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Bulletin

VOLUME 36, ISSUE 3

MARCH 2008

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PUBLISHED BY
THE SOUTH
CAROLINA
DENTAL
ASSOCIATION

2008 Annual Convention Has It All

By Carter Brown

Had enough Gloomy Weather? Of course you have! The cure is to focus on **April in Myrtle Beach!** The 2004 team is back for the SCDA Annual Convention and we plan on having **even more fun** that last time. Our meeting is always one of the best in the country for attendance, quality CE and tons of good times together.

By using the Myrtle Beach Convention Center this year, we can take advantage of a new, state of the art facility. The exhibitors can bring their full sized, expanded exhibits and we even have concessions and entertainment and door prizes right in the exhibit hall. The lecture space will give you the elbow room and comfort of the national meetings. The hotel is new and modern and very family friendly.

New this year will be a free **Cyber Café** in the Exhibit Hall where you can keep up with your email and the web world while at the meeting.

The best thing is that we will be right next to **Broadway at the Beach**, with its 100 specialty shops, 20 restaurants, 15 attractions, 10 night clubs, and 3 on site hotels. We will be using **Revolutions**, the best dance club in Myrtle Beach, and **Crocodile Rocks**, the dueling piano club, to host our **Friday night Premier Event**. Your ticket gets you in both for the night but also during our 6-9 pm exclusive use of Revolutions, we will have some beverages and food and entertainment included plus a chance to win a cash prize. The proceeds are going to help dental students with expenses so this is a really **fun** way to have a win-win.

We will have a child sitting service available at the hotel during the event and will be running a shuttle to the event.

You will find that there is a ton of family things to do right where we are. There is a Children's Museum, the Aquarium, Myrtle Waves Water Park, and the new Nostalgia Park that recreates the pavilion of old. The Palace Theater has a "Cirque" show with acrobats and performers from around the world and the new 3 D I-max opened this year.

Thursday night we will have our reception in the Exhibit Hall. DJ "Crazy" P will be playing the best beach music and classics. There will be lots of food and beverages. Then we continue on to the Beach Dance featuring the World Famous "Swingin' Medallions" and we are having a special dance contest for the brave hearted.

The New Dentists will want to go to the Drop-in Friday Night and attend Dr. Giamanichia on Saturday. Golf will be at The Legends course Saturday afternoon; this is a must play course!

Dean Sanders has worked the schedule so that many of the dental students can attend this year. Please sponsor a student attendee.

The SCDA Foundation will be having a Silent Auction during the meeting. Dr. Mona Ellis appreciates all of your help with this great effort.

The **House of Delegates** will be **Thursday** afternoon instead of Sunday morning.

Our survey said that many of you preferred this time and we will have our business done so that you can enjoy the rest of the meeting and leave on Sunday without a rush.

Plan on joining us April 23 -26 at Myrtle Beach for the Convention. It is the best deal around for CE, Fellowship and of Course, **FUN!**



The Swingin' Medallions will entertain at the Beach Dance.

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Master Calendar

- Mar. 7 Coastal Dist. Spring Mtg.—**
Omar Shrine, 7:30 am-3:30 pm
- Mar. 7 Water Fluoridation Training—**
SCDA Office, 9 am-3 pm
- Mar. 7 MUSC Corporate Event—**
MUSC, 3-6 pm
- Mar. 12 Lowcountry AHEC Study Club—**
Traditions, 5:30-8 pm
- Mar. 14 Pee Dee Dist. Spring Mtg.—**
Florence Country Club, 7:30 am-4:30 pm
- Mar. 14 Central Dist. Spring Mtg.—**
Columbia Marriott, 8 am-1:30 pm
- Mar. 14 Pee Dee Dist. Golf Tournament—**
Florence Country Club, 1-5 pm
- Mar. 28 Convention Committee Mtg.—**
SCDA Office, 10 am-12 pm

Please visit www.scd.org
for more events.

South Carolina Dental Association Bulletin

Vol. 36, No. 3

March 2008

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

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Editorial Comments

Comments appearing in this section are the renderings of the Editor or credited authors and do not necessarily reflect the opinions or policies of the SCDA. Letters are invited. Brevity is appreciated, and the Editor reserves the right to edit all communications. Letters may be emailed: philes48@aol.com, mailed to the SCDA office, or faxed to (803)359-3004.

A few month's ago I wrote about a number of trends that were occurring around the country. As an editor I seem to attract articles. Items that may be precursors for more serious events facing dentistry, or they may just be curious events. So here are a few that may resonate with my readers. By the way, don't think that these are "fluff" fillers for the *Bulletin*, these come from insider resources.

California Outsourcing:

We all hear of dental / medical tourism. And maybe since we live away from a convenient border, this tourism might have little impact on us. But in California, I understand that there is an insurance company that offers the state employees the option of choosing domestic or Mexican medical / dental care. That's right. I can get a policy that will pay for my care if I choose to cross the border for my treatment. It was unclear as to whether the cost was reduced or the coverage was expanded.

It might also make some difference if the Mexican employees preferred to return home for care. Especially if they were not US citizens. I assume that any patient could elect to use this option.

For what its worth, many affluent patients come to the United States for medical / dental treatment. Their perception is that US care is the best in the world.

Best in the World?

What determines the quality of care? Skill and education play a significant part of the equation. So what happens if the foreign dentist or physician is educated in America? Same training that you or I have. If my skill and education are identical, is it the same whether I deliver care in South Carolina, Mexico, Germany or Brazil?

Many contemporary care givers are educated here, and practice there. This is even encouraged by countries wishing to improve their basic medical care system. One step beyond this is accreditation of foreign dental or medical schools to American standards. What about an ADA certified dental school in India? Same education, same curriculum, maybe US instructors. Is it the same?

A variation of this is the establishment of foreign "satellite" schools by accredited domestic dental / medical schools. I understand that there is a push to establish these relationships. And the obvious purpose is to generate income for schools that are struggling for money.

Give the Gift That Keeps on Giving

Our school is seeking donations. We are soon to have a Corporate Enrollment for sponsors. The building is going up, and the excitement and pride are following this venture. The expected completion date is for the 2009 clinic year. The estimated cost is \$61 million to build and equip. Of this amount, \$21 million is committed from the SC Legislature. Private pledges may add another \$10 million, but that still leaves a lot of money to acquire.

You may have heard that Dr. and Mrs. Harold Jablon have recently given the project a \$1 million gift. As a member of the first class to graduate, Harold Jablon had long felt a sense of obligation to give back to the school that had given him so much. "Being part of the first class, my classmates and I felt like pioneers," said Jablon. "We felt liked we helped set the standards that came to define our College, and believe that we should still help pave the way today through the development of the school's first dedicated clinical instruction building."

Located on the first floor of the new dental building, the Jablon Center for Diagnostic Sciences will bring together the Oral Medicine, Radiology and Treatment Planning Clinics, as well as their patient waiting areas.

Thanks to Harold and Irene Jablon for their generosity and support of our dental college.

Till Next Time,
Phil



Dr. Phil Smith
Editor



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10. **Do you need equipment?** TransFirst offers a wide variety of options: use your existing equipment, upgrade to new, or consider web-based access instead of standalone equipment. Wireless terminals are even available if you travel.
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7. **Easy enrollment.** Processes vary between companies, but they shouldn't take more than a week or less than a day. The TransFirst Enrollment Page is a simple one-page document and our Merchant Agreement is easy to read.
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3. Check the processor's **reputation and stability.** Who do you know that works with them already? TransFirst Health Services is endorsed by the SCDA and is one of the Top 10 largest processors in the United States.
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Make an informed decision! For more information, contact TransFirst Health Services at **(800) 577-8573** or email SCDA@TransFirst.com. *We look forward to serving you!*



Pete Newcomb, CEO of Southeast Transitions welcomes Tom Stowe (right) to the team.

Southeast Transitions, LLC is pleased to announce the addition of Tom Stowe, CPA

to our growing team of transition specialists.

Tom will enhance Southeast Transitions' growing presence in North and South Carolina, in addition to Georgia, with our new office in Charlotte, NC.

Bill Adams, DDS founded SET in 1998 after 25 years as a practicing dentist. Knowing that not all practices are the same, we have assembled a team of specialists who understand your business. SET's comprehensive staff now includes DDS, RDH, CPA, and Pete Newcomb. Pete has 15 years of

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NCDHM Delivers Another Spectacular Event

By Rocky Napier

Thanks again to all who have helped make the SCDA celebration of National Children's Dental Health Month another success. This year was particularly unique as we recognized diversity and mentorship in dentistry through the partnership with EdVenture and the Samuel D. Harris National Museum of Dentistry, a Smithsonian Affiliate. This year's SCDA sponsored exhibit, "The Future is Now: African Americans in Dentistry," during the months of February, March, and April, featured the minority pioneers of dentistry. It also presented local hometown heroes who have contributed so much to our profession and communities.

Many collaborating partners once again contributed to our efforts. First of all, we would like to thank our returning sponsors, Peggy Hamlin and Lisa Morris of Crest Oral-B, for donating over 4000 toothbrushes for our activities. At every event in the museum and throughout the month, these donations were part of an official SCDA "Goodie Bag", which contained a letter from SCDA, President Dr. Carter Brown, an activity sheet for the child, and a toothbrush. Similar treats were donated to Richland and Lexington County's First Steps Programs for use in their day care program.

Every Tuesday, SC DHEC participated in the Toddler's Tuesday morning program providing children, parents and teachers with oral health activities and information. This year an additional Saturday and Tuesday night was reserved for the celebration of "Take Heart and Smile Month", co-sponsored by the SCDA and Providence Hospitals. On Saturday February 9th, over 1300 children and parents came to EdVenture to enjoy dental health related shows featuring Commu-I-Care's "Smiles for a Lifetime" puppet show and the Delta Dental "Teeth on the Go" show. Other events during the month included Dr. Carol French's Magic Show and a screening of kids by members of the Greater Columbia Dental Society.

On Saturday, February 16th, WOW Weekend featured another full agenda for the family and hosted over 1200 attendees. Costumed characters and mascots roamed the museum grounds the entire day of this celebration. Outside the museum, visitors were invited to tour the Dental ACCESS Carolina van of Dr. John Reese, and the Bon Secours St. Francis HEALTH EXPRESS van from Greenville Technical College. The day's highlight came with the debut of the "Flora and Floppy Go to the Dentist" puppet show produced and performed by the Columbia Marionette Theatre. Funded by an ADA Foundation grant, this presentation was based on an existing DVD cartoon feature from the SC DHEC Oral Health Division. Specifically designed for large audiences, the show is partly supported by the SCDA, and will be made available to communities in South Carolina.

Finally, plans are being developed to bring a similar exhibition to the Children's Museum of the Low Country. Currently there is a children's oral health display in Charleston designed by Dr. Carter Brown.

The SCDA and all of its committed and involved volunteers and supporters have presented the grandest National Children's Dental Health Month in our history. The annual dental celebration is becoming a year long force for better oral health! Get on board and participate, it all starts with a willingness to help!



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Tech Talk

By Christy J. Meador

2008 Membership Dues

The deadline to avoid the SCDA late fee was on February 15, 2008. Late fee letters were mailed out to those that haven't paid their dues yet, or to those who sent their payment in after the deadline. If not paid by March 14, 2008, your membership and insurance will lapse. If you have not received your dues statement, please contact Christy Meador at 800-327-2598 or by email at meadorc@scda.org

Fun Facts

The Invention of Novocaine

The first local anesthetic used in dental care was cocaine, introduced for use in 1884. Cocaine was used until Novocaine was developed as a non-nictive anesthetic by Alfred Einkorn, a German chemist, in 1905.

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President's Message



“Plan Your Work, Work Your Plan”; that was the constant theme from my Father –in-Law. As I pondered over the myriad of subjects that I wanted to select from for this article, I realized that Bill’s law was staring me in the face.

Last year at our planning retreat, we looked at creating a structure for the SCDA that could carry us into the future. Using the concepts from Jim Collins’ “Good to Great”, we set out to have leadership that flows from the bottom up and sideways, not from the top down. Instead of the traditional “Charismatic” leader that leads by the strength of their personality, (Level 4 Leadership), we wanted to have Level 5 Leadership. Level 5 involves leadership and direction for sure, but it requires building a culture where all of the leaders understand where we are going and why; and all work and contribute to get there. The CEO is the broker of ideas. The analogy of a Level 4 is Chrysler. Lee Iacocca became an icon and lead Chrysler to record heights. When he left, he left a vacuum that the company is still trying to recover from.

The SCDA had matured quickly over the past few years, and needed to plan its work for the next decades in an information savvy and sometimes adversarial world. We wanted to have the members bring their knowledge and skills to the table and we needed the Task Forces and Committees to help plan the new directions. We needed to increase our utilization of the talents of our wonderful staff and build relations with other groups with similar goals.

All of this background allows me to discuss reason for this article. This past Wednesday was one of the best days for the SCDA since I have been involved. There were three large events in Columbia. One was a lunch with key Senate legislators. We had many dentists from across the state come together to meet and interact with these key individuals. Later, there was an awards ceremony to honor water treatment operations that have been involved with Fluoridation for 50 years. We partnered with DHEC to do this along with EdVenture, the state Children’s Museum, and Mark Crabtree representing the ADA came and spoke. This is in conjunction with the CDC’s fluoridation studies and initiatives.

That evening, EdVenture allowed us to host a dinner at the museum for a different group of key legislators, this time from the House. We also showcased our exhibit at the museum from the National Dental Museum which will be on display for three months. Last year our dental exhibit at EdVenture was one of the most successful and this year’s will be even larger. The exhibit this year is on African-Americans in dentistry. We also created our own exhibit with EdVenture’s help to showcase a dozen of South Carolina’s outstanding African-American dentists.

A personal family tragedy which developed quickly required that I be in Charleston and therefore could not be at any of the events we had worked on for so long. But everything went on as planned. The months of work did not go to waste. Unlike Chrysler, those involved in all of this had personal ownership of all that was happening and understood the whole picture of what we are doing. From the Denpac dentists, Legislative Committee and lobbyists to the Children’s Dental Health Month Committee, to the Diversity Committee, to the staff and Phil Latham, everyone had already insured success before the day began.

I want to thank Dr. Jim Mercer who graciously and enthusiastically represented the SCDA in my absence. I don’t think there is anyone who understands commitment and team success more than Jim.

This week showed me that the SCDA is really building a culture of leadership at all levels of the organization. This multilevel functionality can only help to strengthen the organization. More opportunities for all members to contribute arise from this structure and there is an increased need for the Task Forces and Committees to craft our way. “We Planned our Work and it looks like we are Working our Plan!”

This week also brought home the reality of the Dental Family. I am overwhelmed by the special nature of our extended family. No one knows the passion for our profession and each other and commitment to others that dentists have better than fellow travelers. I am proud to be associated with all of you.

One final note: If anyone has a working dental chair they would like to donate to a dental exhibit that is being created for the new Charleston Children’s Museum, please let Phil Latham know.



Dr. Carter Brown
President

“This week showed me that the SCDA is really building a culture of leadership at all levels of the organization.”

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SCDA Member Benefits Group Corner

By Mark K. Brown

Do you know what your collection agency is doing?

If not, it's likely because they do not have online, web-based tools to help you manage your accounts. I.C. System can link you to your collection activity through FREE Online Tools. Currently, thousands of clients are registered to use these secure tools and more than 1,000 login daily to:

- Submit debts for collection 24 hours a day, 7 days a week. Consumer and commercial debts are uploaded nightly and ready for work effort within two business days, sooner than if you had sent the debts to them via regular mail.
- View the status of debts submitted for collection. A simple search tool shows the real-time status of each debt, including: the number of letters sent, number of calls made, number of right-party contacts, paid amount, and more.
- Generate four different reports - Account Placement Acknowledgement, two Inventory Progress reports, and an Incorrect Phone Numbers and Address Report.
- Report payments on debts submitted for collection.

Additionally, the Online Tools include access to I.C. System's InstiServices:

- InstiCredit® enables you to pull Consumer and Commercial Credit Reports in just seconds for the purpose of minimizing financial risk.
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To view a demo, visit www.icsystem.com and then select Online Tools in the bottom, center of the page. To speak with an I.C. System representative about Online Tools, SCDA-endorsed collection services, and more, just call 800- 279-3511 or go to www.icsystem.com/scda.

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North Charleston, South Carolina*

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Executive Director's Notes

Annual Convention

This year's annual convention is jammed packed with courses and events to attend, not to mention all of the outside activities to take part in at Broadway at the Beach. By now, you should have received your annual convention brochure and made plans to attend the 139th Annual Convention.



Mr. Phil Latham
Executive Director

As you make plans for the meeting, you will not want to miss the SCDA Opening Luncheon on Thursday, April 24, 12-2 p.m. The keynote speaker for this event will be Dr. James B. Edwards. Dr. Edwards was in private practice as an Oral Surgeon for 17 years, elected to the South Carolina State Senate in 1972 and served until he became Governor in 1975. The cost for the luncheon is \$35 per person.

One item to play close attention to is the SCDA House of Delegates. This year's House will follow the Opening Luncheon on Thursday, April 24. Registration for the House of Delegates will begin at 2 p.m., with the actual House beginning at 2:30 p.m.

Clarification of Letter from the State Board

You have received a letter from the State Board regarding x-ray certification. The easiest way to explain the letter is to inform you that nothing has changed regarding the test that the SCDA administers. The only change is the actual certificate an individual receives for passing the test.

In the past, an assistant would have to pay the State Board \$5 to receive an official certificate. This is no longer necessary. Now, when DHEC comes into the office to check on radiation regulations, they will look for the certificate issued by the SCDA.

For those assistants who move here from another state or have received training in the military, they still need to contact the State Board of Dentistry to inquire if their training is acceptable for taking x-rays here in South Carolina.

Oral, Head & Neck Cancer Awareness Week – April 21 – 25, 2008

Please remember Oral and Head and Neck Cancer Awareness week. This year's event will be April 21 – 25. Approximately 55,000 people in the United States developed head and neck cancers in 2007, and nearly 13,000 people will die from it. Early detection and treatment are the keys. The SCDA has teamed with Dr. Terry Day at the Medical University of South Carolina and we are asking members to help us with the fight on head and neck cancer by participating in the awareness week. Dr. Larry Chewning is overseeing this event and I encourage you to contact Dr. Chewning at lrcoffice@aol.com or by telephone at 843-667-6000. You may also visit www.ohancaw.com to sign up to participate.

“The easiest way to explain the letter is to inform you that nothing has changed regarding the test that the SCDA administers.”

Help keep South Carolina **Kool**,
one **smile** at a time.



Dr. Tu Tran, DDS Dr. Tim Pham, DDS

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- No buy-in required or lab fees
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Please contact: Andrea Jett

T: 770.916.5023 **email:** ajett@ncdrllc.com



General Dentistry for Kids

www.koolsmilespc.com

Hometown Heroes: The Definition of Service

Dr. Harold Rhodes III is a Walterboro dentist who felt a call to service. Besides managing his office during regular hours, and maintaining a general practice, Dr Rhodes sees patients at the Orangeburg-Calhoun-Allendale-Bamberg (OCAB) clinic. The Head Start Program of the area had difficulty in finding follow-up dental care for the many children that desperately needed basic care. Often children had to be transported to Columbia or Charleston for routine restorative services.

Dr. Rhodes joined with his friend and mentor Dr. Leonard Davis and established a clinic facility in the OCAB area. They spent more than \$100,000 of their personal resources to equip the double-wide trailer provided by the OCAB Community Action Agency. Dr. Rhodes states that their role is a three fold advantage, "Improved access to care, the creation of a wholesome dental home and the provision of mentorship. I always ask the kids where I work, 'What do you want to do when you grow up?' We try to stimulate them and let them know that they can become a medical doctor or a dentist, a school teacher or a fireman, but I think the greatest impact is that they get to see providers that look like them and they can relate to. That's what I get gratification from."

Since the clinic opened in February 2006, the ability to care for children locally has greatly improved. At the end of last year, 759 children were examined and of those, 231 received dental treatment. A rather impressive record when one realizes that the clinic is only open on Fridays. Drs. Rhodes and Davis were recognized in 2007 with a distinguished and outstanding service award from the National Head Start Association. However, their greatest gift and reward may well come from the many children that they serve. Congratulations to our Hometown Heroes.



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SPRING MEETING
CENTRAL DISTRICT DENTAL SOCIETY

Friday, March 14, 2008

Columbia Marriott Hotel – 1200 Hampton Street,
Columbia, SC 29201

Dr. Robert A. Lowe
**“Predictable Techniques for Total
Esthetics”**

Half- Day Seminar - Doctors, Spouses, and Staff
4 C.E.U.'s

Agenda

Our Speaker

8:00 am – Registration
8:30 am – Morning Session
12:30 - Business Meeting
1:00 pm – Lunch and Adjourn

Dr. Lowe graduated magna cum laude from Loyola Univ. School of Dentistry in 1982 and was a Clinical Prof. in Restorative Dentistry until its closure in 1993. He lectures internationally and publishes in well-known dental journals. He is a fellow in the AGD, ICD, ADI, and ACD. He received the Gordon Christensen Outstanding Lecturers Award in 2004. He became a Diplomat on the American Board of Esthetic Dentistry in 2005.

NOTES:

There is a \$50.00 registration fee for non-member dentists.
There is a \$15.00 charge for every person attending lunch.
Luncheon reservations are required for all members, non-members, spouses, and staff.
There is no charge for members or non-members' spouses and staff attending scientific session.

Please return this form by March 7, 2008 to:
Dr. John E. Reese, III, PO Box 11804, Rock Hill, SC 29731

Please check: I will attend the Scientific Session.
 I will stay for lunch.
 I will have _____ guest(s) (number of spouses and staff) for lunch.

Please enclose \$15.00 for each lunch.

***** Please include a **SEPERATE** \$15.00 check for the **MEMBER** dentist. *****

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

***** **Member dentists may pick up their \$15.00 checks after lunch or they will be deposited.** *****

NAME: _____

(please print)(rev. 01/11/07)

**SCDA PEE DEE DISTRICT SPRING MEETING
FLORENCE COUNTRY CLUB
MARCH 14, 2008**

"FABULOUS FRONT OFFICE SYSTEMS"

Presented by Evelyn Horne

About your speaker.....



Evelyn has built an outstanding reputation as a consultant through her unique "hands on" style of consulting as well as her dedication to working closely with doctor and staff to improve their lives professionally, financially, and personally. Evelyn has more than 20 years' experience in business system development and operational management for dental and medical practices throughout the Southeast. With an extensive background in management, Evelyn brings insight and experience to the practices she manages. Prior to joining Dental 360, Evelyn founded her own full-service management-consulting firm. Her career has included financial consulting, strategic planning and development for hospital-based physician practices and staff management. She has worked in the healthcare profession as a practice administrator, treatment coordinator and insurance specialist in multi-office dental and medical practices. Evelyn is also a certified consultant in Employment Law Compliance through Bent Ericksen & Associates. She has spoken at dental and medical association meetings as well as local study clubs and she teaches classes in practice management at the Medical University of South Carolina School of Dentistry.

Topics will include:

- *Avoid Ten Schedule Busters
- *Dental Insurance; the Good, the Bad and the Ugly
- *Show Me the Money – the "How To" of Collections

This meeting is open to business associates and office managers.

Seating is limited. To ensure your seat please RSVP

by March 5, 2008 to

Dr. Will McDaniel

804 W. Main St.

Lake City, SC 29560

(843)374-2021

mcdanielw@ftc-i.net

Please send in your appropriate registration.

Non-members are welcome to stay for lunch (however they will not be able to be present for the business meeting).

Lunch for non-members will be \$20.00 and continental breakfast for non-members will be \$7.00.

Members' fees will be included with the dues.

REMINDER: If you wish to play in the golf tournament please make sure you have signed up.

Florence Country Club

450 Country Club Boulevard

Florence, SC 29501

(843)669-3554

Classified Ads

Palmetto Dental Personnel is owned and operated by a dental professional with over 20 years experience and has exclusively provided professional dental staff for Midlands and surrounding areas for 15 years. PDP has hygienist, assistants and receptionist available for temporary and permanent placement. Contact Gail Brannen at 800-438-7470 anytime.

•••

PRACTICES FOR SALE: CHARLESTON AREA #8068 Gross \$242,071; 2.5 days, 3 operatories; 1,300 sq ft. **CHARLESTON AREA #8438** Gross \$284,914; 4 days, 2 operatories; 850 sq. ft. **EASTERN SOUTH CAROLINA #8437** Gross \$443,901; 4 days, 3 operatories; 1250 sq. ft. Building is also available for sale for \$100,000. **HILTON HEAD ORAL & MAXILLOFACIAL SURGERY #8223** Gross \$685,599; 5 days, 3 operatories, 2,000 sq ft. **NORTH CHARLESTON MERGER #6030** Gross \$214,594; 1.2 days **NORTH OF CHARLESTON #8187** Gross \$365,643; 5 days, 4 operatories; 2000 sq. ft. **ASSOCIATESHIPS: CHARLESTON #8372 FLORENCE #8104 GREENVILLE-ANDERSON AREA #8458 MYRTLE BEACH AND CONWAY #8278 NORTH CHARLESTON #8194** Call Dr. Jim Howard, Professional Practice Consultants, Ltd., 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.

•••

DENTIST FOR PARTNERSHIP/OWNERSHIP TRACK IN THE ANDERSON AREA: An ideal position for a new dental graduate or after completion of a residency/military. Candidate will concentrate on patients and treatment planning while we run the business end. After a 2 to 3 year commitment, there will be an opportunity for buyout/partnership. Excellent opportunity with no overhead concerns. Please contact 864-992-7018 or kim@digitalwebzone.com.

•••

General practice and equipment/furniture/supplies for sale in prime location of Greenville (Pelham Rd.). 3 equipped operatories with 4th hygiene

room plumbed. Planmeca panorex with autocassette. Doctor partially disabled, presently works 26 hrs/wk and refers out most extractions, endodontics, periodontics and prosthodontics. Great potential for growth, especially for graduate of general practice residency program. 1400+ sq. ft. building on .35 acre for lease or sale. Present owner prefers to stay and work PT afternoons only. Salary or percentage of production/collections negotiable. Staff of 1 intact, works 32 hrs/wk and willing to stay at present salary and benefits. For more information call Dr. Roger Cherry's office at 864-232-9452 or cell 864-350-4867.

•••

Huge Inventory of Used Adec Dental Equipment. Adec Dental Package Includes the Following: Adec Priority 1005 Dental Chair (Hydraulic), Adec Left / Right Swing Delivery System, Two Hand-piece Positions, One with Five Hole Fiber Optics, One Syringe, Vacuum Package with HVE, SE & Syringe, Pelton & Crane LFII light. www.hrcdental.com. 1 Equipment package \$2750.00, 5 Equipment packages \$10750.00. See website for up to date pricing. This equipment package can convert from left to right side operation in seconds. Discounts for Multi package purchases. Installation & shipping available. All equipment is guaranteed to be in good working condition. Additional Options: New Doctor's stool, New Assistances stool, New Stool set, New Upholstery for chair (Chair will look new), New 6 pin fiber optic (1 handpiece), Water bottle system. HRC Dental INC. Contact Sam Slay 919-369-4247. samslay@aol.com.

Help Wanted

Myrtle Beach area — Associate dentist needed for busy family practice with opportunity for buy-out. Great location in resort area. Gross near \$800,000. Resume to P.O. Box 70255 Myrtle Beach, SC 29572.

•••

Dental Talent Needed-Columbia Area. Full time, Part time or temporary. Dental assistants, hygienists and front desk. Full time has benefits. Part time and temporary can set your own flexible hours. No fees, no contracts and free training. Fax resumes to 803-750-5613.

•••

Lexington, SC - Full-time - Pediatric Office. Seeking certified dental assistant and dental hygienist. Growing practice needs someone who is dedicated to providing quality care. Competitive salary and benefits. Fax resume to 803-359-7542 (Monday - Thursday, 9am - 4pm).

•••

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

•••

Dental Assistant Needed - F/T with x-ray certification and experience. Must be exceptional team person with a focus on warmth & caring and expert communication. Salary and benefits based on experience and motivation of applicant. Fax resume to 843-651-6571, email to beachassistant@aol.com or mail to Murrells Inlet Dentistry, 4405 Hwy. 17 By Pass - Murrells Inlet, SC 29576.

•••

Seeking experienced, FT registered Hygienist. In addition to oral procedures, must maintain aseptic work area, be organized & self-motivated, coordinate patient flow with front & back offices, educate staff on dental hygiene & other issues while promoting a safe, minimal stress environment. Must follow universal precautions and all OSHA & HIPAA requirements. Top salary, full benefits, 401K & more. 2 years of experience required. Contact Floretta Sutton at 803-255-0200 or aharper@esourceshr.com.

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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.

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Associate opening in Anderson/Greenville area. Well-established small town practice with loyal long-term staff needs a FT assoc. to run as solo-dentist w/out the administrative burdens. Launching "extreme office

Rates:

- Classified advertising is \$25 for members and \$35 for non-members 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.
- For no additional charge, ads are posted to the SCDA website during the month(s) of publication.

All ad copies and cancellations must be received by the 5th of the month prior to the publication (starting July 2007, no later than 7 business days prior to publication), which will occur on the first of the month, with remittances accompanying the ads.

makeover" including new ADEC operatories, Eaglesoft computerization, reception area facelift & aggressive marketing campaign. Growth & income are unlimited for the poised dentist who can step in as an enthusiastic team leader. Willing to mentor a suitable recent graduate. Call 864-225-9373.

•••

Assoc. Dentists - Opportunities avail. in several areas of NC, in state-of-the-art general practices treating underserved children and young adults. A desire to work in a team oriented, positive environment a must. Excellent compensation and benefits package with opportunities for growth. Come help us make a difference! Contact Roger Walters, Root Dental Mgmt (704-395-6000) Email: walters.rdm@gmail.com. New grads encouraged.

•••

Dental Assistant needed - PT with X-ray & Nitrous certification. Exciting position in busy Mt. Pleasant office. Fax resume to 843-881-7499 or email to droidham@bellehalldentistry.com.

•••

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!

•••

COLUMBIA—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. Practice will gross almost \$700,000 this year. Associate Dr. should expect to make \$125-150,000/first year. If interested call 803-920-0581 anytime.

•••

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.

•••

General Dentist needed for mature and rapidly growing practice in Columbia, SC. Four Day work week, modern equipment and highly motivated staff. One year experience required. Send resume to PO Box 11007, Columbia, SC 29211.

•••

IMMEDIATE Dental Assistant Openings! US Marine Base Parris Island, Beaufort, SC. Full time, permanent positions with benefits: no weekend or evening work. Contact Heather Bavusa at 800-328-3371.

•••

Need Dental Associate: Excellent opportunity for dentist seeking associateship possibly leading to buy out in an ideal location in the rapidly growing Piedmont area. Minutes from three large cities: Spartanburg, Greenville, and Asheville, NC. Contact Dr. Byron Richardson at 864-457-4161 or greatmilo@aol.com.

•••

Rock Hill—Part time associate needed for a busy, growing family practice. Call 803-980-7645 or fax resume to 803-980-7655.

•••

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.

•••

Position Available: An established and thriving Orangeburg general practice (w/ heavy emphasis on implantology) seeks an associate with a possibility of transition to partnership and ownership in near future. Position becomes available March-June 2008. This 4 operator practice currently sees around 6,000+ patient contacts per year and adds 25 new patients/month. It is an easy commute from Columbia, as it is located near to The Regional Medical Center and I-26. Contact Dr. John W. Rheney at 803-536-9503.

•••

Wanted: General Dentist needed in Columbia, SC for 1 or 2 days a week to perform all facets of dentistry including endo and oral surgery. Please contact Kathy at 803-313-3691.

•••

Position Available: An established and thriving Orangeburg general practice (w/ heavy emphasis on implantology) seeks an associate with a possibility of transition to partnership and ownership in near future. Position becomes available March-June 2008. This 4 operator practice currently sees around 6,000+ patient contacts per year and adds 25 new patients/month. It is an easy commute from Columbia, as it is located near to The Regional Medical Center and I-26. Contact Dr. John W. Rheney at 803-536-9503.

•••

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.

Job Wanted

Well experienced general dentist will travel for temporary coverage (locum tenens) in your office, or associate position in the greater Myrtle Beach area. Please contact J.K. Thornton, DMD at 843-267-2794 or jktmd@yahoo.com. References available upon request.

•••

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.

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

No one is immune to it. It strikes every segment of the population equally. One out of every ten dentists will suffer from alcohol or drug abuse at some time in their lives. Twenty-three percent of child neglect cases have been connected to substance abuse. Thirteen percent of emotional abuse cases have been connected to substance abuse. Ten percent of physical abuse cases have been connected to substance abuse. By age fifteen, young people in families with substance abuse issues have rates of psychiatric disorder between 2.2 and 3.9 times higher than other young people. In South Carolina only nineteen percent of people with substance abuse problems get treatment at all.

Did I get your attention yet? Is that reason enough to be concerned? You bet it is!

It wasn't long ago that alcohol or substance addiction was regarded as a moral shortcoming or character weakness on the part of the individual involved. Pockets of that sentiment still exists, but now we know better. Addiction has nothing to do with morality or strength of character. We have gradually understood that addiction is a disease process – of the brain, no less.

Once that tenet was understood and accepted, then real progress was made in understanding the disease and finding ways to treat it. Still, the two characteristics which have defined it for so long remain: (1) it is incurable; and (2) it is relapse prone. That's what makes working with this problem so frustrating.

We are learning, though, how to lengthen those periods of remission – those periods where the individual is in “recovery”. Though the remission can be maintained for sustained periods – years and years – the disease is still not cured and requires careful follow-up.

We have learned that neuroanatomical parts of the brain are involved in the addiction process and how different parts of the brain interact in an addicted individual. We now understand the neurochemical transmitters which make the disease function. All of these things lead to better treatment.

When the medical and dental communities finally recognized addiction as a disease process, the organized components to them begin to express responsibilities to those in their membership who were affected by it. The 1986 House of Delegates to the American Dental Association enacted the following resolution:

ADA Policy on Chemical Dependency (1986:519)

Resolved, that the following ADA Policy Statement on Chemical Dependency be adopted:

The ADA recognizes that chemical dependency is a disease entity that affects all society.

The ADA is committed to assisting the chemically dependent member of the dental family toward recovery from the disease by education, information and referral. The establishment of constituent and component society chemical dependency programs is essential to this effort.

The ADA encourages those institutions responsible for dental education to allocate adequate curriculum on substance use, misuse and addiction.

In meeting the needs of the public and the profession, the ADA also encourages ongoing liaison between constituent society chemical dependency committees and their state board of registration.

The ADA recognizes the need for research in the area of chemical dependency in dentistry.

The ADA action prompted the South Carolina Dental Association to respond by creating the Dentists Advocacy and Assistance Committee.

It wasn't too long ago that a dentist in South Carolina who found himself in the throes of an addiction problem had no resources to turn to. Quite often this was accompanied by financial, legal and family problems. Frequently the individual was on the verge of losing his practice. It is no wonder that during this time the South Carolina Dental Association averaged one suicide per year. Since the formation of FAAC, the Association has experienced only one suicide and that we deemed to be from causes other than addiction. One would doubt that this is just coincidental.

Soon after DAAC's formation it became clear that there was mutual benefit to be had by discourse with its counterpart in

the medical profession, the Physicians Advocacy and Assistance Committee or PAAC. During these discussions it was found that there were great dissimilarities in how each of the State Boards of Medicine, Dentistry, Nursing and Pharmacy handled addiction problems. Each of the Boards appeared to be inconsistent in its own right and clearly there was inconsistency between the Boards. Yet the addiction problem remained and begged for informed treatment and evenhandedness.

Beginning in 1997, interested members began to discuss this with the four Boards and the four professional Associations of Medicine, Dentistry, Nursing and Pharmacy. A steering committee was appointed to determine if a resource could be developed which could provide consistent monitoring and could act as a resource to which the Boards and Associations could refer affected individuals.

Over a period of three years the steering committee developed the framework for the Recovering Professional Program (RPP) and secured Memoranda of Agreement with the four licensing Boards and the four Associations of Medicine, Dentistry, Nursing and Pharmacy. RPP began its operation in early 2000. It serves as a resource where the Boards and Associations can confidently refer an individual for testing, referral for treatment and for monitoring on its behalf. RPP has a director, medical director, legal advisor, treatment coordinators and administrative staff. It currently monitors over eight hundred clients. It is led by an advisory committee which consists of one member from the four Boards and the four Associations.

So now we have three institutions which are interested in the addicted or substance abuse individual. First is the State Board of Dentistry whose primary responsibility is to protect the public by insuring that licensed dentists maintain personal and professional standards which will accomplish that end. Second, we have RPP which acts as a resource to refer those with addictive problems to and which acts as a monitoring device on behalf of the Board. Lastly, we have DAAC which is a committee of the South Carolina Dental Association and which is interested in the personal aspects of the addicted person.

DAAC is composed of two members from each district.

DAAC is a resource that the South Carolina Dental Association has made available to its members. The members of FAAC are available twenty-four hours a day year round. A member, his family, his staff, a concerned colleague or any concerned citizen may call at any time to discuss a problem either perceived or real. This may be done with confidence that any conversation will always remain confidential and that the individual's identity will never be revealed.

At times, further investigation is necessary before any action is taken or to determine the extent of the problem. Interventions are conducted when necessary. DAAC maintains excellent relationships with many well know treatment centers. Usually we will consult with RPP when this is occurring.

DAAC works closely with RPP. When the Board refers a dentist to RPP, DAAC is notified. If a dentist comes to DAAC voluntarily, we ask him to enroll in RPP. In that way, the Board is never aware of the individual's identity.

When it is necessary for a dentist to be away from his practice, DAAC works with the staff and family in managing his absence. DAAC provides locum tenens when needed.

An addiction problem usually upsets the family dynamic and causes it to be dysfunctional. To the extent that DAAC members can, we work with the family until it can start to rebuild itself.

When legal problems exist, DAAC works with the individual's attorney and will act as his advocate as long as he is compliant with the terms of his contract.

Many times there are financial problems which exist. DAAC works with the individual to the extent they can in that area.

DAAC meets twice a year with its participants. The committee generally has between 15 and 20 participants at any one time.

The goal of this committee: To advocate and assist an individual who has seemingly lost his way and, with understanding and compassion, help him get back on track to a wholesome, productive and happy life in spite of his disease.

Submitted by Dr. Curtiss Daughtry, Chairman, DAAC