

Bulletin



Inside this issue:

Lab Registration Is New Law	2
Editorial Comments	4
Master Calendar	4
Member Benefits Group	6
President's Message	8
Executive Director's Notes	11
Early Clinc Program = Early Student Success	14
ACD Welcomes 10 From SC	16
Tech Talk	16
GKAS, A Time For You To GIVE!	18
2009 Awards Pro- gram Nomination	19

VOLUME 37, ISSUE 1

JANUARY 2009

World-class Speakers Featured at Convention

By Chris Campbell

I bid you greetings from the program chairs for our upcoming meeting at Myrtle Beach. I hope that everyone had a nice and relaxing holiday season, and that you are looking forward to the bright sun and warmer weather that will be here as we gather again at Kingston Plantation. Lee Ayers and I have been working diligently on our agenda for the last few years in order to put together a slate of speakers that we feel "fits" the educational needs of our group.

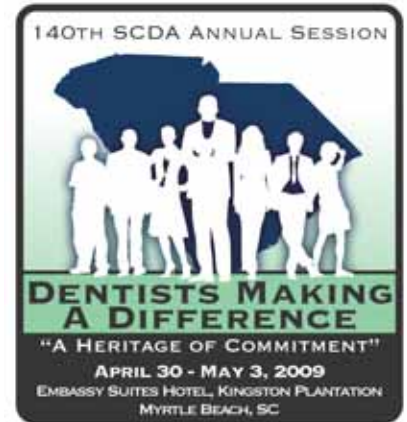
I would like to give you a snapshot of whom we have lined up for this year. Thursday will kick off fea-



Mr. Bruce Manchion

turing Dr. Sascha Jovanovich who will focus on all phases of esthetic implant dentistry ranging from planning, to placement and to restoration. He is truly one of the rising stars in this field. Not to be outdone, Thursday will also feature Bruce Manchion speaking on "Why Happiness is Your Enemy". Bruce is an absolutely dynamic speaker that is sure to keep you entertained, captivated and motivated. You may be thinking that just these two would be enough, but wait... there's more.

Friday will feature two all day presentations from Dr. Jimmy Eubank and Karen Baker. Dr. Eubank will be discussing restorative dentistry from a unique perspective. For those that do not know, Dr. Eubank is the only AACD (American Academy of Cosmetic Dentistry) accredited technician and dentist in the world. He will be sharing information with us on restorative techniques and materials as they apply both to clinical dentistry and to laboratory procedures. Furthermore, he's from Texas, so the accent should be pleasing to our ears! Karen Baker will cover our patients' medicine cabinets from A-Z. From prescription meds to herbal supplements, she knows her drugs. I had the opportunity to see her at the Hinman a few years ago, and attendees were lining the walls and sitting on the floor. After hearing her presentation, you will appreciate that she's been voted professor of the year by the Iowa dental school students multiple times over the last decade. Friday afternoon will also include the former clinical director of the Pankey Institute, Dr. Steve Ratcliff along with Dr. Jorge Ramirez. The duo will be discussing interdisciplinary care and the teamwork that's needed for clinical success (they will return on Saturday for a hands-on technique course on implant provi-sionalization). Friday will also include Calvin Wilson on CPR certification, Marie George on intraoral radiography, Stratus Fotos on CAD/CAM technology, and Dr. Brent Kolb on removal prosthodontics.



www.SCDAannualsession.com

Dr. Sascha Jovanovic



Published by the

South Carolina Dental Association

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

Designer: Jennifer Haworth

www.scdad.org

Toll Free in SC: (800) 327-2598

Continued on page 2

Continued from front page

As if Thursday and Friday weren't enough for you, Saturday's agenda is packed full as well. Our very own MUSC faculty members Dr. Mark Barry and Dr. Jimmy Rivers will discuss ethics in dentistry. With all the "centers" and "institutes" out there, Drs. Barry and Rivers will shed some light on truth in treatment planning, to help keep us focused on the most important piece of the puzzle... the patient. Gary Miler from Fortune Management will moderate a panel discussion on partnerships, associateships, and many other topics involving the business side of practicing dentistry. And finishing off our agenda will be Dr. Dai Phan sharing his personal experiences as a boat person after the Vietnam War. We certainly are fortunate to have him share this first-hand knowledge from such a critical time in our history.

As I reflect on our agenda this year, I'm reminded of a quote from the late Jim Valvano. Coach Valvano stated, "To me, there are three things we all should do every day of our lives. First, you should laugh every day. Second, you should spend some time in thought. Finally, you should have your emotions moved to tears. But think about it. If you laugh, you think, and you cry, that's a full day. That's a heck of a day. You do that seven days a week, you're going to have something special."

Come join us at the beach, we're going to have something special!

Lab Registration Is New Law

By David Jordan

The South Carolina Dental Laboratory Association (SCDLA) sponsored a bill which passed the General Assembly this past summer to register out-of-state dental laboratory technicians. The SCDA supported this bill. President Hal Fair appointed a task force, which I chaired, to study the issue. The task force held several meetings with many interested parties over the next year and a half, and recommended to the Board of Governors and the House of Delegates to support the SCDLA effort. After some debate and discussion, the HOD passed a resolution to support this legislation.

After the bill passed in the summer legislative session, dentists were notified by LLR that the bill would go into effect on December 4, 2008. To the surprise of many dentists, there was little advance notice for implementation of the law. This abrupt announcement caught many unaware and raised concerns about compliance.

The State Board of Dentistry is sensitive to this situation and is working to smoothly facilitate administration of the new law. SCDA has been advised that that the State Board does not expect the hundreds of out-of-state technicians that serve South Carolina dentists to be registered immediately. This will be a gradual process and the vast majority of the affected technicians will be familiar with the registration protocol. The SCDLA and their national organization are notifying all member lab technicians in the country of South Carolina's regulation change.

The law requires that a laboratory have at least one technician who is registered in South Carolina. All technicians located in the state have been doing this for more than 50 years and the new law simply requires the same protocol be followed by out-of-state labs. SC dentists will likely get questions from their lab technicians on how to comply with the current law. In order to be registered, a technician has to be a Certified Dental Technician or pass the South Carolina test for lab technicians. The out-of-state technician will also be expected to pass a test about the SC Dental Practice Act and pay a \$100 registration fee.

Although the State Board is giving latitude for compliance, it is recommended that labs register immediately. Member dentists can inform their labs that in order to continue using them they must register in South Carolina. Registration information can be found at www.llr.state.sc.us/pol/dentistry.

LET US HELP YOU *NAVIGATE* THE WORLD OF PROFESSIONAL LIABILITY INSURANCE



SCDA Member Benefits Group offers professional liability coverage:

- Our carriers have been covering SC dentists for 30+ years
- SCDA Members sit on the boards of our carriers
- Rates are based on dentists' experience only
- Multiple levels of coverage available
- 25% discount given to recent grads who attended SCDA's risk management program
- Choose Occurrence or Claims-made coverage
- Commission dollars go back to your association

JOIN MORE than 500 of your colleagues. CONTACT US about professional Liability policies for dentists in South Carolina.

800.327.2598
www.scda.org
ski@scda.org

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

Called to Serve

I had an interesting conversation with a colleague last night about the SCDA's process of enrollment for assorted offices and committees. My friend said that he had practiced for many years and he believed that the decision to invite dentists to serve was based upon the remnants of a "good ole' boy" system. He felt that many qualified individuals were excluded because they were not someone's friend.

My response was to defend the process of selection and invitation, and I explained that in my best estimation SCDA reaches out extensively to enroll participation. Historically we see absent members from committees or the House of Delegates and try to involve them into action. When someone does not attend the scheduled meetings then they usually are eliminated from the promotion process.

An example is the entry task of alternate delegate. Many alternates think that they will be called in advance if they are needed, and if not so called, then they need not attend the House of Delegates meeting. In reality, all delegates and alternates should attend. Rarely is there 100% attendance, and most alternates are needed to fill in for a missing delegate. When alternates attend and participate, they become candidates for delegation in the next term. Those that do not show often are alternates again or eliminated from the pool. The original selection of alternates and delegates comes from each district. A dentist who attends the district meeting and becomes acquainted with the group is likely to be "called to serve" their district and their profession. A very straightforward process.

As delegation or committee tasks are developed, those with time, skill or interest may enter some of the SCDA leadership roles. Committees and task forces need dentists willing to contribute. People who want to better our profession and who feel that they can offer something, are always welcome.

My friend then commented that we need some "young blood" with new ideas in the system! "Too many gray hairs and long runners," he exclaimed. I agreed as long as he was not talking about me! Then another dentist within the exchange said that she has had little time to be involved. "With starting my practice and raising my family, I have had a full schedule." She went on to say that she had been active in dental school, but felt guilty that she has not been able to participate more. "I intend to become more active soon!" she said. I think that this shared insight represents the majority of our young dentists.

So where does this put the profile of assorted offices and committees? I believe that most Board level officers should be experienced in dental leadership and clinical practice. Many committees are creative and outcome based groups that benefit from a mix of dentists. The key should be some knowledge of the committee's direction and a willingness to improve the focal group. Task force committees are short lived and will address a need for a year or two, resolve the issue, and then disband. Time and commitment are the integral parts!

When called to serve...do so with a sense of urgency and grand intentions!

500 Dentists in 2009!

Till next time,
Phil

Master Calendar

- Jan. 9 CDHM Meeting—SCDA Office, 10am-12pm**
- Jan. 9 SCDA Access Project Meeting—SCDA Office, 9am-12pm**
- Jan. 9 New Dentist Committee Meeting—SCDA Office, 10am-12pm**
- Jan. 23 SC Pediatric Dentists Meeting—SCDA Office, 10am-5pm**

Please visit www.scd.org
for more events.

MAC

Gases and Equipment

101 Bombay Drive
Columbia, South Carolina 29209
(803) 776-6352
Fax: (803) 695-0106
Toll-Free: (888) 776-6352

Providing All Medical Gases and Equipment
Oxygen, Nitrous Oxide, Nitrogen and
Balloon-Grade Helium

Locally owned and operated
Serving South Carolina

*Competitive Prices, Reliable Service.
That's Our Promise To You*



RESTORE-ALL inc.
1-800-349-7379

Transform your Dental Office

We Specialize in Total Operatory Restoration

Reupholstery of dental chairs and stools
Repainting of dental lights, x-ray units,
chairs and more!



Mobile Service
WE COME TO YOU

WE WORK WEEKENDS
WHEN YOU DON'T

Upgrade your Dental Chair from Functional to *Luxury* with our

Dream Chair Package

Luxurious Ultraleather, Nytek, and Therapeutic Memory Foam

DON'T REPLACE...RESTORE

Quality Service Since 1971



Referrals On Request

a new tool at your fingertips:

Our new website, www.cu-cpa.com, is dedicated to your financial success, and we want it to be a tool for you. For more than two decades, we have worked with top dental financial strategists and have developed an approach to financial security that integrates your practice and personal financial goals. With issues ranging from **practice management strategies** to **wealth and risk planning** to **transitions and start-ups**, we're ready to help.

drill



mirror



cu-cpa.com



Coleman & Ureda, P.A.
CERTIFIED PUBLIC ACCOUNTANTS
DENTAL FINANCIAL STRATEGISTS

Representatives for
the Carolinas
ADCPA
ACADEMY OF DENTAL CPAs
www.adcpa.org

Learn more about our integrated approach. Visit us at www.cu-cpa.com to see what we can do for you.

240 Stoneridge Dr, Ste. 300 • Columbia, South Carolina, 29210
803.454.0310 • 1.800.680.4171

SCDA Member Benefits Group

By Mark K. Brown

CARD PROCESSOR UPGRADES

You may be contacted by a TransFirst employee regarding upgrading your credit card processing equipment. In conjunction with Visa/MasterCard as well as authorization vendors and their internal service team, TransFirst has started notifying some SCDA members about outdated/non-compliant processing equipment in their offices that should be upgraded to avoid upcoming timelines creating end-of-life environment. Per their commitments to the SCDA, they are offering special purchase pricing for the most current technology available. TransFirst Health will continue to process with all items as long as possible and are using extreme flexibility with users as they adapt to new standards in security. If you have additional questions, please contact the SCDA-TFHS Program Team at SCDA@TransFirst.com or Karen Lawrence at 800-577-8573 ext. 137.

While Visa/MasterCard have yet to set a firm date on when processing equipment will have to be updated, it will take place in 2009 and TransFirst is attempting to be proactive with our membership by getting all of these changes done in the first part of the new year to avoid any equipment shortages later in the year once processors nationwide attempt to convert their noncompliant groups.

LAST CHANCE!

It's that time of year again...open enrollment for practices on the group medical plan. Be sure to get all changes into the SCDA office prior to the start of the new year. This is the time of year to add existing employees of the practice onto the plan, to change deductible plans and to change your office's probation period for the 2009 year. If you have any changes to make, [click on this link](#) to print out a change form and fax to the number at the top of the form upon completion. Be sure to sign the bottom of the form before faxing. If you would like to change your practice's probation period (*this is the period of time new hires must work before they can become eligible to join the insurance plan*) put the request in writing on your practice's letterhead, sign and date it and fax it to (803) 750-1644. If you do not wish to make any changes to your medical insurance for the 2009 year, you do not need to complete any paperwork.



It's Time for Your Annual Check Up!



Well care isn't just for your patients! Contact us about the SCDA Member Benefit offered by TransFirst Health Services and receive a **free, no obligation** review of your office's payment processing program. **Why wait? Contact us today!**

SCDA Program Benefits Include:

- Program designed for SCDA Members with pricing negotiated and protected by your Association.
- ACH (electronic check) processing allows you to turn a paper check into a deposit without leaving the office!
- Access to pin-based debit to serve patient requests - Special Signage Available!

Contact us TODAY for your complimentary program analysis:

(800) 577-8573 or
via e-mail at SCDA@TransFirst.com

We look forward to working with you!



VISA



DISCOVER NETWORK

SCDA MEMBER BENEFITS GROUP'S Endorsed Company of the Month



Now is the time to get any changes you wish to make to your medical insurance for the 2009 year into the SCDA office. Open enrollment is coming to an end, so please get the appropriate paperwork completed soon. This includes any employees you'd like to add to the medical plan, any deductible plan changes and changes to your offices probation period. The appropriate change form can be found at www.scda.org or you can click on [this link](#) and it will take you directly to the form. Fax completed paperwork to the SCDA office at (803) 750-1644.



Contact us at 1-800-327-2598 or visit us at www.scda.org to learn more about these and other great benefits offered exclusively to SCDA members.

President's Message



Dr. Jim Mercer
President

"This latest program ... will also create new opportunities to advocate for the vulnerable adults in our state..."

Is your glass half empty or half full?

The holidays are now behind us as we begin 2009. I hope you had a joyous holiday and a happy new year. This is a time when we reflect on the past year and look toward the future, frequently making new resolutions we have the best intentions of keeping.

Our nation faces unprecedented difficulty at home and abroad. The world's economic uncertainty has us all wondering what institution will fail next or what new scandal will be uncovered. Why are some people clearly panicking and others keeping things in perspective when looking at the same set of circumstances? We can choose to be an optimist and see the glass half full or a pessimist and see the glass half empty. The key is we can choose how to see the glass.

As I write this article, more Medicaid changes have been announced. As a result of continuing significant state revenue shortfalls, DHHS was informed that the Medicaid budget will be cut by an additional \$61 million in state funds, bringing the total cut for the agency this year to \$137 million. There have been several changes to the original bulletin. The latest information can be found [here](#). The changes will be effective February 1, 2009.

Director Forkner, because of legislative provisos that prevented her from making cuts to provider fees, was faced with reducing beneficiaries or eliminating services to implement the most recently mandated cuts. She was faced with decisions that I hope none of us will ever have to face. The "logical" choices for the cuts were the many optional and waiver programs... so emergency adult dental care was one of the eliminated programs.

This latest program elimination will cause difficulties for dentists, beneficiaries and the adult dental health care safety net system. It will also create new opportunities to advocate for the vulnerable adults in our state, to highlight access issues with our new Dental Access Days program, and raise awareness of the state of dental health in South Carolina.

So the choice is yours in 2009 – will your glass be half empty or half full?

I welcome your comments at jmercerc@sc.rr.com

Until next time continue your *Heritage of Commitment* and *Make a Difference*.
Jim

South Carolina Dental Association Educational Foundation

SILENT AUCTION DONATIONS NEEDED

In order to have another successful auction for the SCDA Foundation Scholarship Fund, the SCDA Foundation is asking for your help. If you have a hobby and want to donate a painting, sculpture, jewelry, woodworking items, etc. or have a home/condo you could donate for a week of weekend, we would appreciate hearing from you. Deep sea fishing adventures, rounds of golf at your private course, hunting adventures on your property – all would be great items to be auctioned. Please attach a minimum bid to the item and send it to Mona Ellis. Call 803-533-0626 with any questions.

Email: ellism1289@yahoo.com
Address: Mona Ellis, DMD
1289 Boulevard NE
Orangeburg, SC 29115



Think. Design. Build.

In the construction business, Bobbitt means *true* Design-Build. That means every phase of your dental office project, from design to engineering to construction, is overseen by a seasoned team of experts. Experts working together under the same roof, effectively managing schedules and costs. That's how we've gotten remarkable results for over 60 years, and how we'll work for you.



803.731.5550 / www.bobbitt.com



Southeast Transitions
announces the sale of the practice of
Randall L. Campbell, D.D.S.
to
Mark L. Shefrin, D.M.D.

Not all dental practices are the same.

You know that – so do we.

We know that every business transaction is different. Buying or selling your practice is one of the most important professional decisions you'll make. Call Southeast Transitions for expert guidance.

We can help!



Bill Adams DDS, FAGD, President and CEO

Pete Newcomb . 678-482-7305 | Tom Stowe, CPA . 704-887-3452

www.southeasttransitions.com

The Advantage of Freedom.
Experience the Revolution.



Patterson EagleSoft

Remember when the things that captured your attention were free. Sure, every now and then someone comes along with a great deal or rebate, but when was the last time you got something you really wanted for free? Well, now we're offering the advantage of **Free Patterson EagleSoft® Practice Management Software.**

For more than 14 years EagleSoft Software has been recognized as an industry-leading technology. Now we're adding revolutionary to its accolades by offering it to everyone...for **free!**

Contact us today for your **FREE** EagleSoft and join the revolution.

Greenville Branch
105-G Ben Hamby Drive
Greenville, SC 29615
800-354-3326

Charleston Branch
2300 Clements Ferry Road, Suite 103
Charleston, SC 29492
800-237-8187

Columbia Branch
400 Arbor Lakes Drive, Suite A100
Columbia, SC 29223
800-845-8833

P9382 (8/08)

Executive Director's Notes



Mr. Phil Latham
Executive Director

"A new project that the SCDA will officially be kicking off is its version of a 'Mission of Mercy' or 'Dental Access Days'."

It is hard to believe that another year has passed and now 2009 is before us. I want to wish each of you a Happy New Year!

Now that the holidays are over, the SCDA will be in full force with a number of activities already lined up. The Medicaid and New Dentist Committees have meetings already planned as does the Strategic Planning Task Force. In addition, Drs. Rocky Napier and Dana Parker have meetings set for Children's Dental Health Month and Give Kids a Smile programs that will take place in February.

The SCDA DenPac Board has already planned two legislative lunches with the Senate Medical Affairs Committee and the House 3M Committee. Contact dentists are being identified for the new legislators and confirmed for present legislators. These events are important as the new legislative session gets ready to kick off. Although the SCDA has a short list of legislative items to address this year, your leadership will be involved and watching the introduction and passage of all bills. If you have any interest in being a contact dentist or participating in one of the legislative events, please let [me](#) know.

A new project that the SCDA will officially be kicking off is its version of a "Mission of Mercy" or "Dental Access Days". Many of you have seen a CD of these projects. If not, please go to the [SCDA website](#) and see the "You Tube" link. The first official meeting for this project will be Friday, January 9th at 10 a.m. This project will take many volunteers, so please plan to show up for this meeting to learn more. If you are unable to attend, let me know so you can be invited to future planning meetings.

The Convention Committee has been hard at work for the 2009 SCDA Convention. If you have not had a chance, take the time to visit the brand new [Annual Session Website](#).

Lastly, the SCDA Awards nominations must be turned into the SCDA office by January 23, 2009. The nomination forms were mailed in late 2008, but if you need a copy, you can find it at the back of the Bulletin or access one on the SCDA website.



THE PARAGON DIFFERENCE



After thousands of clients and hundreds of transactions over the past two decades, PARAGON consultants know that no two clients and no two transactions are the same. A practice transition is a very personal event that requires very special attention. Nothing is taken for granted. We customize every single transaction to satisfy the needs and goals of our clients. We handle each transaction as if we are the client. This is just one of the many reasons why PARAGON is so unique. Judge for yourself! Call us for a complimentary consultation. No obligation... just a very worthwhile education!

Call 866.898.1867 or visit WWW.PARAGON.US.COM

MED LOCK

Your one choice for the following vital Medical needs:

Business Continuity Planning

Data Backup, Security, Recovery

Software Solutions

Secure E-mail via Microsoft Exchange 2007

Secure IP Phone, Voice and Internet Services

Digital Document Conversion and Storage

Class Leading Telephone and Remote
Technical Support

Available On-site Desktop Support



lock

A Division of
EDDSA Technologies

174 East Bay Street
Suite 201
Charleston, SC 29401
Phone 843.513.1529
Fax 843.747.4489
www.eddsa.net

AFTCO is pleased to have worked with the following dentists in 2008:

W. Ronald Barrett, DMD Gaffney, SC	Jeffrey J. Simmons, DMD Greenville, SC	*Gabriel Ingraham, III, DMD Kershaw, SC	Jason L. Kiggins, DMD Conway, SC
*Jeffery S. Walsh, DMD Myrtle Beach, SC	Theodore Ravenel, DMD Columbia, SC	*Jamie Y. Driggers, DMD St. Stephen, SC	*Barry B. Sello, DMD Columbia, SC
*Brian L. Terry, DMD Florence, SC	Henry P. Bozard, DDS Manning, SC	*Susan Matthews, DMD Bluffton, SC	*E. Roger Cherry, Jr., DMD Greenville, SC
*Shawn Edwards, DMD Easley, SC	*Jonathan Mitchell, DMD Cheraw, SC	*Charles Hobart, II, DMD Spartanburg, SC	*Lawrence Miller, Jr., DMD Lyman, SC
*John Fulmer, Jr., DMD Conway, SC	Joshua E. Hudson, DDS Conway, SC	*Derek L. Lee, DMD Manning, SC	*Tracy A. Barnes, DMD Easley, SC
*Matthew Watson, DMD Charleston, SC	*J. Keith Rabon, DMD Sumter, SC	*John W. Floren, DMD Rock Hill, SC	Sean E. Barnwell, DDS Sumter, SC
*Guy S. Matthews, DMD Bluffton, SC	Wendy S. Haefner, DDS Goose Creek, SC	Hubert C. Baker, DDS Darlington, SC	John R. White, DDS Greenville, SC
Eddie C. DuRant, Jr. DDS Sumter, SC	*W. Steven Ray, DMD Charleston, SC	*Andrew Chandler, DMD Rock Hill, SC	Christopher Newman, DMD Columbia, SC
Robert J. Farrar, Jr., DMD Conway, SC	*Shaunna J. Szabo, DMD Conway, SC	Jack Hancock, Jr., DMD Greenville, SC	David Daubenspeck, DMD Conway, SC
*Gregory Wheeler, DMD Sumter, SC	*Keith B. Flynn, DMD Goose Creek, SC	Brett C. Dunnill, DDS Charleston, SC	*James D. Hill, DMD Spartanburg, SC
*Charles Hurst, Jr., DMD Sumter, SC	Robert G. Askins, DDS Darlington, SC	*Shawna S. Collins, DMD Conway, SC	*Gregory Hancock, DMD Johns Island, SC
*C. Don Myers, Jr., DMD St. Stephen, SC	*Jeffrey Cleland, DMD Gaffney, SC	*Jennifer McMaster, DMD Kershaw, SC	*Mark A. Perry, DMD Darlington, SC
Timothy R. Liptak, DMD Charleston, SC	*William R. Laney, DMD Cheraw, SC	*William F. Adair, DMD Gaffney, SC	Brent G. Bailey, DDS Charleston, SC

**MUSC Graduates*



800-232-3826 • www.AFTCO.net
Dr. Ollie Stukes & Beth Stukes

AFTCO is the oldest and largest dental practice transition consulting firm in the United States. AFTCO assists dentists with associateships, purchasing and selling of practices, and retirement plans. We are much more than a practice broker, we are there to serve you through all stages of your career.

Free Practice Appraisals, a \$2500 value!

Early Clinic Program = Early Student Success

By Evan Smith

Over the past holiday season, I spent some time reflecting and sharing with family members the experiences of dental school. I realized that the majority of my most fulfilling moments have been in the recently enacted Early Clinics program. Beginning in the fall semester of the first year and continuing until the beginning of the third year when we enter full time clinics, we have the opportunity to shadow and assist upperclassmen dental students in the clinics.

The College of Dental Medicine has always prided itself in being a very clinically based program. In an effort to produce dentists who have a vast knowledge of the technical aspects of dentistry, the faculty felt that students should begin their "hands on" clinical experience from day one of dental school. Each first year is assigned a third year student who will be their "mentor" over their next two "preclinical" years. First and second year students are able to assist, aid in lab work, discuss procedures, shadow, but most of all, meet their future patients that will be passed down to them from their upperclassman. Preclinical students have the opportunity to meet and participate in the treatment planning and procedures of the patients for whom we will become responsible. The hope of the early clinics program is to set aside time to meet and aid in the treatment of patients before the responsibility for their care is transferred. Gaining knowledge of their treatment history, while developing a rapport, allows the student to become more focused on providing the best quality dentistry. Thus, in my opinion, making the young doctors better providers of care and making the transition into the clinical years go a bit more smoothly.

Two half days a week, first and second year students storm into the clinics, eager to aid in any manner they can. Whatever clinic the upperclassman is blocked, the "assistant" is responsible for being there. It is important to have an understanding of what goes on in all the clinics, although, not all the patients seen at the dental school are patients of record. Much is learned from having to diagnose a problem on a patient that has no previous record at the dental school. It allows the preclinical student to observe what questions to ask, how to examine the oral cavity, and to diagnose the patient. These preclinical experiences benefit the student as well as the faculty and staff since they have two years of shadowing and assisting.

A current second year dental student and classmate of mine, Spence Gibbs, once said about the Early Clinics program, "When I am in a classroom or in the simulation lab working on a mannequin, I sometimes do not feel the overwhelming joy of dentistry like so many dentists have described to me, but when I step foot in the clinic and have a patient under my care (even though I may just be assisting), I feel that joy and pride in being a health care provider and get a sense of what many dentists describe." In many ways I agree with Spence; the early clinics experience has been great for all involved. It allows not only an opportunity to reinforce what we are learning in the classroom, but also makes us better prepared students and reminds us of the reason why we went into dentistry: to provide care.

For dentists on our courier routes in:

- Columbia
- Greenwood
- Greenville
- Georgetown
- Newberry
- Spartanburg
- Hartsville
- Myrtle Beach
- Laurens
- Easley
- Florence

FASTRAK²⁴

24-HOUR DENTURE REPAIR

SHERER DENTAL LAB
PO Box 11627 • 1145 Camden Avenue
Rock Hill, South Carolina 29730
Tel 803-324-4040
www.shererdentallab.com

- 24-hour service for acrylic or 1-2 tooth repairs and relines
- Cases involving metal require additional time. Please call lab with questions.
- Cases delivered back to your office in 24 hours

800-845-1116
www.shererdentallab.com

For customers outside our courier route areas, Fastrak 24 repairs will be finished and shipped the day they are received.

Don't Gamble with Your Future

Guarantee it with 360° Planning™



4 CE credits

Save the dates!

360° Planning Seminars are coming to South Carolina!

Join us in North Charleston for **Thriving in Today's Economic Environment**

Learn how to craft a seamless plan to accelerate your practice and personal wealth with 360° Planning Strategies.

Presented by:
Howard Rochestie
Co-Founder, Executive Vice President, Mercer Advisors

Call **888-383-2177** today to ensure a seat in this dynamic, seminar worth 4 CE credits.

February 11, 2009

Sheraton North Charleston Hotel
4770 Goer Dr.
North Charleston, SC 29406

Let the economic dice land where they may. With 360° Planning from Mercer Advisors, your practice will grow.

In fact, we guarantee it.

With 360° Planning **we'll guarantee a minimum 40% return on your investment** within your first year, or we'll make up the difference.*

It's your future. Don't gamble with it. Guarantee it with sound practice and personal financial management that delivers success.

Getting started is simple. Results are proven.

Call **1-877-MY360PLAN** today to guarantee your success tomorrow.



www.my360plan.net

* Terms and conditions for the 360° Planning, 40% Guarantee are available at www.my360plan.net.

With 360° Planning you get:

- A comprehensive, seamless plan for your practice growth and finances
- A collaborative team of experts who can help drive you toward unprecedented success
- Access to custom, industry-leading, OnTrack® software, that provides real-time, actionable data to continually improve practice performance
- Integration of your practice finances with your retirement plan
- Daily analysis of each team member's efficiency, productivity and accountability with OnTrack
- Focused attention on the key elements to drive practice success
- The confidence of knowing your results are guaranteed

Ranked by Forbes.com as #10 on the Top 50 List of Fee-Only Advisory Firms in the Country

Endorsed by 14 State Dental and Medical Associations

Unprecedented 3-time Consecutive **Townie Choice Award®** Winner
Practice Management Consultants of the Year



ACD Welcomes 10 Inductees From South Carolina



The Carolina's Section of the American College of Dentists welcomed ten new inductees from South Carolina. The ceremony was held during the ADA Annual Session in San Antonio, Texas. New fellows are (front row) Drs. Robert Crook, Larry Chewning, Phil Bonds, Robert Berger, (back row) Doug Snowden, Terry Kunkle, Charles Hipp, Ray Langston, Scott Cayouette and David Jordan.

Tech Talk

By Christy J. Meador

2009 Membership Dues

If you have not already paid your 2009 Membership dues to avoid the SCDA Penalty of due date is February 15, 2008. A 2nd notice will be mailed in January to those members who have not yet paid. If you have not received your dues statement please email at

meadorc@scda.org



Remember, this is **your** web site. Please feel free to send me articles, photos any other information for our website. We have a great new [Photo Gallery](#) for your photos! You can also fill out this form [Good News Form](#)

Did you know?

1859—Twenty-six dentists meet in Niagara Falls, New York to form a professional society called the American Dental Association composed of a national representative membership of dentists and dedicated to promoting high professional standards and scientific research.

Energize Your Practice

Linda Miles Team Business Conference

Presented by Dr. Rhonda Savage & Teresa Dobbins

Lido Beach Resort • Sarasota FL

April 24-25, 2009

"It's exactly what you need to spark a fire in your practice!"
- Dr. Ryan Woodman, Matthews NC

Conference Topics include

- Dynamics of Communication/Teamwork • Leadership • Behavioral Styles
- Scheduling/Increasing Case Acceptance • Collections & Insurance • Marketing
 - Broken Appointments • Improving the Hygiene Department
- Dealing with Difficult People • Verbal Skills: "Do Says" & "Don't Says"

Why postpone success? Make this the year your practice takes off!



Approved PACE
Program Provider
1/1/2008 to
12/31/2011
FAGD/MAQD
Credit Certificate
of completion
will be provided

Call 1-800-922-0866
www.DentalManagementU.com



Good for You
Good for Your Patients



Nearly three out of every four practicing dentists in America have joined one or more of Delta Dental's networks. Why do so many dentists choose to participate? Delta Dental focuses on getting patients into your office on a regular basis – for their benefit and yours.

Tamara B. Heffner

Professional Relations Representative
Delta Dental in South Carolina

200 Center Point Circle, Suite 150 • Columbia, SC 29210
803-731-2495 ext. 4120 • 800-529-3268 • Fax: 803-731-0273
E-mail: tamara.heffner@deltadentalsc.com

www.deltadentalsc.com

We speak Dentist.

Insurance protection for dentists is all we do. Operated by dentists, Fortress Insurance provides affordable professional liability coverage designed for the unique needs of dentists. Your premium is not inflated by other high risk medical professions. Aggressive claims defense and valuable risk management are the hallmarks of Fortress. For more information, visit our website www.dds4dds.com or contact our local agent Chip Cappelmann at The General Agency in Charleston, 843-766-9091 or toll free 800-922-5036.



Professional Practice Consultants, Ltd. is now **ADS South.**

For all your dental transition needs:

- Appraisals
- Brokering
- Practice Financing
- Associate Placement
- Equity Associateships



www.ADSSouth.com



GEORGIA, LOUISIANA & TENNESSEE
Earl Douglas, DDS, MBA, BVAL
[770] 664-1982
earl@adssouth.com



N. CAROLINA, S. CAROLINA & VIRGINIA
James J. Howard, DMD
[910] 523-1430
jjim@adssouth.com



ALABAMA, MISSISSIPPI & W. TENNESSEE
Rebecca Kyatt
[205] 253-9094
rebecca@adssouth.com



OFFICE MANAGER
Elaine Separk
[770] 664-1982
elaine@adssouth.com



Practice Transitions Made Perfect™

Give Kids A Smile, A Time For You To GIVE!

By Dana Parker

The current rise in unemployment potentially leads to an economy that is spiraling downward. It is likely that more children than ever are without dental insurance and fewer parents are able to seek routine dental care for their children. With dental decay on the rise, more and more children need our help.

Give Kids A smile is just over a month away. But it's not too late for you to get involved and help! There are numerous technical college and private offices around the state who will open their doors on February 6, 2009 to volunteer dentists, hygienists, assistants AND children in need of dental care. Please consider volunteering at one of these sites or opening your private office to referrals or follow-up care. There are many ways you can participate but most of all, we need your gift of time, talent and skills. If you are not available to participate on February 6, perhaps you can treat patients in your office during the week before or after, or contact a host site and provide follow-up care for children who have additional needs. Beyond delivering care, your monetary gifts are essential to carrying on GKAS in South Carolina. You may make gifts to specific sites or you may log on to www.scdca.org, select Give Kids A Smile, then click on forms and select "sponsorship". Your donation will go a long way toward making a difference in a child's future.

Special thanks to that site that have already committed to participate on February 6: Aiken Tech, Florence Darlington Tech, Greenville Tech, Horry-Georgetown Tech, Midlands Tech, MUSC, Palmetto Health, Spartanburg Tech, TriCounty Tech, York Tech, Wild Smiles, Volunteers in Medicine Clinic and many private dental offices. Last year, just over 1200 South Carolina children received dental services valued at more than \$328,500. What a tremendous gift for those children. Please open your heart and participate in GKAS! In the words of Sir Winston Churchill, "We make a living by what we get, but we make a life by what we give". Please make a difference in the life of a child and in your own.

For more information, please contact Dana Parker at dana.parker@gvltec.edu.



**Most dentists have \$100,000 of untapped potential in their practices.
Are you one of them?**

Nomination Guidelines

Please take time to carefully consider individuals who you feel are worthy of these awards. Enclosed is a nomination form which you may use to nominate a candidate for an award. Your nomination form must be returned by January 23, 2009 to the SCDA office at the address indicated below.

Upon review of the forms, the Board of Governors will make the final selections.

Awards Presentation & Recognition

These awards will be presented during the 2009 Annual Convention at Kingston Plantation in Myrtle Beach. The name of each recipient will be attached to a permanent wall plaque for each category or award at the SCDA Office.

SOUTH CAROLINA DENTAL ASSOCIATION
120 Stonemark Lane
Columbia, South Carolina 29210

2009 Awards Program

South Carolina Dental Association



Nomination Form



Awards Program

GEORGE P. HOFFMANN, JR., DISTINGUISHED DENTIST AWARD

This award is the premier and most prestigious award presented by the South Carolina Dental Association. It is to honor a member or former member for years of outstanding service to the SCDA, the dental profession, and the community. Nominees must have practiced dentistry in South Carolina for a minimum of ten years.

MERITORIOUS ACHIEVEMENT AWARD

The nominee must be a member in good standing of the SCDA who has demonstrated in recent years significant achievement in dentistry in the areas of professionalism, leadership, academics, research, or health care delivery.

JAMES B. EDWARDS CITIZENSHIP AWARD

The nominee must be a member in good standing of the SCDA who has served the citizens of South Carolina in a manner that reflects a positive image of dentistry. Areas of achievement include humanitarian and religious activities, civic affairs, community service, or cultural contributions.

NEW DENTIST AWARD

The nominee must be a member in good standing of the SCDA who has been in practice ten years or less or who is under forty years of age. The nominee must have demonstrated leadership qualities through service to dentistry.

DENTAL TEAM MEMBER AWARD

The nominee must be an assistant, hygienist, a front desk staff person, or a laboratory technician who is a dental team member in a private office. The nominee must be from an office of a South Carolina Dental Association member and the nomination must be made by a South Carolina Dental Association member. The criteria for evaluation include:

- The nominee demonstrates that he/she holds the profession of dentistry in the highest regard.
- The nominee has five or more years of experience in the dental field.
- The nominee promotes the interest and betterment of the profession through the team concept of dentistry.
- The nominee participates in community activities that bring credit to the dental profession.
- The nominee demonstrates enthusiasm for his/her work and creates innovative ideas about patient relations and managerial modifications that improve the delivery of patient care.

SPECIAL RECOGNITION AWARD

The nominee may be any individual who deserves recognition for special achievement or an extraordinary deed related or unrelated to dentistry. This award provides for special circumstances that do not conform to the other awards.



2009 Awards Nomination Form

Category of Award

Name of Nominee

His/Her Address

Please attach typewritten sheets giving resume of nominee's qualifications for this award and include a brief statement of why this person deserves to be considered for this award.

Awards may or may not be granted at discretion of the Board. A sitting Board member may not be nominated.

NOMINATING SIGNATURE

Name (Print)

Date

Telephone(s)

Approved, Board of Governors

Classified Ads

Palmetto Dental Personnel Inc. is owned and operated by a dental professional with over 20 years experience and has exclusively provided professional staff for Columbia and the surrounding Midlands areas for 18 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 912-234-5544, email gbrannen@palmettodentalpersonnel.com or visit us at www.palmettodentalpersonnel.com.

...

PRACTICES FOR SALE: CHARLESTON AREA #8438 Gross \$284,914; 4 days, 2 operatories; 850 sq. ft. NORTH OF CHARLESTON #8187 Gross \$365,643; 5 days; 4 operatories; 2000 sq. ft. LEXINGTON #8366 Gross \$995,676; 4 days; 7 operatories; 3,600 sq. ft. HILTON HEAD ISLAND #8596 Gross \$600,000; 3 days 7 operatories; 3,690 sq. ft. office space. Must act quickly. Staff available. Call Dr. Jim Howard, ADS South, at 910-523-1430 for more information. We specialize in appraisals, sales, mergers and associateships. We provide financing for buyers and pay cash to sellers.

ASSOCIATESHIPS: GREENVILLE-ANDERSON AREA #8458 Associate position. Office recently redecorated, four treatment rooms with new equipment and computerization, excellent staff and working conditions. Very nice opportunity with no administrative duties. Office collections just under \$500,000. Very attractive compensation package. Suitable for recent graduate. Contact Vikki Howard at 910-523-1949 or vikki@adssouth.com for more information.

...

General dentist with 15 years experience desires coastal practice with buy-in or buy-out opportunity. Having taken over 150 hours per year of CE, can readily transition into any practice, restorative dentistry through full mouth reconstruction. Email GROSSDMD@AOL.COM or call 412-913-7301.

...

Wanted: Dental Offices who want to significantly cut their IT Costs, have a single point of contact, and eliminate the frustration of computer and network problems. Rising Technology Solutions is proud to announce a new support program (DentCare) designed strictly for the dental industry so they no longer have to worry about their network security, reliability, and stability again, or who to call for technology related problems. Rising Technology Solutions is the first technology consulting firm to be devoted to the dental industry that is vendor neutral, HIPAA certified, and understands how to make the technology work for you. Servicing the Upstate of South Carolina let Rising Technology Solutions be your one source for all your technology needs and let us work on your behalf with your vendors. Call RTS at 864-641-4209 to schedule an appointment..

...

FREE Belmont Panorex Model EX-1000; Excellent working condition; Must pick-up; Office converted to digital radiography; Good for use in free clinics, mission work, or for someone "just starting out". Contact Dr. Steve Adkinson at 803-581-2345 or email cdcpa@truvista.net.

...

Motivated Associates. SmileStarters is a dentist owned and operated general practice focusing on access to care for children and young adults, ages 1 thru 20. We have

seven locations throughout North Carolina including Charlotte, Winston Salem, Greensboro, Raleigh, Asheville, and Fayetteville. We offer a very attractive compensation package with guaranteed salaries beginning at \$144,000/yr and benefits including health, life, disability, and malpractice insurance, paid vacation, 401K, CE reimbursement and more. You must have a genuine desire to work in a positive, team oriented environment and a need to make a difference "One-Smile-At-A-Time". New grads encouraged, a great place to begin your career! Contact Roger Walters, 704-395-6000 or email walters.rdm@gmail.com.

...

For Sale: Instrumentarium OP-100 Tomo/Pano Machine with Velopex developer. Excellent working condition. Will sell for \$4500 or best offer. Please contact Dr. Richard Young at 843-272-2536 or email perioone@scoast.net.

...

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 843-332-6233.

...

For lease: one or two suites with 4 operatories, 1 business office, 1 private office and 1 reception room per suite. The use of a laboratory, darkroom, equipment room and staff lounge also included. Office located in professional park in Anderson SC. Contact Charles Harmon by phone at 864-225-7455 or email crhdds@charter.net.

...

General dentist available ft or pt. 24 yrs experience. Hospital based GPR trained. Interest in oral surgery, endo, restorative. Contact: jkilgore@scrr.com or 803-699-9697.

...

For Sale: Planmeca Promax Digital Pan XR PX-1001. 1 1/2 years old. Purchase Price (New) \$55,000. Asking \$35,000. Contact Greenville Endodontics at 864-233-4874.

...

MANY GREAT OPPORTUNITIES AVAILABLE: Spartanburg: gross \$1.3M; Spartanburg: gross \$1.6M; Columbia: gross \$1.3M; Columbia: gross \$1.5M. Call Southeast Transitions at 678-482-7305 or email tom@southeasttransitions.com or visit www.southeasttransitions.com for more details in those and other opportunities.

Help Wanted

Wanted: General Dentist as associate in Growing Lowcountry practice. Call 843-549-2121.

...

S.C. Dept. of Corrections is looking for full-time or part-time dentists. Contract or State employee. Please contact Dr. Doug McPherson at 803-896-8559 if interested.

...

- 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 7 business days 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: Communications Coordinator, 120 Stonemark Lane, Columbia, SC 29210; call 800-327-2598; fax 803-750-1644; email haworthj@scda.org

ACC Consultants is looking for dentists wanting weekend work in the state of South Carolina. ACC is looking for dentists to travel to military facilities and perform basic dental exams on military personnel. Please contact Jana Cruickshank if interested 505-323-1300 ext. 17 or email jana@accidental.com.

•••

Florence associate opening in well established, modern, clean practice with loyal, long-term staff. We need FT/PT associate to participate like a solo/owner doctor without the administrative burdens. We are a family practice with a cosmetic emphasis. We offer either a salaried or commission package with health insurance available. Call 1-800-thanku and visit www.carolinasmile.com today!

•••

Full-time or Part-time General Dentist Position Available in Greenville, SC. Our dental practice offers a wide range of dental services to the upstate of SC, specializing in treating patients with exigent dental needs and in developing treatment plans and offering dental education. We offer a clean and modern office setting that is equipped to provide the best quality care available. We offer a competitive salary and do not require a contract. Call 864-561-7082 for more information.

•••

DENTIST WANTED - Charleston practice has opportunity available for evening and weekend dentist with shared expenses. Unlimited potential! Total flexibility! Call 843-814-2528 for details.

•••

Associate wanted for successful, well-established general dentistry practice in Columbia, SC. Great opportunity for quality oriented person with future to buy in interest. Please call 803-771-4525 or fax resume to 803-799-9442.

•••

WANTED: Dental Assistant (full time) in Pawleys Island. Seeking an experienced assistant with a warm, caring personality and excellent communication skills. Salary and benefits based on experience and abilities. Emphasis on professional and personal development through continuing education courses. If you are career-minded, personally stable, and health-centered in lifestyle, email your resume to pawley-sendo@hotmail.com or mail to Resume, PO Box 4776, Pawleys Island SC 29585.

•••

Associated needed for Pedodontist practice. Conveniently located between Greenville and Spartanburg in Duncan, SC. Contact Tyger River Family Dentistry at 864-439-0023 or tygerriverdmd@bellsouth.net.

•••

Experienced expanded duty dental assistant. Must have excellent computer skills; put patient care FIRST; be a TEAM player. FLEXIBILITY is a must as well as the willingness to make changes. State of the art facility in North Myrtle Beach. Send your resume to: 602 17th Ave S, North Myrtle Beach SC 29582-4009 (All resumes held with complete confidentiality.)

•••

TREATMENT/FINANCIAL COORDINATOR WANTED. Charleston office seeks an experienced dental treatment and financial coordinator to perform financial and payment arrangement tasks, general front office duties including patient consultations during an exam, calculating treatment fees and making financial arrangements and educating patients about risks of not receiving proper dental treatment. Job requirements: experience as a treatment coordinator and front officer person for a dental office, knowledge of Eaglesoft software, dental procedures, insurance, and terminology. Contact: Suzanne Abel, 843-763-5665, suzanne@wolfdental.com.

•••

Front Office Coordinator. Full Time. State of the art facility in North Myrtle Beach. Necessary skills include computer, insurance, bookkeeping, scheduling, excellent verbal skills, dental terminology, good patient communication & interactive skills. Must be a team player with outgoing personality. Experience with SoftDent a plus. Send resume to: 602 17th Ave S, North Myrtle Beach SC 29582-4009 (All resumes held with complete confidentiality.)

•••

MURRELLS INLET & GEORGETOWN DENTIST NEEDED. Seeking full time or part time GENERAL DENTIST for two office practice. Fully digital including panoramic with tomography, CEREC, laser, air abrasion. We welcome someone that is progressive & hi-tech or someone that wants to provide basic services. If interested, please send resume to jmillerdmd@aol.com or fax 843-357-9595.

•••

Dentist wanted: This position requires a DDS or DMD with a current South Carolina dental licensure. This is a professional, direct service/employee position, with direct reporting to and supervision by the Director of the Children and Adult Dental Clinics of Family Service Center. Duties include: provide clinical services in preventative, restorative and curative dentistry; (primarily adults). This is a part time position, 7.5 hours per week. (Monday, 8:30-5:00). Position available 1-05-09. Fax resume to 803-576-2995 attn: Diane Bouknight.

•••

Full time associate dental position available immediately in Columbia. Excellent benefit and compensation package available with equity position a possibility immediately or in future. Beautiful new office with modern equipment. Call 803-788-0351.

•••

Dental Hygienist Wanted: We are currently accepting inquiries for a hygiene position in our downtown Charleston office. Ideal candidate would be organized, neat, motivated and interested in dentistry. This would be a three day position with the possibility of four days. Computer skills and local anesthetic certification would be great. If you believe you can take charge and take our practice to a new level please email drlipt1@gmail.com.

•••

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.

•••

Retired general dentist seeking PT employment in the Charleston area. Filling in while on vacation, maternity leave, illness/disability, or just need an associate 1-2 days/week. 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.

•••