employees to view.

There are several signs that are required by both the State of South Carolina and the Federal Government.

The following provides a detailed list of what is required to be posted along with a website link, which you can visit, download and print the latest versions of these signs.



Mr. Phil Latham

State Required Posters

[Workplace Poster Legal Size](#) (Includes OSHA (Occupational Safety and Health) and the Labor Law Abstract (Payment of Wages and Child Labor)

[LLR Workplace Poster Letter Size](#)

[LLR's OSHA](#) Office distributes recordkeeping materials to businesses that are required by law.

S.C. Department of Employment and Workforce, www.dew.sc.gov

S.C. Human Affairs, www.schac.sc.gov

S.C. Workers' Compensation Commission, www.wcc.sc.gov

Federal Required Posters

- [Employee Polygraph Protection](#) – Must be posted by all employers
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- [Notice to Employees Working in State and Local Governments](#) – Must be posted by employers in government agencies
- [Migrant and Seasonal Work Act](#) - Must be posted by employers of migrant or season workers
- [Equal Opportunity is the Law](#) – Must be posted by all employers
- [Family and Medical Leave Act](#) – Must be posted by all employers

For those of you receiving this information through the printed SCDA Bulletin, you may want to access your electronic version which is emailed to everyone or go to the SCDA website to download the required posters.

To Unsubscribe from the hard copy Bulletin please email Sue Copeland at copelands@scda.org or call us at 803-750-2277.

August Calendar

August 7-9	Dental Access Days	First Baptist Rock Hill	
August 8	Countdown to Kindergarten	Edventure	5:30 PM
August 15	Member Benefits Group Board Meeting	SCDA Office	9:00 AM
August 22	SCDA Board Meeting	SCDA Office	9:00 AM

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Summer Greeting and Paradigm Shifts

By Dr. Noel Fuller, SCDA Member Guest Author

First a challenge, I love these LONG days, and I've been up EARLY jogging for the past 2 months in preparation for the Marine Corps Marathon October 26th; it is not too late to join the St. Jude's team if you'd like to take a 4 hour jog through DC this fall. I'm comfortably jogging 3 to 6 miles, 6 days/week, and the belly is shrinking, so now I'm adding some longer routes 2 days/week. Wednesday is still my rest day. Please let me know if you'd like to take a mini lifetime experience in DC with me; the ups and downs are pretty amazing, and the endorphin release is exhilarating about mile 15. If you can comfortably jog 12 miles, you can finish 26.

I'm sure you remember the song "Sittin on the Dock of the Bay" by brother Otis, well I'm "Sittin on the Deck Off the Back" wishing you and yours a grand summer season. What an amazing area of the Piedmont in which we live with its 4 seasons, and all of the variety of birds, animals, people and weather. Pam and I used to live in the "country" not far from York, but 3 years ago a door opened for a touch of country "in the city," and from our deck this time of year all we can see is trees galore and thick beautiful foliage. We must have 25-30 different kinds of trees in our small back yard, no other homes in view, and I can jump the fence and walk less than 1/2 a mile to the office! Yes, we have been rewarded for obedience, and at age 65 I have been on 47 foreign mission trips, take NO meds, love helping our patients, sleep like a weaned child and still hit a good drive on the links!

So what does this have to do with dentistry? EVERYTHING! Do what is BEST for your patients, and the blessing of obedience may come your way, and yet, most people think they can buy it; I used to be in that boat too. I have been in dentistry for over 40 years, and I have evidenced several paradigm shifts that really concern me: 1) posterior composites, which many experienced dentists agree "are the worst thing that ever happened in dentistry," 2) pulpal protection shifting to excessive endo, and 3) now we are considering SUPRAGINGIVAL MARGINS! We have a REALLY radical statement from a prominent teaching dentist who says, "subgingival margins are malpractice" in his newsletter – potential legal issues??? Furthermore, on all teeth with a restoration or decay that goes to the gingiva, and most DO, he "recommends" endo on ALL vital pulps, crown lengthening and a crown with supragingival margins after the uncomfortable healing process. THIS IS BEST – for whom? I'd be willing to bet that when some of these "vital pulp" apical lateral canals, bifurcations in lower molar distal roots, and trifurcations in lower bicuspid start breaking down, those now necrotic pulp spaces will become percussion tender situations and he will have VERY unhappy patients. Over the years we have tracked our apico cases where I have done the endo, and an overwhelming majority of them have been on VITAL pulp cases before the endo was done; we can pop lateral canals and extra canals in necrotic pulps, but not vital pulps, so please contemplate the ramifications of this latest paradigm shift before you endorse it. More money for NOW, but unhappy patients later, and who wants to do an apico on a lower bicuspid that is a key anchor for a 10 unit bridge? So with these paradigm shifts please "Do what is best for the PATIENT, and your BUSINESS will take care of itself".

Please remember too, that the best thing to have in a root is a healthy pulp, and the worst thing is bacterial breakdown in well done endo therapy; we do have coronal leakage AND anorectic infections these days in apical lateral canals which lead to PDL consequences down the road; yes, even if endo looks good on a PA, it can fail. Perhaps what amazes me most these days is that numerous dentists do not remove all of the "old leaking amalgam restorations" before they place a composite or crown a tooth. Or perhaps worse yet, they crown a non-vital tooth – GABOOM! So please, please take a PA and or pulp test with ice, if that is appropriate, for your pre-restoration diagnosis. I don't know what is being taught in dental schools these days, but I think spoon excavators are off the list of necessary hand instrumentation; furthermore, pulpal morphology and diagnostics is a class of catching up on lost sleep. I can still remember people snoring in my morphology class on Friday afternoons back in 1971, and now I hear, "I didn't know lower 2nd molars can have 4 canals".

Furthermore, please consider interrupting your schedule to take care of the patient in spontaneous pain "ASAP" "without hurting them," and they will TALK to everyone they know. It is so simple; get people out of pain without an emphasis on "up-front money," and they will bring in payment AND refer many other patients later. If you need to talk about finances, do that AFTER they are comfortable, and proceed appropriately. COMPASSION should be your BEST internal marketing strategy. Of course, one must be a good diagnostician to make accurate decisions quickly, and that requires study and experience. Often a "listening ear" is our best diagnostic tool.

Unfortunately, our NOW philosophy can result in failing health, a broken marriage and poor relationships with your children by age 65. I've seen it time and time again lately. Money, you may have that, but the blessing of BEST for your family may not be yours. Yes, we now have a culture of TOLERANCE that rationalizes wrong as right with no consequences, and our government has set the stage to dodge accountability. Whatever happened to pure ethics! So go for it if you like; replace "best for your patient" with "compromise and rationalization", and see what happens in the end! We seem to forget that the end is actually the beginning. With love and a challenge to do what is best for the patient, Noel (803) 324-2919 for study information.



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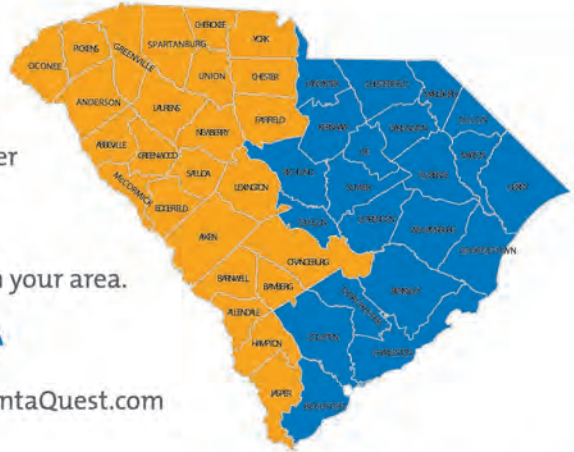
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New Dentist Committee Member Focus

By Dr. Allyson Sheffield

Why I participate in organized dentistry?

We all have different points of view whether you are in a solo practice, group practice, or in an office that affiliates with a Dental Service Organization (DSO), but by meeting together we can see that at the heart we all have the same core values. When I first joined the SCDA, I didn't know what type of practice model I wanted. After meeting with fellow dentists and hearing their successes and struggles, I felt I had the information I needed to make the choice that was right for me. It happened to be an affiliated practice DSO at Kool Smiles. I am thankful that I had the chance to learn from so many others' perspectives to make the choice that was right for me.

What have I gained from organized dentistry?

I recently had a great opportunity to be a part of the ADA's Washington Leadership Conference in Washington DC. Before that, my only experience on how political action was taken was from watching Scandal! I was so amazed that I really could make a difference and speak to those who make decisions that can change the course of how I practice! I am grateful that my company and the ADA made this trip possible. As a Medicaid provider, I also sit on the Medicaid Advisory Board for DHHS. There are a lot of people with great heart writing policy, but they don't know the difference between a class II and core build up. We do! Organized dentistry doesn't just give you a voice, it let's you join a choir. A choir whose message can be heard loud and clear.

About Allyson Sheffield, DDS.

Dr. Allyson Sheffield is a graduate of the Virginia Commonwealth University School of Dentistry. She moved to the great state of South Carolina for her GPR residency at Palmetto Richland Hospital and realized this was a perfect place to live! After joining the SCDA she became a member of the Medicaid Advisory Committee and New Dentist Committee. She travels throughout the state as a Regional Dental Director for the SC Kool Smiles offices. Her husband Andrew and their two flat coat retrievers reside in Lexington, South Carolina.



The ADA classifies "New Dentist" as active members who have been in the practice of dentistry for 10 years or less. To get involved with the New Dentist Committee please contact Maie Brunson at BransonM@SCDA.org

The Mission of the ADA New Dentist Committee is to serve as the voice of the new dentist within the American Dental Association, representing new dentists' views to the ADA Board of Trustees and other agencies; to monitor and anticipate new dentist needs and advocate for the development of member benefits, services, and resources to facilitate professional and practice success; and to foster the next generation of leadership within organized dentistry by building community and facilitating new dentist leadership development at all three levels of the tripartite.

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By Mark Brown



Mr. Mark Brown

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While gifts are good, the real reason you should look into placing your coverage through the SCDA Member Benefits Group is that our carrier has closed more South Carolina claims without payment than any other medical professional liability carrier and it has won over 90% of their cases that actually made it to trial. More providers in our state place their professional liability coverage with them than any other carrier and they are the only carrier endorsed by all three of the state's leading medical professional associations.

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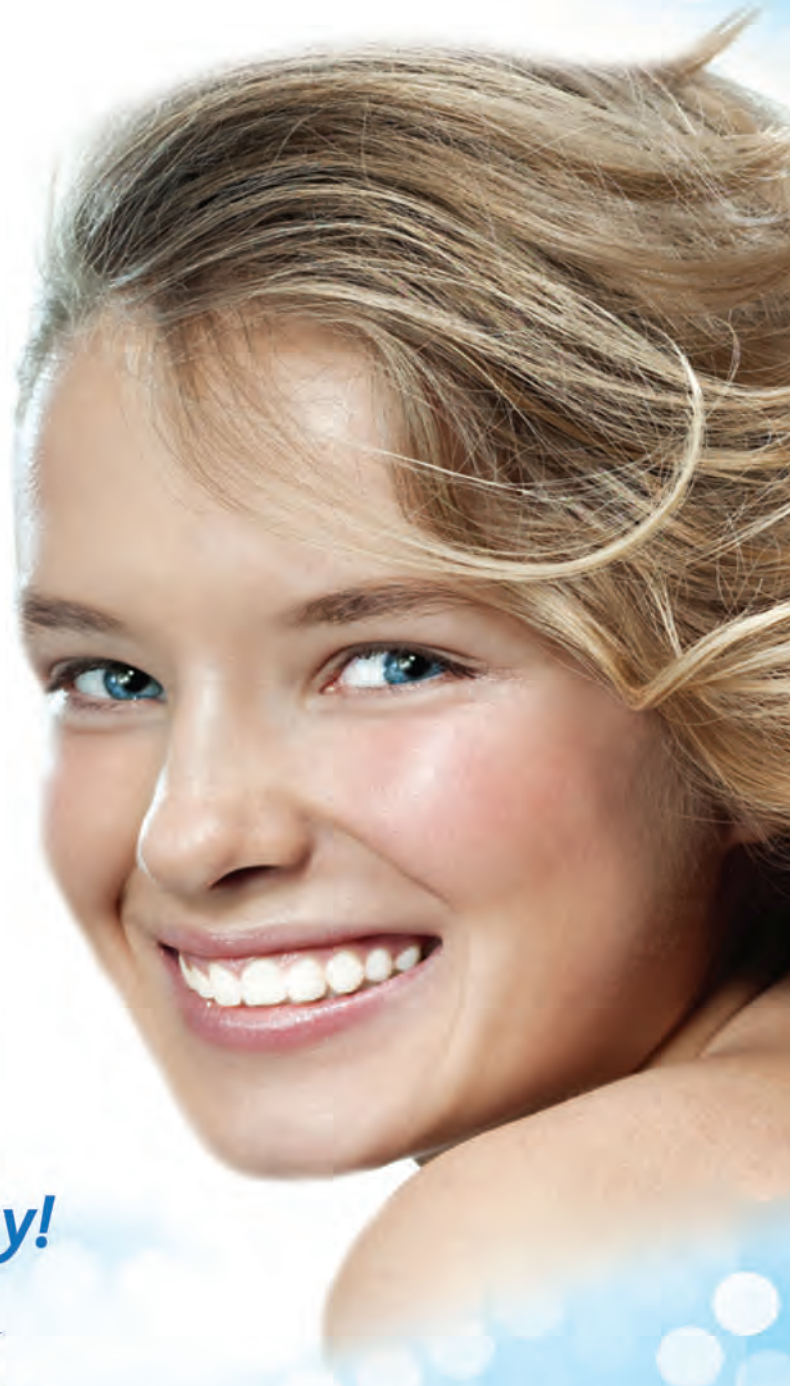




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General dentist wanting **local tenens/part time**. Located in the upper part of SC but am willing to travel to any part of the state. Contact Carl Lockwood 803-429-0649 or aclockwood@outlook.com

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 312-274-4524 or dtharp@kosservices.com.

Dentist Needed! General or Pediatric! Part-time or Full-time! In Irmo area! Send Resume to childrensdentalgroupsc@gmail.com or fax 803-781-5142

Volunteers Needed: Our Lady of Mercy's Wellness House Dental Program on Johns Island is in need of volunteer SC licensed dentists to provide emergency & basic dental. Monday-Thursday and also Tuesday evenings for the emergency clinic. Please contact John P Howard DMD or Ms. Jakki Jefferson at 843-559-4493 for more info.

North Carolina- Associate opportunities in select NC locations. General practice providing care from first tooth thru age 20. A desire to work in a positive, team oriented environment a must! Pedo experience helpful but not necessary. Excellent compensation package with guaranteed salaries. Contact Roger Walters, SmileStarters 704-816-1403 or email rwalters@smilestartersdental.com New grads encouraged!!!

General Dentist Associate needed for a multi-doctor, multi-location practice. Please submit resume' to irmosmilemakers@aol.com

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. Interested candidates email CV to bromanoea@yahoo.com

New pediatric start up practice in Metro Charlotte area. Seeking pediatric dentist will open June-August 2014. Contact 803-578-2652 for more information.

Looking for a **general dentist**, as an associate, who may be interested in purchasing a successful and profitable established practice. Proven track record and great growth potential. Dedicated and experienced staff. Contact aikendental@aol.com for more information.

Pediatric dentist opportunity- Looking to work close to the beach? Our Charleston multi-office Pediatric practice is fun, energetic, well respected and has an excellent team environment that focuses on complete, quality Pediatric and Orthodontic dental care. To learn more about our practice which offers a competitive salary and benefits package, please visit www.coastalkidsdental.com. Call or email to find out how to join our team drisabel@coastalkidsdental.com 843-818-kids(5437).

Kool Smiles is looking for FT or PT: **Oral Surgeon, Pedodontist, Orthodontist and Dental Anesthesiologist.** Locations: Anderson/Greenville/Columbia/Orangeburg/Rock Hill/Sumter/Charleston. Generous compensation and 401k plan with company match. Medical, dental and optometry coverage (FT). No practice management expenses and headaches – we take care of it! Contact Emily Platto: eplatto@ncdrllc.com or 770-508-6810

Orthodontists opportunity- a fantastic opportunity for an orthodontist to make some extra money once a week. Email tolbertc81@yahoo.com to find out more information. We are located outside of Rock Hill.

Endodontist opportunity- a fantastic opportunity for an endodontist to make some extra money once to twice a week. We are looking for someone to see patients from 5pm-8pm 1-2 times a week. Call or email to find out more information 803-772-4949 or tolbertc81@yahoo.com.

Looking for a **dentist for temporary position** for 6 weeks. Private practice in medical park, single dentist. Contact rneast@yahoo.com for more information.

General dentist- full time position in a growing practice, Coastal SC. Please forward your resume to smiles@gentledentistryllc.com.

Dentists, Pedodontist, Oral Surgeon, Endodontist & Prostodontist needed full and/or part-time in the Myrtle Beach and Georgetown area. We offer an excellent benefit and compensation package. For more information, please call Cameron Banks at 843-833-3555 or email CV to cameronbanks178@yahoo.com

We are looking for a caring experienced **general dentist**. Full or PT in a FFS state of the art practice. Excellent well trained staff in place. We are a paperless practice so computer knowledge is required contact drehortman@sc.rr.com

Volunteer at the East Cooper Community Outreach Dental Clinic (Six Mile Rd in Mt. Pleasant). SC licensed dentists provide needed restorative care and exodontia to eligible clients. Monday-Friday and Tuesday and Thursday evenings available. Please contact Ms. Leslie White at lwhite@eccocharleston.org or call 843-416-7115 or 843-343-2984.

Dentists, Endodontists, Oral surgeons and Orthodontists in SC. A life with clinical autonomy and time for your family isn't out of reach. You'll focus on doing what you do best, treating patients! The marketing and technical administrative expertise is provided for you. You can enjoy opportunities and career rewards such as: significant earnings potential, superior patient flow, and sophisticated marketing. Want to learn more? Visit <http://jobs.dentalworks.com/> or Contact Scott.Williams@dentalonpartners.com or call today 919-437-8665. EOE

Full-Time; responsible for directing all dental care services in a community health clinic setting. Supervises dental staff and represents staff and clinic operations to the CEO. Provides dental services to patients; provides advice and counsel to the CEO and Board of Directors. Contact cjohnson@uway.org for more information.

We are looking for an enthusiastic and personable **general dentist** (new grads welcome) to help grow our second office in Pawleys Island. We focus on providing quality, patient-centered dentistry for the entire family in a modern setting with an experienced support staff. This excellent opportunity has partnership potential for the right candidate. Please send CV to stacy.holland@live.com. Come grow with us!

Bryant Family Dental is interested in an **associate GPR** experience to turn into a 50% owner in the next 18 months with full transition in 5 years. Base + bonus structure with transition planning beginning immediately. \$1.2 M collections. Call 803-279-1880 or visit www.bryantfamilydental.com for details. No brokers

Advanced Dental Center desires motivated quality **friendly dentist!** Our Florence office is blessed with ample new fee for service patients a month. Each doctor is supported by a motivated team, advanced technology and excellent location. Presently qualified associates are earning between \$250-300K. Call Dr. Griffin at 8439921678 and visit carolinasmile.com.

Practices/Office Space Available

Seller motivated!! #SC-114: 4-operator general practice. Great location in fastest growing area of **Chesterfield County**-free standing building. Avg. collections \$741,000+. Strong hygiene program. Well equipped. Price: \$566,000. For details contact our SC rep, Amanda Christy, NPT, 877-365-6786 x230. a.christy@nptnetwork.com or www.nptnetwork.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.

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.

Biolase Waterlase MD Turbo 2010 Laser has less than 30 hrs. used mainly for demonstration purposes. Laser just under a full factory check. Laser shows and works as new. Call 843-697-5888.

Great opportunity to purchase at a **very affordable price** 3 beautiful neutral color chairs hardly used w/lites, statim, 2 chair side stools, filing cabinets, dental supplies including bits, dremel, amalgam unit, burs, small refrigerator, microwave etc..Please call and ask for Rebecca 843.877.9078 or email at fpnc@sccoast.net

- 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. Please use **no more than 50 words**.
- All ad copies and cancellations must be received no later than the 10th 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: Maie Brunson, 120 Stonemark Lane, Columbia, SC 29210; call 800-327-2598; fax 803-750-1644; email brunsonm@scda.org.

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 Newsletters](#)