

Bulletin



VOLUME 37, ISSUE 6

JUNE 2009

Inside this issue:

AGD and ADA Meet To Discuss Common Goals	3
Editorial Comments	5
Master Calendar	5
President's Message	8
Executive Director's Notes	11
Tech Talk	11
DAD Project Volunteer Form	12
SCDA Member Benefits Group	14
Volunteers Needed For Adult Dental	14
Making Waves In Miami	14

Amalgam Separator Challenge

By Phil Smith

In 2003 the American Dental Association recommended the installation of amalgam separators / collectors as part of the Best Management Practice initiatives. Although the effort was passive, it was intended to encourage dentists to install these environment friendly devices. Dental offices currently have an amalgam removal efficiency of about 80%, but the addition of a separator increases scrap collection into the 99th percentile.

As you might expect, the compliance from dental offices was dismal, and currently few practices have installed this collector. Recently the Environmental Protection Agency initiated required compliance to reduce mercury levels from dental offices. The ADA intervened and was able to gain a moratorium that would allow for voluntary installation of amalgam separators in dental settings. This Memorandum of Understanding (MOU) between the ADA and the EPA gave dentistry three years to educate the membership and to voluntarily install separators.

Dr. Hal Fair was a participant in the ADA conference call that described the agreement worked out with the EPA. "The conversation dealt with the overall arrangement between the ADA and the federal regulators," Dr. Fair said. "I believe that if dentistry does not voluntarily comply, then we can expect harsh controls and increased expenses pertaining to mercury waste compliance." Considering the pending regulations the SCDA Board is advising all dental offices to install a collection device.

When choosing an amalgam separator device, an office must consider the volume of water use and the manufacturer's specifications. The volume of a multi-dentist practice may exceed the filtering capacity of the collector causing a lag in the suction system. Each amalgam separator requires some type of maintenance at the office, including removal of collected amalgam debris. It will also be likely that the collected sludge or canister will need to be picked up by an amalgam recycler service for disposal. There is some caution from manufacturers of separators that damage may occur to the unit from the use of chlorine based water and suction line cleansers.

Installation is relatively simple. Actually, Dr. Charles Maxwell installed his own amalgam scavenger in a couple of hours. The device fits ahead of the suction unit in the high volume waste line. Prices and brands vary from \$750.00 to \$5000.00. All of the dental suppliers in our state will be happy to sell and install the units.

The concern for dentistry will be if offices resist the installation of amalgam separators and the EPA establishes a requirement. Then a new cascade of regulations and inspections may be in our future. In the end, it is best for dentists to step up and install the separators.

ADA American Dental Association®
America's leading advocate for oral health



ADA / EPA

Published by the

South Carolina Dental Association

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

Designer: Jennifer Haworth

www.scdca.org

Toll Free in SC: (800) 327-2598

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

AGD And ADA Meet To Discuss Common Goals By Carter Brown

This year marks the 150th birthday for the American Dental Association. In 1858 twenty six men met in Niagara, New York to develop and establish the ADA. The ADA has more than 156,000 members and a 70% share of all US dentists are members. It truly is the "Big Tent" organization for oral health in the United States. It deals with issues from CDT codes and electronic records to EPA standards and CDC recommendations. It is composed of subgroups of dentists who are specialists in their fields. The actions of these groups and their input helps steer the big ship and keep it on course. However, there is no recognized specialty for General Dentistry and while a large portion of the ADA membership would be categorized as GPs, there is no sounding board group for the issues that are unique to the generalist.

The ADA President, Dr. John Findley, recently called for a "summit" between the leadership of the ADA and the Academy of General Dentistry. Like some of the specialties in dentistry, almost all of the AGD members are ADA members as well, and participate in all aspects of the ADA. The ADA House of Delegates has more than 30% AGD dentists as Delegates. Over the years, the AGD has often given support to the actions promoted by the ADA and worked to help with their implementation.

The summit was composed of four ADA Trustees or officers who were also AGD members and four AGD Trustees or officers who are ADA members. All have been active in both organizations. I was honored to be included in the eight representatives. ADA President Elect, Dr Ron Tankersley and AGD Treasurer, Dr. Jeff Cole were the leadership participants. The meeting was scheduled for one hour and there was purposely no agenda. It was clear from the moment we walked into the meeting room that everyone wanted this to be a positive encounter. We met much longer than the hour and the lack of agenda was a plus. Each topic lead to another and both sides became very energized by the vision and ideas from around the conference table.

It only makes sense that if the two largest dental organizations can understand each other's concerns and perspectives, then the possibilities for consensus and collaboration will increase. The two groups will never always totally agree, but with the vast majority of the Oral Health Care policy changes affecting the GP the most, having the opportunity to have input from both groups is critical.

The summit was so positive that the group decided to establish an e-mail list serve that would facilitate contact among the participants and to schedule future summits in February during the Chicago Mid-Winter Meeting. The open flow of ideas and information has been excellent and I hope that this will continue. There are those who would destroy the concept of comprehensive oral health care in exchange for questionable budgetary principles or self serving agendas at the expense of sound patient care. Only by working together can these two dental organizations identify the issues clearly and prevent unsound practices from becoming center stage political topics.

It is my hope that the ADA and the AGD can present strong voices in support of good oral healthcare in Washington and in Columbia.

(Dr. Brown is Past President of the SCDA and Trustee of Region 19 of the AGD)



Southeast Transitions
announces the merger of the practices of

Suhayl Refeedie, D.D.S.
and
Thomas J. Price, D.D.S.

There is no such thing as a failed merger... if there is a sale!

Ask Bill Adam DDS, Pete Newcomb, or Tom Stowe, CPA
to come to your study group to find out why.
Call now to reserve a date in 2009... ***We can help!***



Bill Adams DDS, FAGD, President and CEO

Pete Newcomb . 678-482-7305 | Tom Stowe, CPA . 704-650-2163

www.southeasttransitions.com

SCDA MEMBER BENEFITS GROUP'S Endorsed Company of the Month



MedjetAssist will pick you up and transport you to the hospital of your choice should you become injured or ill and hospitalized while traveling 150 miles or further from home; both national and international travel. As an SCDA member, you receive this already affordable peace of mind at a significant discount. Contact them at 800-527-7478 and mention group # 862 or visit them at www.medjet.com/scda.



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.

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: phil@scda.org, mailed to the SCDA office, or faxed to (803)359-3004.



Dr. Phil Smith, Editor

Dental Insurance, “Heard It Through the Grapevine, Not Much Longer Will You Be Mine.....”

I graduated in that mid-class at MUSC in December of 1973. I moved to Lexington and associated with a grand mentor, Dr. Barney Austin. Barney was very active in organized dentistry and I appreciated the relationship and the perspective.

It was also the time when organized dentistry met at the Market Restaurant on Assembly Street. Greater Columbia and Central District met there with the same frequency as now. Small rooms and active interaction! One of the hot topics on the floor of these meetings was the debate about the introduction of dental insurance into South Carolina. I assume that other progressive and highly unionized states already had an abundance of benefits for dentistry, but not South Carolina.

I vividly recall a dentist standing up during a meeting where the chair was discussing dental insurance, and the impassioned doctor shook his fist and said, “Hell no, I will NEVER send an x-ray to an insurance company! They cannot diagnose like I can.” Well, the entry of dental insurance into the patient population did occur in the middle of the 1970s. There was a conflict in my evaluation of the circumstances, because I believed that dentistry would benefit and patients would seek care. Both did occur. Insurance also assisted in the resolution of a “busyness” concern that troubled dental offices. Patient traffic had slowed down as the early economy had become stagnant, gas prices had risen and home interest rates had increased significantly. Sounds familiar?

In a recent article about the economy, there was a statement that suggested that dental insurance would become a casualty of expense control. The author indicated that dental insurance was an “add on” benefit to medical insurance and that it could be eliminated with minimal repercussions. Patients love it, actually many patients won’t have work done if their insurance does not pay for a procedure.

Coincidentally, that next day at the office my first patient asked me about a replacement dental insurance policy. It seems his employer, a large utilities company in the Midlands, had notified the workforce that their dental coverage would be eliminated. Now that becomes another dilemma.

Many dentists have become accustomed to dental insurance. In my office I process patients’ insurance and have an assistant dedicated to filing claims. Now I hope this is an isolated event, but if a trend occurs, then SCDA may be lobbying to “Save Dental Insurance”!

Till next time,
Phil

Master Calendar

- June 4 SCDA Planning Retreat Social—Al’s Upstairs, 6:30-8 pm
- June 5 SCDA Planning Retreat—Columbia Conference Center, 8:30 am-4 pm
- June 19 SCDA Staff Planning Retreat

Please visit www.scda.org for more events.



Don’t forget to volunteer for our inaugural Dental Access Days event August 27-29 in North Charleston!

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
jim@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™

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



**SHERER
DENTAL
LAB**

- 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.

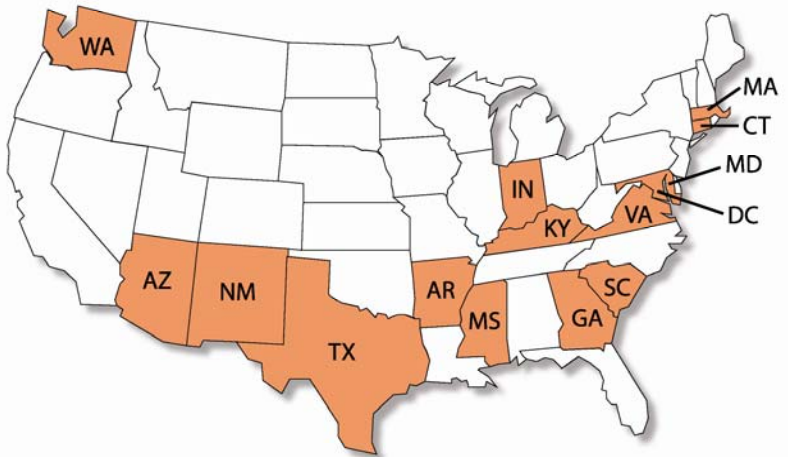


Make a Living, Make a Difference

Care for kids who need it most and we'll take care of you.

- ★ FT & PT Opportunities, Flexible scheduling available in some locations
- ★ Guaranteed salary plus monthly bonus potential averaging \$2k/month
- ★ Comprehensive benefits include medical insurance, paid holidays, paid time off
- ★ Earn over \$1M for retirement in unique Wealth Management Plan
- ★ No buy-in or lab fees - all costs of practice covered, including malpractice
- ★ Many locations qualify for state and federal loan repayment programs
- ★ Visa sponsorship available

Opportunities available in most locations and relocation may be available, please call for details.



General Dentistry for Kids

Call today for more information about
Full and Part time positions, please contact:

Renee Baron at (770) 916-7045
or email your CV to rbaron@ncdrllc.com

www.koolsmiles.com

Dr. Tu Tran, DDS Dr. Thien Pham, DDS Services provided by General Dentists

President's Message



In November 1869, The South Carolina Dental Association was founded by a handful of dentists that first met in a dental office in Columbia. Do you think they thought this organization would be active one hundred forty years later with nearly eighteen hundred members? I seriously doubt it! But they cared enough about their profession to organize and start this association. That "commitment to caring" is what I want to talk about with you today.

The first area of caring I want to emphasize is to encourage you to care about yourself. In this day of narcissism one would not think caring about one's self would be a problem. Maybe, and maybe not. I do not mean being selfish, caring about yourself to the exclusion of others. But I do know that to truly care for others, one must first love and care for himself. You have to genuinely like that person you see in the mirror each day. I want to ask you a few questions:

- § Are you truly happy with your life and your family?
- § Do you have a personal vision for yourself and your family?
- § Do you take time to do what is truly important?
- § Do you have time to meditate, plan, relax, pray and yes, play?
- § Do you spend quality time with your family and friends?

Most of you are familiar with or at least have heard of Dr. L.D. Pankey. Dr. Pankey was well known for his philosophy of life and dental practice. He adopted a diagram that was attributed to a Mayo clinic physician, a Dr. Kepler. It was in dental circles referred to as Pankey's "Cross of Life". There are four equal arms on this cross symbolizing Work, Worship, Love and Play, with Happiness at the center of the cross. Dr. Pankey first heard of this philosophy in 1932 and adopted it a few years later. This philosophy of life is as appropriate today as it was in the 1930s. We must care enough about ourselves to pursue this balance in life. This philosophy will result in a wholeness that acts as a glue to hold our lives together in these days of hustle and bustle.

A balanced life requires that each of these elements be equally strong. One cannot choose to ignore any of these ingredients if we want to be fulfilled and sound individuals. An unbalanced wheel on an automobile will result in a bouncy and sometimes dangerous journey when you get up to highway speed. At the pace we seem to live our lives today, an unbalanced life can result in much unrest with sometimes disastrous results. I urge you to do yourself a favor, if you have not already done this; take a step back from the rat race pace of life and really evaluate where you find yourself. Care enough about yourself and others to pursue a life of wholeness and balance. Remember Dr. Pankey's keys to success, which I now take the liberty to amend: love often, worship deeply, work hard, play harder.

Next, we need to care about each other and this organization. There are slightly more than two thousand practicing dentists in this state of roughly four and one half million people. The SCDA has approximately seventeen hundred seventy-five members. We are a very small group. Too often we see each other as competition, where we should see each other as colleagues. Despite what the Member Benefits Group may tell you about all the great benefits it offers SCDA members, I promise you that the best member benefit this organization offers you is the opportunity to build relationships with the people in this very room. Some of the finest people in South Carolina are in our midst. We must care for each other. We must invest in each other. The future of dentistry as a caring profession depends on our working together to help one another be the best we can be.

I told the Pee Dee District members present at our meeting in March that we had lost two former district presidents in the past year. I had the pleasure of eating lunch and talking a long time with Larry Owen at our March 2008 meeting in Florence. Larry was a dental school classmate and a wonderful friend and colleague. He found out just a few weeks after that March meeting that he had cancer. When I found out, I told myself that I needed to call Larry and go see him. In early October, I had just returned from the ADA meeting in San Antonio and was repacking to go on a hunting trip to Canada when I got word that Larry had passed away. A feeling of guilt overcame me as I realized I had not even contacted Larry as I intended. Now it was too late. Because of my hunting trip, I would miss his funeral. So, I wrote Cathy, his wife, a short note expressing my condolences. I am still dealing with a lot of regret for not seeing Larry and thanking him for his friendship and his contributions to dentistry.

At that same March Pee Dee District meeting, I had a long talk with another former presi-



Dr. Charlie Maxwell
President

"I promise you that the best member benefit that this organization offers you is the opportunity to build relationships with the people in this very room."

dent of our district, Pat Worrell. Pat had been battling cancer for about three years at that time. He told me that it had progressed to the point where nothing seemed to help and he did not think he would live to make another district meeting. In early November I heard that Pat was not doing well and was in the hospital. Determined not to let the same thing happen as I did with Larry, I came back through Florence from an SCDA meeting in Columbia to see Pat. We had a wonderful visit – one I will long remember. It was a special time as I had opportunity to thank him for his friendship towards me and for his contributions to our profession. Pat made me feel a part of the SCDA when I was a young member. We both had tears in our eyes as I told him I loved him and that if I did not see him again in this life, I would see him again someday. I would not trade that visit for anything. Pat passed away in January. Now, I want to get to know as many young practitioners as I can and hopefully be able to be a Pat Worrell in their lives.

Just one more mention of a dental school classmate who has died-Pete Mowlajko, or “Dr. Mow” as he was affectionately called by his patients in Anderson. Pete died in September 2007, also from cancer. A couple of our classmates came up with the great idea of establishing a memorial in Pete’s honor and using the proceeds to help his son, Andy, who started dental school last summer at MUSC, fund his education. When contacted to see if I would participate, I was honored and realized again how wonderful the people in dentistry are. I keep the thank you note I received from Patty, Pete’s widow, in my desk drawer and read it often when I have a rough day. It really lifts my spirits! You see, all I did was write a check to help this effort to assist Andy with his educational expenses. With the note Patty wrote, she sent part of her heart as she shared some of Pete’s dreams for his family. It was so heartfelt and I am blessed to have been part of making these dreams come true. I could go on with other examples of caring people in this organization – there are so many, but time won’t allow it.

We must care for ourselves and our families;

We must care for those in our profession and for this organization;

And we must care for those we serve – the people of South Carolina.

Dentistry is not always an easy profession to be in. We all have those days when other careers look appealing. But, the very core of our profession is based on **servi**ng our patients. We invest so much of ourselves in every procedure we do. We have close contact with our patients and build close relationships with many of them. It is a very rewarding experience to be able to help others. There is a joy that comes from service.

In August 2009 there will be a wonderful opportunity to serve those less fortunate than us at SCDA’s first Dental Access Day. We have the North Charleston Coliseum for two days, to treat as many patients as possible who cannot afford good dental care. Thanks to the Virginia Dental Association and the North Carolina Dental Society we should have about seventy-five units from which to operate. They will have some of their members present to help us in this process since this is our first event. Thanks also to the members of the SCDA who have worked so hard to make this day a reality: Carter Brown who heads up the Task Force, Larry Ferguson who is working so hard on the local arrangements, and Ron Hamilton who has involved Seacoast Church as a volunteer base. The mayor of North Charleston has been gracious to donate the convention center to host our event. It will be an opportunity for us to build tremendous good will in the community as we help those in need. It will help create a reputation for the SCDA that we could not buy with the state legislature and public administrators in the Department of Health and Human Services and the Department of Health and Environmental Control. It will strengthen our ties with dental students at MUSC as we work together to benefit these underserved people. This DAD will really demonstrate well beyond words what the SCDA is as an association – one committed to caring. This will be the first of many Dental Access Days, we hope. Please sign up and help – you will be the one who receives the real blessing. If you cannot help and you can make a donation, we need about \$25,000 to underwrite this event.

Winston Churchill once said: “We make a living by what we get. We make a life by what we give.” Opportunities abound to give back. The legacy of the SDCA has been for one hundred forty years now one of caring, one of making a difference. We are continuing to write this legacy as we live out our piece of its history. I hope that those who review our accomplishments one hundred forty years from now will be inspired by what we have done.

I want to close my talk with a poem by R.L. Sharpe entitled “A Bag of Tools”.

Isn't it strange
That princes and kings
And clowns that caper
In sawdust rings,
And common people
Like you and me
Are builders for eternity?

To each is given
A bag of tools,
A shapeless mass,
A book of rules:
And each must fashion,
Ere life is flown,
A stumbling block
Or a stepping stone.

As individuals, we can probably accomplish more than we give ourselves credit for. As an organization committed to caring we can accomplish more than we can imagine. Let’s build some stepping stones for success!

TransFirst will help you weather the economic storm.

The current economy brings a flood of new issues to practices like yours trying to prepare for the uncertainty of tomorrow's forecast. As the SCDA endorsed processing partner, TransFirst stands ready to help your practice...

- *Decrease Processing Costs*
- *Increase Patient Payment Options*
- *Reduce Potential Security Issues*

We look forward to being your partner in 2009.



**Contact a SCDA-TransFirst Team Member:
(866) 977-0929 or SCDA@TransFirst.com**



Dentistry. Without the pain of practice management.

At Dental 360, our Dental Management Consultant, Evelyn Horne, specializes in preparing a strategic plan for practice management and development that can help you discover the untapped potential in your dental practice.

Call Evelyn today at 803.743.9600 or email her at evelyn@dent360.com. Visit dent360.com to learn more about taking your practice to the next level.



Maximize the potential in your practice with:

- Hands-on practice management coaching
- New practice start-up packages
- Scheduling for maximum productivity and profitability
- Enhancing office operation efficiencies
- Increasing profitability in your hygiene department
- Bring customer service and satisfaction to the highest level
- Marketing through traditional and innovative methods

Executive Director's Notes

Another fiscal year has passed for the SCDA and we are preparing for the upcoming 2009-2010 year under the leadership of newly elected Dr. Charlie Maxwell. There were many accomplishments and some major decisions made by the SCDA during Dr. Jim Mercer's term as President and I would like to recap a few of those.

In July 2008, we began with the traditional planning retreat and had guests from the ADA along with members from all of the SCDA committees and task forces. Goals and challenges were discussed and a game plan set in action. The SCDA continued to sponsor the white coat ceremony at MUSC for the rising Senior class.

In August, the SCDA was notified that it won the Samuel D. Harris National Children's Dental Health Month State Program Award. This would not have been accomplished without the efforts of Dr. Rocky Napier. The SCDA participated in several screenings programs across the state, highlighted by the ones at the SC State Fairgrounds and the Countdown to Kindergarten event at EdVenture.

In September and October, much attention was given to the national side of events as the SCDA is very involved in the 16th District Caucus where leaders from North Carolina and Virginia join our leadership to discuss ADA and state issues to have one unified voice going forward. The SCDA participated in the Southern Leadership Conference and then in the ADA meeting. This past year, we were pleased to see that another one of our own, Dr. Ron Tankersley from Virginia, was elected to the office of ADA President Elect.

In November and December, the SCDA was active in committee and task force work. The SCDA Member Benefits Group increased their marketing to the membership to push the services they endorse. The SCDA held its mid year House of Delegates meeting and began the legislative calendar for 2009. A major decision was made by the SCDA to host its first ever mission project known as SCDA's Dental Access Days (DAD).

As the new calendar year came, the legislative calendar was booked with drop-ins, lunches and dinners with key legislators and legislative committees. The SCDA continued its strong presence at each of these events.

In February, the SCDA once again enjoyed successful Children's Dental Health Month and Give Kids a Smile programs headed by Drs. Rocky Napier and Dana Parker. The SCDA continued a very active role in SCDA committee and task force meetings.

In March and April, the main event was the Convention where the SCDA returned to the Embassy Suites at North Myrtle Beach. Many factors led to a drop in attendance, but those who attended were treated to great weather, great speakers and some time to connect with friends.

In May, the SCDA completed its 2009 legislative calendar. Although the SCDA only had one major bill, we were still very involved in maintaining funding for Medicaid and the Rural Dentist Incentive Program. The SCDA was successful in the funding issues, but did lose out on the Community Oral Health Coordinator for which we had worked so hard. We did not take this as a defeat, but only as a set back and we plan to move forward with this legislation again in 2010.

There is not near enough room to speak to all of the issues, activities and events YOUR Association was involved in during 2008-2009, and I feel confident that we will continue to be involved and carry a strong voice in 2009-2010.



Mr. Phil Latham
Executive Director

"...we were still very involved in maintaining funding for Medicaid and the Rural Dentist Incentive Program."

Tech Talk By Christy J. Meador

Membership Update Form

If you move (in state or out), get married, retire, or have any changes, please click [here](#) for the form, so that we can make the change in our system. This helps us get your dues statement out in a timely manner, saves postage, and makes our membership directory have the most up to date information. If you have already returned this with your 2009 dues statement, thank you.

Remember, this is **your** web site. Please feel free to send me articles, photos, announcements, any other information for our web-site. View photos on our [Photo Gallery](#)



Volunteer for our first Dental Access Day

Dental care is either unavailable or an unaffordable luxury for many adults living in South Carolina. It is common to find residents with severe pain, discomfort, and embarrassment due to poor oral health. In order to address access to care for many indigent South Carolinians, the South Carolina Dental Association is planning to launch a dental access initiative, DAD, which will primarily focus on adults with the majority of care being extractions and restorative work. We estimate we'll need \$25,000-\$50,000 and at least 100 volunteers to stage our first project.

The project will take place at the North Charleston Convention Center on August 27-29, 2009. Please consider donating your time, talents and/or treasure to help ensure a bright future for good oral health in South Carolina. Just fill out the form below and return it to the SCDA office:

SCDA Dental Access Project
120 Stonemark Lane
Columbia, SC 29210
Fax: 803.750.1644

Name: _____

- dentist hygienist assistant dental student other

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____

Email: _____

I am willing to donate (please select any or all):

- my time
 - I would like to contact local businesses for donations to the project
 - I would like to help with set-up on Thursday, Aug. 27
 - I would like to help with clean-up on Saturday, Aug. 29
- my talent – I would like to offer my services as a dentist/hygienist/assistant/other to the project
- my treasure – I would like to make a personal donation toward the costs of the project

Amount: \$ _____

Check # _____ (made payable to the SCDA Foundation)

- Visa MasterCard Discover AMEX

Card#: _____ Exp: _____ Vcode: _____

Signature: _____

If you have any additional questions, you may contact Phil Latham at the SCDA office at 803-750-2277 or by email at lathamp@scda.org.

AFTCO Featured Practice Opportunities

Charleston

Very nice opportunity. Six operatories. Grossing \$800,000 a year. Recent upgrades in office decor & equipment. All trained staff willing to remain. Very good patient base for growth. Walkway.

Anderson

Very nice opportunity in a college city. Host will stay for normal transition. Very good patient base which should allow for additional growth. Four well equipped treatment rooms. This opportunity may qualify for student loan re-payment. Located in a professional area of the city.

AFTCO IS PLEASED TO ANNOUNCE THE FOLLOWING TRANSITION:

Meriana S. Martin, D.M.D.

has acquired the practice of

Charles H. Kresch, D.M.D.

Beaufort, South Carolina

AFTCO is pleased to have represented both parties in this transaction.



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!

Ollie Stukes, D.M.D., Beth Stukes, & Jim Gaines, D.M.D.

800.232.3826 . www.AFTCO.net

SCDA Member Benefits Group By Mark K. Brown

Credit Card Processing Fee Notice

Be sure to take a close look at your next credit card processing statement if you use TransFirst Health Services as your processor. You will notice a charge of \$6.95 pertaining to something called Security Breach Coverage. For the last 2-3 months leading up to this statement TransFirst has included on your previous months' statements news of this valuable coverage being added to your processing.

Security Breach Coverage helps to protect your practice against expensive fines and associated costs in the event of a data security breach, which is on the rise. Conservative studies have shown that approximately 35.7 million personal records were compromised in 2008. Compared to 2007, that is more than a 50% increase. The expenses from these breaches can rise well over \$20,000, so TransFirst is now offering this coverage to its clients with a limit up to \$50,000.

There are several kinds of breaches that can occur within your practice and TransFirst's Data Breach Security Program protects you from both network breaches, like hacking and skimming, and physical losses resulting from employee dishonesty or third-party theft of computers or paper records.

TransFirst estimates that 70% or more of its clients do not have this type of coverage built into an existing insurance policy within their office. If you do have a similar coverage presently in place or if you simply do want this coverage, you can opt out. To do so, just contact TransFirst at 1-800-543-5327.

Volunteer Dentists Needed For Adult Clinic

The Lexington County Health Department and the Family Service Center, a United Way agency, have supported and maintained charity dental clinics for many years. The Children's Dental Clinic has flourished for more than 40 years, and the Adult Dental Clinic has been open for two years. Recently, budget cuts have eliminated the funding for the salaried dentist and assistant on staff. Therefore, Diane Bouknight and a cadre of interested dentists are seeking volunteer dentists to serve the indigent adult community of Greater Columbia.

Your help is needed now! First and third Mondays are the scheduled clinic days, and the request for dentists are separated into two shifts, morning and afternoon. The need is great and the dentistry is diverse. Restorative and surgical dental care is the norm. Supplies can also be donated to the clinic. Please call Diane Bouknight, Director, at (803) 553-8494 to enroll or for more information.

Making Waves In Miami By Heather Heaton Barker

The ADA's New Dentist Conference was held this past month in Miami. This meeting allowed new dentists - those who have been in practice ten years or less - to network with their peers and to interact with the current leaders of the ADA. Unfortunately, this conference was the same weekend as the SCDA Annual Meeting. This might explain why a few familiar faces were missing in Myrtle Beach!

The first day of the conference was a series of courses to develop leadership skills. The day began by allowing participants to discuss activities of their state committees, as well as ways to encourage new dentist involvement in organized dentistry. The second part of the day involved an opportunity to participate in a question and answer session with the officers and members of the ADA Board of Trustees.

The next two days offered a variety of continuing education classes that helped to strengthen clinical and practice knowledge. Some of these courses included the following topics: Cone Beam Technology; Five Steps for Practice Success; Treatment Planning and Case Sequencing (in conjunction with the Pankey Institute); Soft Tissue Lesions of the Oral Cavity; Creating Natural, Beautiful Restorations; and Dental Traumatology.

Do not think it was all work though! There was plenty of time to play as well. There was an opening reception that allowed for meeting up with old friends, members of the ADA New Dentist Committee and Board of Trustees. There was also an event the second night sponsored by ADPAC at Jungle Island. Overall, it was a great way to meet fellow colleagues and to see what other states are doing to promote new dentist involvement in organized dentistry.

Dr. Heather Heaton Barker with ADA CND Trustee Dr. Ben Adams





You've heard of "consent to settle" before, but what does that mean? Some liability companies try to lure dentists with the idea that they will never settle a case without the dentist's full approval, even if the company recommends a settlement amount to their client. If the dentist refuses to settle and the case goes to trial resulting in a verdict against the dentist for more than the coverage limits of the policy, the dentist could be responsible for the difference.

The JUA and PCF work closely with their dentists throughout the claims process to ensure not only that the proper decision is ultimately made, but that the dentist is not left on the line! No gimmicks, just solid defense work!

Don't get reeled in!

SCDA Member Benefits Group

Professional Liability Coverage

800.327.2598

Deanna ski@scda.org
Jennifer haworthj@scda.org
Mark brownm@scda.org

"I go through the SCDA Member Benefits Group for my malpractice insurance mainly because the carriers they work with have been operating in our state for more than 30 years! That kind of stability is hard to find with companies coming into South Carolina every few years and then packing up after they experience a couple of claims."

– Lynn Wallace, Past President

Neither Selling nor Acquiring a dental practice has to be scary.



Call PARAGON today to discuss a painless transaction.

We can help you with Practice Sales, Mergers, Co-Ownerships, Practice Acquisitions, Relocations, Consulting, Valuations, Presales and Associateships.



Call 866.898.1867 or visit WWW.PARAGON.US.COM for a complimentary consultation.



INSURANCE COVERAGE AVAILABLE
 Through
THE GENERAL AGENCY, INC.
(Insurers To The Dental Profession Since 1958)



DISABILITY INCOME
 Employee Coverage Also Available

OVERHEAD EXPENSE
 DISABILITY

LONG TERM CARE
 INSURANCE

HEALTH INSURANCE
 Individual & Short Term

WORKER'S COMPENSATION
 INSURANCE

PROFESSIONAL LIABILITY
 INSURANCE

DENTIST'S PROTECTION PROGRAM
 Package policy providing liability & property coverage for the dental office

Over **50** Years of Experience Working for You!
 For More Information, Please Call

THE GENERAL AGENCY, INC.

1527 Highway 7 - Charleston, SC 29407

Telephone (843) 766-9091 • S.C. Toll Free 1-800-922-5036

www.generalagencyinc.com

Chip Cappelmann

Bill Cappelmann

Pamela Foster, CIC

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 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.

Kavo Quattrocare, 2 hi-speed 635B Miralax handpieces and 1 coupler for sale. Used six months. Please call 843-797-5133 or 843-971-2066. Ask for Lisa.

ORAL SURGERY PRACTICE for sale on the beautiful SC coast. Well established practice in desirable area. Well priced and highly profitable. Seller will stay on for transition. Very experienced and motivated staff. Office does a large number of implants. Facility located next to hospital, has a strong list of referring doctors. For more details call 678-482-7305 or email

robin@southeasttransitions.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.

NORTH CHARLESTON AREA. Excellent all FFS practice. Consistently grossing over \$1M. Top quality cosmetic dentistry. Dedicated staff devoted to practice and patients will stay on for smooth transition. Outstanding building and facility: 6 ops, Adec equip, laser technology. Seller willing to stay on after the sale. Enjoy Charleston and great practice that runs itself. For more details call 678-482-7305 or email robin@southeasttransitions.com.

DENTAL OFFICE FOR RENT - CHARLESTON Newly remodeled, brand new top-of-the-line equipment, 4 ops, digital x-ray sensors and pano, satellite TV on each op ceiling, new waiting room furniture. Excellent location in Chas: West Ashley area, Hwy 17. Available 2-3 days/wk. Ideal for a satellite office or part time dentist/specialist. Call 843-556-7444.

BEAUFORT-LADYS ISLAND. Pedo and general dentistry. Excellent location and facility near a very busy shopping center and intersection. Good visibility and traffic flow. Two years old practice—on target to do over \$500K this year. Enjoy the beautiful low country lifestyle and grow this practice to earn a great living. For more information please contact us at 678-482-7305 or

robin@southeasttransitions.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.

FREE Blemont 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.

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.

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.

Help Wanted

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

- 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

procedures, insurance, and terminology. Contact Suzanne Abel 843-763-5665, suzanne@wolfdental.com.

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 pawleysendo@hotmail.com or mail your resume to PO Box 4776, Pawleys Island SC 29585.

Dentist needed full or part time in the Georgetown and Murrells Inlet area. Prefer at least 2 years previous experience. Call Linda 843-527-1373 or fax resume to 843-527-7553.

Dentist wanted: Full/Part time. Salary commensurate with experience. GWT Dental. Contact Dr. Mary Tepper at 843-615-1111.

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 2188 Eastwoods Drive, Conway SC 29526. All resumes held with complete confidentiality.

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.

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.

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

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!

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.

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 South Carolina, 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.

Currently seeking a part time or full time pediatric dentist in the Irmo area. Position currently available. Fax resume to 803-781-5142 or mail to Children's Dental Group of SC, 7210K Broad River Road, Irmo SC 29063.

Dental Assistant - Full Time - Looking for experienced Dental Assistant to work in our fast paced environment. Applicants must have a minimum of two years experience. Must be motivated, self-started, and team oriented. X-Ray certification is required. Please fax resume to 803-376-1404 or email to davding@pcmessages.com.

Certified Dental Assistant wanted for NE Columbia general office. Looking for a caring, friendly, experienced assistant who works well in a team oriented environment. Great place to work, competitive salary and benefits. Please submit resumes to 803-462-9688.

Excellent Dentist Positions Available - Hiring for our successful, stable, modern offices in Columbia, Florence, Greenville, Myrtle Beach, Spartanburg and many other locations nationwide. Our practices focus on treating children and young adults on various insurances and Medicaid. General Dentists, Pediatric Dentists and new graduates welcome. Guaranteed base salary (\$120,000 plus per year), bonuses, 401(k), and 100% benefit coverage. Rewarding work environment - Making a difference in the community. Contact Jacob at phone 719-562-4460, fax 719-584-7697, or email jdkochenberger@forba.com.

Help Wanted - Front Desk Person for North Strand Area of Myrtle Beach, SC. Must be experienced, courteous, work well w/ coworkers and can handle the challenges of the front desk and helping patients. Send resume to: 2188 Eastwoods Drive, Conway SC 29526. All resumes held with complete confidentiality.

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.

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.
