



SOUTH CAROLINA DENTAL ASSOCIATION

Bulletin

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2017 HOD Farewell- Caring, Teaching, Dreaming and Singing

By Rocky Napier, SCDA President

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Thank you Mr. Speaker, officers, delegates, distinguished guests, colleagues and friends.

Good morning! This is your Captain speaking. I would like to welcome you back to Columbia, SC, where the current time is 9:53 a.m., the local temperature is 46 degrees and warming, and the skies are clear. On behalf of the South Carolina Dental Association and this South Carolina based Board of Governors, Committee Members and Staff, I would like to thank you for being a member of our Association and letting us serve you for the past year. And, whether this is your final destination today or you will be practicing somewhere else across the state of South Carolina in the near future, we hope you will continue to choose the South Carolina Dental Association for all of your dental profession's needs during your career.

Yes, we all took off on another journey last year about this time, and thanks to everyone here today, we have returned home safely. Along the way our Association has accomplished many things. As I mentioned to you last year, internally our SCDA Staff continue to blossom and is poised to be the most efficient, strongest, and best it has ever been over the next year. At this very moment, Chris and Craig are leading the periodic evaluation and compensation of our Association executive director and staff to a much more standardized and comprehensive protocol. This will assure that we retain the most highly talented and capable personnel we need to move this Association forward. Additionally, Craig has led our SCDA Member Benefits Group, SCDA Foundation, and our overall investment portfolio into a better position than ever before. Finally, with Scott leading the updating of our Constitution and By-Laws and Thomas leading the updating of our SCDA Position Paper on Oral Health in SC, and Ron leading the completion of our Community Water Fluoridation Toolkit, our Association clearly has its eye on the future.

Externally, we have continued to foster and improve our relationships with the SC Legislature, SC State Board of Dentistry, SC DHEC Oral Health Division, MUSC James B. Edwards School of Dental Medicine, EdVenture Children's Museum, Colgate Bright Smiles Bright Futures Dental Program, Donated Dental Services Program, Dental Access Days Program, and many other community outreach activities across the state. At the ADA HOD, with Rainey as our chair, your delegation carries many strong voices and remains highly respected across the entire nation, as do your other council members. Finally, with Tom's continuing dialogue with SC DHHS and Medicaid; and as your next President, your entire leadership team for next year has never had more scope or more wisdom.

Over the past year, one of the themes that I have returned to often is the responsibility we have as learned professionals to teach and to give back to those with the greatest needs. It was featured on the cover of our successful Annual Session brochure. That cover reminds me of this quote attributed to Theodore Roosevelt. "Every man owes some [or part] of his time to the up-building of the profession to which he belongs." Alternatively, "Every man owes a sacred obligation to the profession which gives him his livelihood." And, when you are a part of the world's most highly rated profession for three years running, that obligation is much greater than ever before. Bill Clinton once said, "We need to empower our people so they can take more responsibility for their own lives in a world that is ever smaller, where everyone counts...We need a new spirit of community, a sense that we are all in this together..." Five or more decades ago, prevention was dentistry's hallmark, our overwhelming mantra. Our profession needs to profoundly and comprehensively, both medically and dentally return there again. And, this time it

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should be for everyone's benefit.

Warren Buffett said, "If you're in the luckiest 1 percent of humanity, you owe it to the rest of humanity to think about the other 99 percent." So, let's not forget how lucky we are, how blessed we are. Forget the odds of us all being here together today as representatives of our membership. Forget the odds of us all being dentists. Let's just look at the odds of each of us just being here alive on this planet. Dr. Ali Binazir illustrates the extremely unlikely chain of events that would have to occur in order for you to be born with this example in a blog post: "Imagine there was one life preserver thrown somewhere in some ocean and there is exactly one turtle in all of these oceans, swimming underwater somewhere. The probability that you came about and exist today is the same as that turtle sticking its head out of the water - in the middle of that life preserver, on one try." Dr. Binazir has crunched the exact numbers and the odds of you being alive today are basically zero and that is what defines a miracle. Alternatively, imagine two million people with trillion-sided dice rolling the number 550, 343, 279, 117 all at the same time. That's how lucky we all are. He then charges us, "Now go forth and feel and act like the miracle that you are."

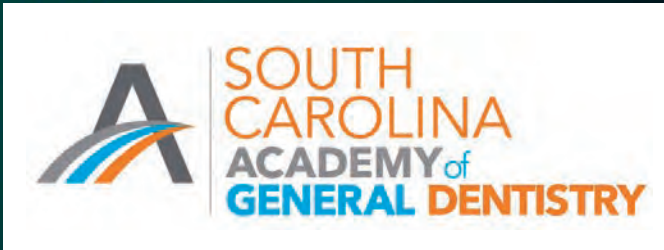
To extend that thought our profession lost some true miracles in this state over the past 12 months. They were recognized earlier this morning. At the same time all of humanity lost many miracles likewise. I would like to share just two of them with you today. To be more specific, I am speaking of two more of my greatest heroes, John Glenn and Arnold Palmer. USMC Colonel Glenn, as an astronaut was the first man to orbit the earth. His lesson, when preparation meets opportunity never fear being the first in your profession. As a senior U.S. Senator, he was also the oldest man to ever be sent into space. His lesson to us, you are never too old to participate in some way in your profession and make certain to never forget its history. As S.C. Senator Kay Patterson said on the floor of the Senate in his farewell speech in 2008, if you ever want to know what is going to happen in the future, make sure you have studied all that has occurred in the past. Our profession is not the first to be encroached upon by the government, the insurance industry, and alternative delivery systems. Let's not forget the miscalculations of the past. Let's make sure we stay prepared for our future opportunities, and let's make sure we always know our history. The world's greatest profession depends on you. More importantly, so does the oral health status of ALL your fellowmen.

To that end and before I close, let me share with you a story about Arnold Palmer. Mr. Palmer took the profession of golf from nothing to a worldwide presence and status no one could have ever imagined. His lesson, he did so by being his profession's greatest ambassador. Yet, he remained a very common down to earth man. But to me, his most important lesson goes like this. Actor Chris O'Donnell was playing with Arnold as a team in the Lexus Challenge one year, a pro-am event for 12 senior champions and 12 celebrity amateurs. It was a unique format since the celebrities' score figured into the purse for the pro. They were playing a par 5. While Arnold out drove Chris, Arnold was in some trouble. So, Chris started to pull out a short iron and lay up. Well, when Arnold saw that he ran out of the rough and across the fairway towards Chris yelling, "Hey! Don't you ever lay up for me! You hit that 3 wood." So, no matter where you are in giving back to your profession and volunteering for this Association, I hope you didn't lay up because of me over the past year and don't you ever lay up for anyone else. When it comes to serving the public and preserving your profession, always give it your absolute best. At the end of the day, we will all be winners.

In closing, when Elvis was one recipient of the Ten Outstanding Young Men award from the Jaycees in 1971, he said, "When I was a child, ladies and gentlemen, I was a dreamer. I read comic books, and I was the hero of the comic book. I saw movies, and I was the hero in the movie. So, every dream I ever dreamed has come true a hundred times." He went on to say while paraphrasing a song, "I'd like to say; I learned early in life that: "Without a Song," the day would never end; "Without a Song" a man ain't got a friend; "Without a Song," the road would never bend, "Without a Song". So I keep singing a song."

It has been said, the greatest gift you can bestow upon someone is the gift of leadership. I can never thank all of you enough for the confidence you placed in me and your ongoing support. As a child, many times I dreamed just like Elvis. In fact, many times I wished I were Elvis. However, I never dreamed I would be a dentist, much less a pediatric dentist. I never dreamed I would be here today, much less your President. But with volumes of assistance, somehow it all came to pass. I never dreamed that I would have all the answers, but perhaps maybe a few. And at the end of this 12 month period, well like Elvis, I'll just have to keep on dreaming and singing. Maya Angelou said, "A bird doesn't sing because it has an answer. It sings because it has a song." For this brief year, I sincerely appreciate you allowing me to sing on your behalf. I truly hope it was your song, too. Most of all, I hope it was the right song for our profession and our fellowmen.

Until next time, Docere, Doctor, Teach! Talk with you later and thank-you very much. - Rocky



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Section 1557

Previously sent as an SCDA Action Alert September 27, 2016

By now you have most likely heard of Section 1557 of the Affordable Care Act (ACA) that was designed to protect individuals from discrimination in health care. The Office of Civil Rights (OCR), which currently enforces HIPAA, will be enforcing Section 1557 as well.

Dentists and dental practices that receive certain payment from the U.S. Department of Health and Human Services, such as Medicaid or CHIP reimbursement or "meaningful use" payments under the Medicare and Medicaid Electronic Health Records Incentive Program must comply with Section 1557. Additionally, the final rule applies to a dental practice that receives reimbursement under Medicare Advantage (Medicare Part C), whether the plan reimburses the dentist or the patient.

These practices must have certain notices displayed in their practices and on their websites by October 16, 2016. They must be included within certain publications as well.

There are 2 notices to display and below are links to those notices. One is for practices who employ less than 15 employees and the other is for larger practices. The larger practices must assign a team member as the grievance coordinator and have a grievance procedure in place, therefore their notice differs from that of a smaller practice. These forms are electronically writable, but you must first be sure to download them to your computer.

Regardless of size, all practices impacted by Section 1557 will utilize the below "ADA Taglines" as the second notice and it contains the 15 most commonly used languages in our state.

The final link contains a list of translators that you may utilize should you so choose. These companies are not endorsed and/or sponsored by the SCDA in any manner. This list is provided as a simple reference only.

Below is a link to the ADA's Centers for Professional Success and it has a wealth of information regarding Section 1557 of the ACA. This is a member benefit, so you must log in with your ADA number in order to fully view this link.

<https://success.ada.org/en/practice/operations/section-1557/section-1557-the-basics-on-what-you-must-do>

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[15 or more employees](#)
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Oral Pathology Quiz #13

By Angela C. Chiu, Craig Little², Brad W. Neville¹

¹Division of Oral and Maxillofacial Pathology, College of Dental Medicine, Medical University of South Carolina ²Oral and Maxillofacial Surgeon, Private Practice, Summerville, South Carolina

A 68-year old female was referred by her family dentist to an oral and maxillofacial surgeon for evaluation of a well-defined, multilocular radiolucency in the right posterior mandible (Figure 1). The patient was asymptomatic. An incisional biopsy showed a cystic lesion with a stratified squamous epithelial lining and associated keratin production (Figure 2A). The epithelial lining exhibited areas with a relatively uniform thickness, a wavy parakeratin layer, and basilar nuclear palisading and hyperchromasia (Figure 2B). In some areas, the epithelial lining had separated from the surrounding fibrous connective tissue wall.

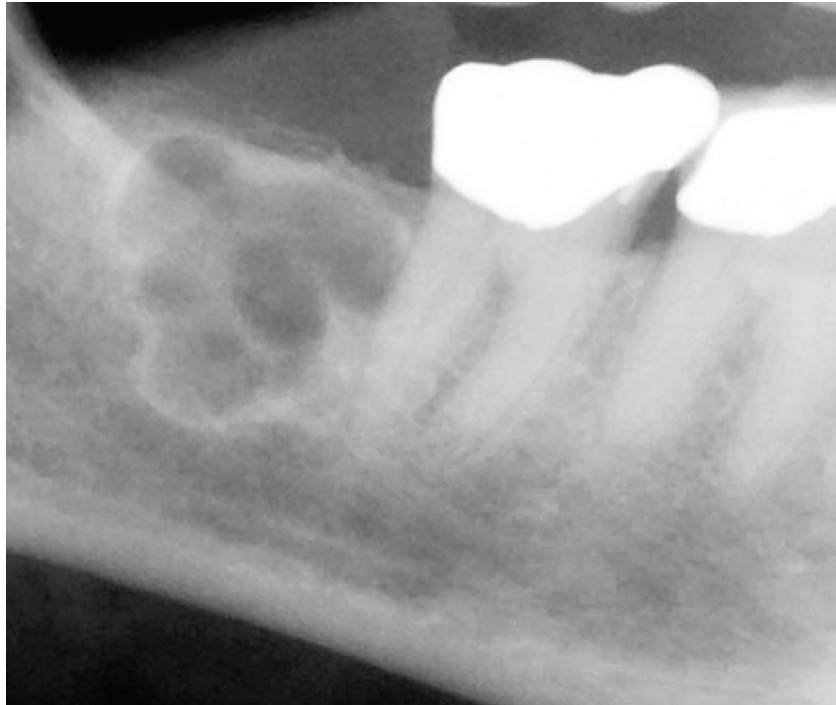


Figure 1. Radiograph showing a well-defined, multilocular radiolucency in the right posterior mandible.

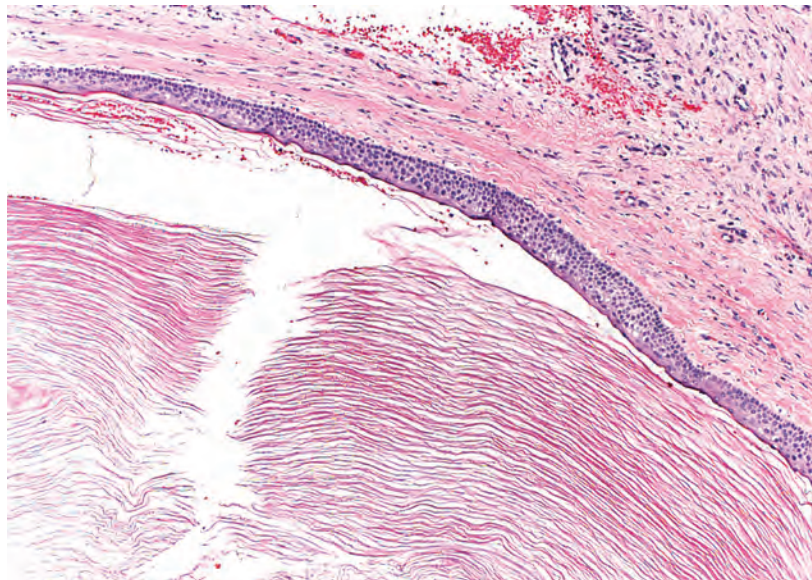


Figure 2A. Low-power photomicrograph showing a cyst with a stratified squamous epithelial lining. There is abundant keratin within the cyst lumen. (hematoxylin and eosin stain, original magnification 100x)

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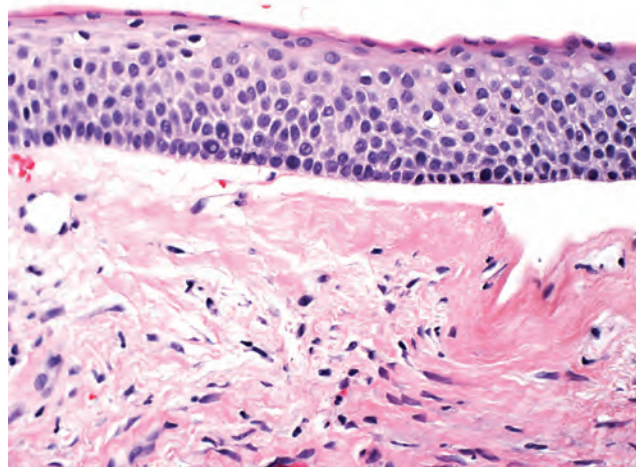


Figure 2B. High-power magnification showing a stratified squamous epithelial lining with a relatively uniform thickness, a wavy parakeratin layer, and basilar nuclear palisading and hyperchromasia. In some areas, the cyst lining had separated from the fibrous connective tissue wall. (hematoxylin and eosin stain, original magnification 400x)

What is the best diagnosis?

- A. Dentigerous cyst
- B. Ameloblastoma
- C. Odontogenic keratocyst (keratocystic odontogenic tumor)
- D. Odontogenic myxoma
- E. Intraosseous mucoepidermoid carcinoma

Answers on Page 10



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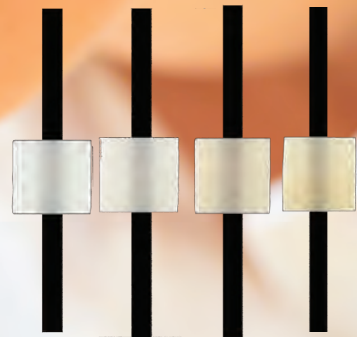
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ANSWER: C. Odontogenic keratocyst (keratocystic odontogenic tumor)

DISCUSSION: The odontogenic keratocyst (OKC) represents a developmental odontogenic cyst derived from remnants of the dental lamina. Based on molecular genetic and immunohistochemical findings, some authorities regard this lesion as a benign cystic neoplasm and, thus, prefer the designation keratocystic odontogenic tumor. The lesion may occur over a broad age range, with more than half of affected patients in the second through fourth decades. As seen in the current case, there is a predilection for the posterior mandible. Small lesions are typically asymptomatic and discovered incidentally during radiographic examination, whereas large lesions may cause swelling, discomfort, pain, and/or drainage. The OKC typically presents as a well-defined, unilocular or multilocular radiolucency. The lesion may surround the crown of an impacted tooth, occur adjacent to tooth roots, or arise in a site where a tooth failed to develop.

Microscopically, OKCs exhibit a stratified squamous epithelial lining with the following characteristic features: relatively uniform thickness (approximately 5 to 8 cell layers), wavy parakeratin layer, basal layer of cuboidal cells with hyperchromatic and palisaded nuclei. In addition, a flat interface and areas of separation typically are evident between the epithelial lining and the fibrous connective tissue wall.

Lesions surrounding the crown of an unerupted tooth may mimic a dentigerous cyst; however, on a microscopic level, the nonkeratinizing stratified squamous epithelial lining of a dentigerous cyst differs from the distinctive lining of the OKC. The differential diagnosis for a multilocular radiolucency in the posterior mandible may include not only OKC but also various other lesions, such as ameloblastoma, odontogenic myxoma, and intraosseous mucoepidermoid carcinoma. Therefore, microscopic examination is needed for definitive diagnosis. Ameloblastoma is characterized by a solid to cystic proliferation of odontogenic epithelium. The basal or outer epithelial cells are columnar with hyperchromatic nuclei exhibiting reverse polarization (i.e., oriented away from the basement membrane); the central or superficial epithelial cells may exhibit stellate reticulum-like differentiation. Odontogenic myxoma is characterized by a proliferation of spindle-shaped, stellate, or round cells within a loosely arranged, lightly fibrillar stroma. Mucoepidermoid carcinoma arises in the jaws only infrequently, with a predilection for the posterior mandible; the lesions exhibit epidermoid (squamoid), mucous, and intermediate cells in variable proportions, with cystic to solid growth patterns.

Although the OKC most often occurs as an isolated finding, at times it also may arise in association with the nevoid basal cell carcinoma syndrome (Gorlin syndrome). This heritable condition is caused by mutations in the patched (PTCH) tumor suppressor gene. In addition to OKCs, a variety of manifestations are possible, such as multiple basal cell carcinomas of the skin, lamellar calcification of the falx cerebri, palmpantar pits, enlarged head circumference, mild ocular hypertelorism, rib anomalies, vertebral anomalies, cleft lip and/or palate, and medulloblastoma.

Most relatively small OKCs are removed by simple enucleation and curettage, although aggressive curettage or peripheral ostectomy may be performed when a diagnosis of OKC is suspected preoperatively. For larger lesions, an incisional biopsy may be performed to establish the diagnosis, followed by definitive surgical removal (e.g., enucleation with peripheral ostectomy, en bloc resection). Alternatively, large lesions may be decompressed by insertion of a polyethylene tube, which induces gradual reduction in lesion size prior to surgical removal. Current areas of investigation include the use of hedgehog signaling inhibitors for the treatment of OKCs, as well as basal cell carcinomas, in the setting of Gorlin syndrome. The overall prognosis of OKCs is good, although there is the potential for recurrence. Reported recurrence rates vary, with some larger studies reporting recurrence in approximately 30% of cases. Therefore, long-term follow-up is recommended.

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The South Carolina Recovering Professional Program (RPP)

By Phil Latham, SCDA Executive Director



There is an ever-increasing number of addition problems in our society. Some statistics from the US Surgeon General's report and Centers for Disease Control report that:

- Over 21 million Americans have an alcohol and/or drug addiction
- 91 Americans die daily from opioid abuse
- 66.9 million Americans use tobacco products
- The three most abused drugs in the world are legal: tobacco, alcohol and caffeine

The Recovering Professional Program (RPP) in South Carolina is a confidential professional substance abuse monitoring service contracted through the Lexington Richland Alcohol and Drug Abuse Council (LRADAC) to address the problem of impaired healthcare professionals. The RPP was developed originally by LLR for the S.C. Boards of Dentistry, Medical Examiners, Nursing, and Pharmacy to provide a consistent, accountable mechanism for early identification, referral and monitoring of licensees with substance abuse problems.

The RPP is designed both to be an alternative and a supplement to the Dental Board's disciplinary process. The RPP accepts both board referrals and voluntary participants for a five-year monitoring program in which licensees have an opportunity to return to safe effective practice. Voluntary participants remain anonymous to the licensing board so long as they are compliant with RPP requirements. The program management is funded through LLR. Participants pay all costs associated with their individual participation, such as evaluation, treatment, and drug screens.

The participating boards, professional associations, and agencies are represented on the RPP Advisory Committee, which provides advice and guidance to the RPP and agencies on policy matters. The Advisory Committee also provides oversight for the participating boards of RPP compliance with procedures approved for their licensees.

The RPP mission is "committed to the protection of the public's safety through the early identification of impaired health professionals who are in need of assistance and the return to safe practice through appropriate referral and effective monitoring, rehabilitation and recovery."

More information on the RPP is available at www.scrpp.org.



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Mastering the One Page Marketing Plan

By Mark Brown

Every dental practice can benefit from a well thought-out marketing program. An in-depth marketing plan that outlines your vision and growth benchmarks can be deeply insightful. These studies with their extensive research findings and charts also tend to be overwhelming and costly. The good news is that a marketing plan does not have to be exhaustive to be effective. In fact, the only truly effective marketing plan is one you will actually use. Here's how to put together a simple one-page document that outlines your objectives, strategies, tactics, and budget – the key elements of any marketing plan:

OBJECTIVES: In a few sentences, define the goals of your marketing program – what is it you want your marketing to achieve for your business? For instance:

- Generate more productivity from your current patient base?
- Bring new patients and increased traffic flow to your practice?
- Attract a new category of patients (or "prospective market"), such as children, patients who need implants, or other special services?

Be sure to make your objectives measurable so you know whether you have achieved success with your program. For example:

- If your goal is to attract new patients, indicate how many and a timeframe: "Increase patient base by 10% within the next fiscal year."
- If your objective is to grow profitability, you might list your objective as: "Increase the patient commitment by 5% per year."

STRATEGIES: Marketing strategies define the general activities you will undertake in order to meet your objectives. So, if one of your marketing objectives is to boost productivity with your current patient base, then several strategies might be to:

- Communicate specialized services to patients
- Implement an introductory family discount program
- Fine tune your patient recall program

If your objective is to attract a new group of patients to your practice, effective strategies may include:

- Advertising your services in local print and digital media
- Holding a meet-and-greet event in your practice
- Getting involved with the local community

TACTICS: Marketing tactics are your toolkit for implementing your strategies. These are specific and linked to your marketing budget. For example:

Strategy: Communicate specialized services to patients

Tactics: - Create a bi-fold brochure before end of year outlining the scope of services offered through the practice
- Create an in-office video by mid-summer showcasing treatments and services available

Strategy: Get involved with the local community

Tactics: - Create a Facebook page and Twitter account within the next three months and assign staff to keep current
- Volunteer once a month in your community

Once you have a list of marketing tactics, prioritize them based on their value in helping you meet your objectives.

BUDGET: Plan to set aside a specific percentage of net profits for marketing activities – for example, 5% of your net cash flow per month. This gives you a marketing budget:

	<u>Example:</u>
- Estimate your annual cash flow:	\$250,000
- Multiply by your % of set-aside funds:	x 5%
= MARKETING BUDGET:	\$12,500

Then allocate these funds to the tactics listed in your marketing plan in order of priority.

That's it! You now have an effective one-page marketing plan that you can easily implement and modify as needed to help you meet practice goals and build your future success.

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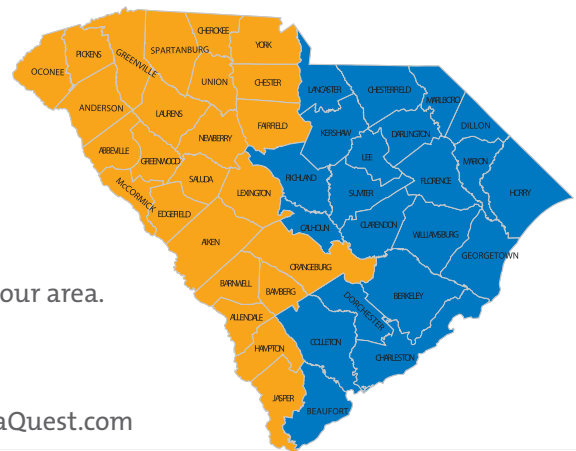
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To learn more about the Healthy Connections program or DentaQuest, contact a provider relations representative in your area.

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Are You Holding Daily Team Huddles?

By Matthew Sutton, Business Development Manager, Wells Fargo Practice Finance

If you're like most of us, you hit the ground running when you get to the office, immediately jumping into the challenges of the day. It may seem like you'll never catch up with the innumerable demands of running your own dental practice.

But hold on a moment. Have you considered the many benefits of taking time each morning to host a "team huddle" with your staff? A team huddle gives you and your team an opportunity to discuss and prepare for the day ahead, and can make all the difference in shaping the kind of day you have. Team huddles can help reduce stress by providing a clear strategy for meeting daily goals. In addition, team huddles are a great way to facilitate open communications and ensure a continued focus on priorities.

Take a few minutes towards the end of each day to jot down an agenda for the next morning's team huddle. Then take no more than 15 minutes for the morning huddle, before your first patient arrives. Be sure to include your full staff in each team huddle meeting.

Below are sample topics you can use to build your daily agenda. Select the topics that are most relevant for each particular day to ensure you stay within your 15-minute timeframe:

1. Yesterday's schedule and performance
 - What went exceptionally well (beyond normal expectations)?
 - What could be improved? Keep this short and simple, for example:
 - "Let's try to move patients through registration more quickly"
 - "We could do a better job of coordinating our lunch breaks"
2. Today's schedule
 - What time have you set aside for emergencies?
 - Is there anything special you need to know about today's patients?
 - Any problems, concerns, celebrations everyone should be aware of?
3. New patient information
 - Share any information gathered over the phone or online about new patients coming in today
4. Production goals
 - Review whether you reached production and collection goals yesterday, and where you are to date in meeting monthly production goals
5. Financial discussion
 - Review the patients you are expecting payment from today, patients needing financial arrangements, and any problem accounts or unpaid balances
6. Pre-block appointments (preserving a block of time for significant treatments)
 - Identify the day's pre-block schedule for both new and repeat patients
 - Note: If you have been unable to fill pre-blocked time 48 hours before the scheduled day, fill the time with any available procedure
7. Internal marketing
 - Target one or two patients visiting today to ask for referrals
 - Follow up on the results of yesterday's efforts to obtain at least one or two patient referrals
8. Unscheduled treatment needs
 - Identify any patients coming in today with needed treatment that has been diagnosed but not yet scheduled, and make a plan for attempting to schedule the treatment
9. Thought for the day
 - Use a quote, cartoon or short story to highlight a particular work challenge, inspire your team to stay positive and focused, or express appreciation for their hard work

By holding team huddles on a consistent, daily basis, you will likely soon find you have new ideas for completing projects, enhancing patient relations, dealing with financial issues, and improving overall productivity and efficiency.

FASTRAK²⁴

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East Cooper Community Outreach Dental Clinic (non-profit) is in need of a **surgical handpiece** (Hall). If you are willing to donate or have one available for a reasonable purchase price please contact white@eccocharleston.org.

Ambulatory Anesthesia Associates has 35 years experience providing mobile office-based sedation and **anesthesia in dental offices**, delivered with patient safety and satisfaction first in mind. We provide a convenient and cost-effective service for both dentist and patient. Now serving SC, we look forward to working with you. Janielle@ambanes.com.

Planning for Retirement? - As a dentist, planning for retirement means more than just putting aside income for your future. Many dentists haven't considered what will happen to their most valuable retirement asset — their dental practice. PARAGON can help. Contact Kenneth Gudz, DMD at kgudz@paragon.us.com or 843-816-4801 today.

Locum Tenens/Positions Wanted

Since 1975, **Dental Power** has been placing dentists seeking work! We have clients in SC with fill-in/locum tenens needs, short-term assignments (mobile dentistry and school based programs), long-term contract work and associate position openings. View specific opportunities at www.DentalPower.com or 800-710-9720.

Matika Irons & Associates, LLC (formerly Forest Irons & Associates Inc.) is searching for several general dentists to work in private practices in all areas of SC, particularly **West of Greenville**. Please visit www.matikairon.com for more information. Compensation is based on an hourly rate or percentage of production or collections. All replies are held as strictly confidential.
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Please contact the SCDA if you can **fill in short-term**. Copelands@scda.org or 800-327-2598, with your name, number, and area you would be able to travel to.

Positions Available - Dentists

Our Lady of Mercy's on Johns Island needs **volunteer SC licensed dentists** to provide er & basic dental. M-Th & Tue evenings. Contact Dr. Howard or Jakki at 843-559-4493.

Volunteer at the Helping Hands Dental Clinic (Georgetown). Licensed SC dentist, to provide extractions. Thur 5:00 pm. Tracy at 843-527-3424 or acct.hhands@gmail.com.

Great Expressions has full-time opportunities for **Dentists in our metro-Atlanta** practices, including in: Newnan; Decatur; Midtown; and Douglasville, GA. High Compensation Opportunity: Six-Figure Income vs. Percent of Production w/ large sign-on or relocation possible as well! Clinical Freedom and Treatment Autonomy! Defined career-path, health/dental, 401K, time-off, malpractice assistance, CE. Call 678-836-2226 or email ross.shoemaker@greatexpressions.com!

A busy multi-specialty practice is currently seeking **FT Orthodontists**—We have openings in Greenville/Anderson and Columbia/Sumter: 4 days/week. We offer competitive pay, flexible scheduling, sign-on bonuses, relocation assistance, 401k, paid time off as well as medical, dental, vision, life and malpractice insurance. Emily Platto (770) 508-6810, eplatto@benevis.com

General Dentist and Oral Surgeon, Charlotte, NC- Full time opportunity to join an established group practice. University Dental Associates offers our doctors a collegial environment, doctor leadership and mentoring opportunities, professional management team, and is accredited by Accreditation Association for Ambulatory Health Care (AAAHC). Minimum of 3 years of experience. Contact Kate Anderson: kateanderson@amdpi.com.

Endodontist needed once or twice a month in our busy Columbia office. Potential opportunities (days) at our other locations. Please contact Chad at tolbertc81@yahoo.com or 803-429-7058.

Pediatric Dentist needed for Hospital cases. We need one for Columbia, Lancaster and/or Greenwood to do 3-4 cases. Please contact Chad if you are interested in any or all locations tolbertc81@yahoo.com or 803-429-7058.

Signing Bonus Offered for Lexington, SC pediatric dental office: Excellent Opportunity for **Pediatric Dentist** at established Pediatric Dental office; two opportunities and two locations in Lexington, SC now hiring! Opportunities also available in the Charleston area for Pediatric, General Dentists and Orthodontist. www.smilesforlifeforlifenetwork.com

Kool Smiles Associate **Dentists needed** - FT/PT opportunities in Columbia and Orangeburg, SC as well as for Traveling Role (Charleston, Rock Hill, Greenville, Anderson, Sumter). Earn daily guarantee up to \$800/ DAY + sign-on/relocation! The top half of our dentists earn more than \$200k/year. Contact Renee Baron (404)862-9685 or rbaron@benevis.com.

Large group dental practice looking for **associate dentist** to join expanding team. Positions available in Indian Land and Rock Hill. Competitive/excellent pay for qualified candidate. Experience preferred. State of the art facility. Candidates must have great work ethic, excellent skills and good chair-side manner. Interested candidates email CV to smilingdds1@gmail.com

General Dentist needed for part-time leading to full-time position. Comprehensive and Family oriented FFS practice in Lugoff. Please email CV to info@watereefamilydentistry.com.

Large office in growing area in search of **full time general dentist** with potential to buy in future. Experience with extractions & implants preferred. Office is in new building with up to date and modern equipment. Contact rjrennerdds@yahoo.com.

Associate positions available in Columbia and Lexington locations. State of the art offices, digital & CEREC. Opportunity for ownership if desired. New grads welcome! Guaranteed pay. Relocation bonus available. Contact: russellch@pacden.com.

Associate Dentist needed ASAP. Bread and butter practice visit www.ridgelandsmiles.org. Compensation 35% of collections. Located near Hilton Head, Charleston and Savannah. Contact arlthprl@hargay.com.

Greenville area dental office is looking to add Friday hours and is searching for a new or experienced dentist. Please contact blue.jmoon14@gmail.com.

Lexington/Richland **full or part time dentist** opportunity. Modern facilities with established patient base. Call 803-785-9991 or email pgoose@gmail.com.

Associate Needed- Greenville, SC focused on providing comprehensive quality dentistry. Prefer experience placing implants, IV sedation, 3rd molar extraction and endo. You will provide excellent dentistry while working a great schedule and maintaining a good work/life balance. Please call 864.688.9468 to discuss joining our great team!

General or Pediatric Dentist needed for fast growing, high-tech, fun environment. Part-time or full-time positions, flexible hours. Competitive compensation. Email CV to tonia1014@yahoo.com. The next phase of your career starts right here!

Dentist Needed - ReGenesis Community Health Center is looking for a motivated and compassionate dentist dedicated to providing quality dental care in a community based setting. Ideal candidate would have a passion for working with underserved populations. Competitive salary, full benefits and opportunity for possible student loan repayment through NHSC available. Contact jcokley@myrhc.org.

Pediatric Dentist needed ASAP in Columbia SC- Full Time position available immediately. Full patient load immediately. Income potential is great. Benefits-relocation fee, health insurance, 401k plan and paid malpractice. CE/professional membership stipend. We are not a corporation. Contact ellis3dmd@gmail.com

Orthodontist needed in our growing practice. We are looking for someone to work twice a week. We offer a daily rate plus a bonus system. Please contact Chad Tolbert at tolbertc81@yahoo.com or 803-429-7058.

Morrison Dental Associates in Savannah is seeking a full time **pediatric dentist**. Income is robust with a \$16,000 monthly guarantee for 9 months and 40% of collections thereafter. A candidate that signs a 3 year contract will receive an annual bonus of \$25,000 for a total bonus of \$75,000. Relocation and Georgia licensure assistance available. aminish@mdadental.com.

Associate Dentist needed in Macon/Warner Robins, GA. \$10,000 sign on bonus. Fully staffed private practice with multiple doctors seeking a full-time associate 4 days per week. Great opportunity to step in and contribute immediately while earning a good income. Full benefits available, 401K, malpractice, life insurance. Contact Zac zrhinesmith@benevis.com or 770-710-3042.

PRN or part-time openings in **east-northeast** SC. Flexible weekday schedules, the latest mobile equipment/supplies and all scheduling/billing is provided. Great for supplementing start-up's, ramp-up within an existing practice or those looking to reduce days of operation. Contact scott.shue@360care.com

General dentist needed immediately digital up to date office with experienced staff. \$800.00 daily or 30% collections. Email CV: cdcsmiles@live.com or call 803-738-2424.

Multiple faculty positions. To be considered an applicant for these positions you must apply online at <http://www.augusta.edu/hr/jobs/faculty/> Job ID#'s 9895 and 13286. Upload your curriculum vitae.

Positions Available- Staff

Our Lady of Mercy Community Outreach on Johns Island is seeking a **PT dental assistant**. 3 days a week (max of 22 hrs per week). Must have associates degree or accredited program, CPR certification, and exemplary customer service skills. Submit a resume and cover letter to jennifer.meshanko@olmoutreach.org.

Teach dental courses, advise/recruit students, oversee curriculum faculty schedules, program budget, maintain compliance with accreditation standards; supervise assessment procedures. Master's degree in related field; 3 years work experience. Must be a licensed registered **dental hygienist**. Contact 843-661-8320.

Seeking employee to work full time (Monday-Thursday) at **front desk** for established general practice in Chapin SC. Please call 803-345-5811 or send resume to ediegoredmd@gmail.com

Dental Hygienist sought for General Practice in Blythewood SC. Please send resume to bwdent@outlook.com or 803-691-4430.

Practices/Office Space Available

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Large, established practice **for sale in Central, SC** 45 minutes from Columbia. Over \$1.5 million in collections last 12 months & still growing. Practice is well equipped with latest technology and is located in free standing building in prime location. Selling Dr. desires to stay and continue working. Contact dental.encompass@gmail.com.

Perio practice #SC-1338: Spartanburg County. 5 operatory perio practice. Well established practice in phenomenal area, free standing building in gorgeous setting. Avg. collections \$657,871. Contact National Practice Transitions 877-365-6786 x230 a.christy@nptdental.com, www.nptdental.com.

Established **general practice for sale near Columbia**. Great staff, FFS practice collecting over \$650k. 5 operatories in owned facility, expandable, and available for sale. Doctor will stay for short transition. More information, please call 678-48207305 or email info@southeasttransitions.com. Listing ID SC1073.

Busy **Greenville dental office** has 3-4 operatories to rent. Ideal location, near Greenville Tech. Please contact Alexis at Creekside Dental 864-242-0496 or alexis@creeksidedentalsc.com.

Colleton County- 50 miles from Charleston, SC located for growth. Seeking a quiet lifestyle in the low country? 2016 Rev., \$640,000. Four ops with Dentrax, I/O cams, digital x-ray, pano. Loyal patients / great staff. For details contact Henry Schein Professional Practice Transitions Consultant Krista Butler, 919-622-8339, Krista.Butler@henryschein.com. #SC115

Charleston, SC- Medical complex area dental office 1,500 sq ft. 5 operatories, for sale or lease, ample parking, available July 1, 2018. Cabinets and some equipment go with office. Call 843-557-1994 or drprfect65@aol.com.

Established General Practice **West of Columbia** near Savannah River, in small town collecting over \$600k, 4 days/week, same location for 7+ years, 3 equipped operatories, expandable, transitioning to chartless/paperless, digital xrays and Sirona Pan, Doctor available to assist with transition, but would like to retire immediately. For more information please email info@usdentaltransitions.com or call 678-482-7305. Listing ID SC1074

General practice South of **Columbia**. Collecting over \$700K, 4-days per week, Primarily FFS and PPO, 5 equipped operatories, free-standing building also available for sale, Doctor will stay on for transition period. For more information please email info@usdentaltransitions.com or call 678-482-7305. Listing ID SC1065.

For Sale

For Sale: Dental equipment chairs, units, lights, cabinetry, x-ray, vacuum, compressor, sterilizers and handpieces. Any and all things dental call 843-697-7567.

For Sale: I-CAT- 2008 Gendex GX-CB500. This unit is in good working condition and was recently pulled from service and professionally de-installed. \$35,000 contact charles@mstxs.com or 843-697-7567.

For Sale: Instrumentarium 200 PAN/TOMO. Great machine that takes great images. \$4,000 or best offer. Buyer responsible for installation. Please contact periothree@sc.rr.com or call 843-272-2536

For Sale: 2 Sirona Orthophos 3 digital panoramic x-rays. One is fully functional and the other is only missing a timing circuit board. Offering both as is for \$12k obo call 864-229-4813

For Lease: Dental Office in Bluffton, SC. This free standing building with plenty of parking has been a dental office for 30 years! This building offers excellent visibility and promises immediate patient flow. Adjacent to a Pediatric Dentist. Contact Dr. Shane Harpham for more information 989-415-3397-Cell Shanedmb41@hotmail.com

2 fabulous **modular dental cabinets/units complete w/compressors** 2k each, obo 1 Belray digital apical xray unit great condition, hardly used, 2k, obo please contact Pkaufman 207.751.2225 (text) or akrk@sccoast.net.



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