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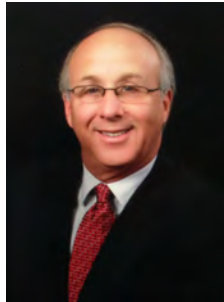
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### Giving Back to Our Members

By J. David Moss, DMD



Dr. David Moss

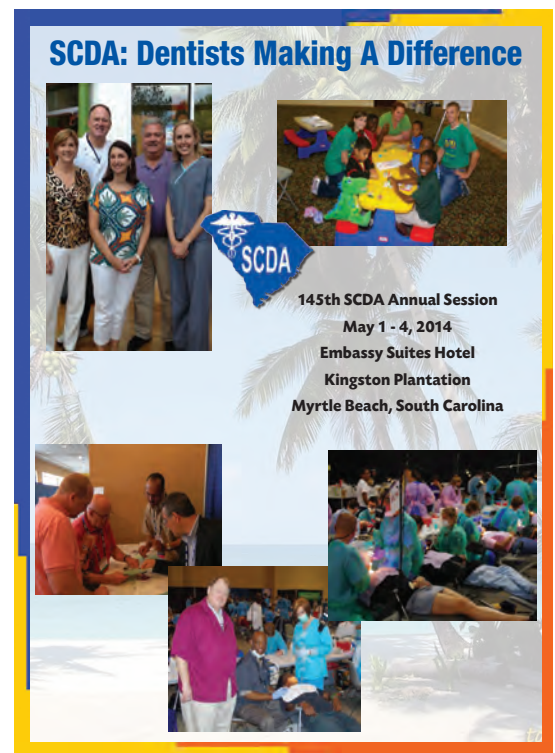
It is always the goal of every organization and association to be good stewards of finances. From top to bottom, SCDA has been exceedingly cognizant of where and how dues and other revenues are spent. This has been very apparent as it relates to our Annual Session. As you may know, several years ago the Annual Session was removed from the general budget of SCDA and placed in a special category with a starting budget each year of \$25,000. As the various districts sponsor their meeting once every four years, the convention committees plan to be sure that they end up with that \$25,000 to provide the subsequent district with its starting budget.

The truth is that each of the recent conventions has done more than just return their beginning funds. Indeed, each year has ended up in the black. As these funds have accumulated, your Board decided to explore a way to give a benefit to the members who attend the Annual Session. While several ideas got discussed, the Board decided on a plan that would give something back to member and vendor alike.

Thus, you are being introduced to a "voucher" program at the 2014 Annual Session on a trial basis. As discussed and passed at the December House of Delegates, each paid dentist attendee will be eligible to receive a voucher worth \$100 that can be spent on orders placed on the exhibit floor. The vendors are excited about the idea of the voucher plan. The vast majority of exhibitors will accept the voucher, but even those that may not be able to accept it will benefit from an increase in floor traffic at the meeting.

Each registered dentist will need to stop by the SCDA registration booth at the meeting to receive a personalized voucher. It will not be included in your pre-registration packet. You will also receive a list of exhibitors that accept the voucher. Please note that the voucher must be used for a purchase on the exhibit floor. Once the meeting concludes, the voucher will be void.

We have a really wonderful meeting planned for you from May 1 – 4 at Kingston Plantation in Myrtle Beach. There are speakers for all, both clinical and non-clinical. Your convention committee and I will be bringing you more information as the time approaches. So when you receive your meeting information, go ahead and sign up for our last meeting in Myrtle Beach for several years.



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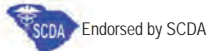
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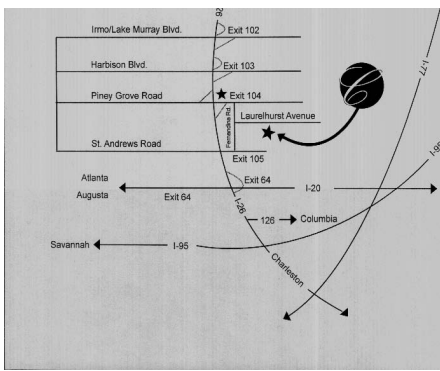
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**Central District Dental Society**  
**Dr. Leah Wilkins**  
**P.O. Box 646**  
**Edgefield, SC 29824**  
**(803) 637-5551**

**Registration**

CDDS Member	No Charge
Non-CDDS Member	\$50.00
Non-SCDA Member	\$75.00
Staff or Spouse	\$40.00

Lunch is included for all members who register  
 and all registered attendees.

I will stay for lunch.  
 I will not stay for lunch.  
 Total number for lunch

Dr. Name \_\_\_\_\_

Nickname \_\_\_\_\_

*Please make check for all nonmembers  
 and guests payable to:*

Central District Dental Society

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*Dr. Leah B. Wilkins*  
*PO Box 646*  
*Edgefield, SC 29824*  
*803-637-5551 (office)*  
*Leah\_bryan@yahoo.com*

**Central District  
 Dental Society**

*Spring Meeting*

**Friday, February 21, 2014**  
***Emerging Concepts in the  
 Diagnosis and Treatment of  
 Chronic Pain***



**Dr. Theresa S. Gonzales**



**Columbia Conference Center**  
**169 Laurelhurst Avenue (Near Harbison)**  
**Columbia, SC 29210**

**Speaker**

Dr. Theresa Gonzales is a Professor of Oral Pathology and the Director of Orofacial Pain Management at the Medical University of South Carolina- James B. Edwards College of Dental Medicine. She has authored over fifty scientific publications in peer-reviewed journals and was the recipient of the International College of Dentists Award for Excellence in Research.

Dr. Gonzales retired last summer as a full Colonel from the United States Army Dental Corps after a long and distinguished career. Most recently, she was the Director of Strategic Communications for the Army Surgeon General, Lt. Gen. Horoho. Colonel Gonzales commanded units in Europe and the United States. Prior to her commands, she served as Director of Orofacial Pain Management and a Staff Oral and Maxillofacial Pathologist at Tripler Army Medical Center in Honolulu, Hawaii.

Dr. Gonzales graduated Magna Cum Laude from the College of Charleston with a B.S. in Chemistry and received her D.M.D. from the Medical University of South Carolina. She began her military career at Fort Jackson, South Carolina as a resident in the Advanced Education in General Dentistry program. She then completed a residency training program in oral and maxillofacial pathology in 1992 at the National Naval Medical Center in Bethesda. In 2006, she completed a two-year fellowship in Orofacial Pain at the Naval Postgraduate Dental School and completed a Master of Science in Health Care from George Washington University in Washington, DC.

**Agenda**

**Emerging Concepts in the  
 Diagnosis and Treatment of  
 Chronic Pain**

**Date:** Friday, February 21, 2014  
**Registration:** 8:00 a.m. - 8:30 a.m.  
**Seminar:** 8:30 a.m. - 11:30 a.m.  
**Business Meeting and Lunch:** 11:30 a.m. - 1:00 p.m.  
**Seminar:** 1:00 p.m. - 4:00 p.m.

**CDE Hours:** 6 Lecture Hours

**Subj. Code:** 190

**The Central District Dental Society (Provider #212437) is a locally approved AGD PACE Provider.**

**(Approval 01/01/2013 – 12/31/2016).**

**Summary**

Chronic orofacial pain is relatively common with approximately 7% of the general population reporting such symptoms which concomitantly occur with other somatic symptoms that cannot be adequately explained by known organic pathology. One of the major factors that lead a patient with a short-term problem into developing a chronic pain syndrome is the lack of adequate recognition and treatment of the

whole problem during the first few months of pain. Thus, in order to prevent development of a chronic pain syndrome, a patient needs to be managed comprehensively from the beginning. Criteria for making this decision include factors such as long duration of pain, overuse of medication, the presence of disturbance, potential for secondary gain, gross confusion, and significant parafunctional habits. Potential barriers to implementing this evaluation and management system in clinical practice may include dentists' or physicians' reluctance to deal with behavioral and psychosocial aspects of illnesses, hesitation to add a team approach to their busy individual practices, or lack of motivation to integrate a self-care philosophy to their concepts of disease management.

**Objectives**

- \* Describe the anatomy and physiology of nociception within the peripheral and central nervous system.
- \* Differentiate the basic categories of pain syndromes.
- \* Explain the concept of pain as a biopsychosocial disorder.
- \* Discuss roles of rehabilitation in pain management.
- \* Describe methods for assessing pain in pediatric patients.
- \* Discuss ethical standards in pain management and research.
- \* Discuss methods of assessing outcomes of pain treatment and describe common assessment tools.
- \* List the common mechanisms of peripheral nerve injury and describe the changes which occur in an injured nerve.
- \* Medical management of patients with trigeminal neuralgia, trigeminal neuropathic pain, and non-odontogenic facial pain.

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## 16th District Trustee Update

By Dr. Hal Fair, 16th District Trustee

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Dr. Hal Fair

The meeting began on Thursday, for some of us, as the second-year Trustees joined the new Trustees for their orientation. The second-year Trustees were there to give perspective and insight to the first-year group. The Board is fortunate to have a great new Trustee class, very engaged and very eager to perform the duties of The Board. The new class consists of Red Stevens, Alabama; Jeff Cole, Delaware; Andy Kwasny, Pennsylvania; Gary Jeffers, Michigan and Second VP Jonathan Shenkin of Maine. Participants were again asked to fill out a survey so that the orientation can continue to be improved from year to year.

Saturday was a busy day during which our standing committees met to begin their work for the year. The work formed the basis for many of our later discussions on audit, financial, compensation, governance and strategic planning issues. I would like to acknowledge Bob Plage and Ted Sherwin who serve on the Audit and Finance Committee respectively as HOD members. Their contribution and insight are invaluable.

On Sunday, we took an in-depth look into our draft strategic plan, Members First 2020. Council chairs and co-chairs were invited to the session. This was a tremendous opportunity for collaboration for volunteer leaders from the councils, committees, commissions and ADA staff. The Strategic Planning Steering Committee did a great job presenting this strategic session. As a result of these discussions, the Steering Committee now has guidance to further develop the draft plan.

On Monday morning, as a part of the BOT's oversight responsibility, we heard a report from Jim Mercer, the chair of ADABEI. The ADA's for profit arm is performing above budget in revenue and below budget in expenses. ADABEI continues to increase the diversity of its revenue streams and plans to continue that effort into the coming year.

We discussed the need to improve alignment across the tripartite. This is an integral part of the future of our new strategic plan. We learned that alignment is not the same as integration, which could be viewed as a loss of autonomy by constituents. Alignment is based on trust and involves the tripartite moving forward together in the same general direction toward common goals. It is clear that the Board is unified in recognizing the need for alignment in order to reverse the recent membership trends.

Alignment will improve member experience and all efforts must be member centered. All constituents and component societies need to recognize the importance of alignment and work in full partnership with the ADA on these efforts. Communication will be the key to these efforts and will be important to our success. We all need to be flexible in our communication and change as the discussions continue. One suggestion is to use the words "shared partnership to better serve the member", instead of "alignment" which may be a threat to tripartite autonomy. This shared partnership will involve many dimensions, such as branding, technology, member service, member value and more. However, the most important aspect of this partnership is TRUST-trust between all aspects of the tripartite.

The Council on Members Insurance and Retirement Plans is continuing its work on improving member value. The council is looking into a web portal our members can use to navigate options under the Affordable Care Act. Subsequently, earlier this month, the council did recommend to the Board that we move forward with this recommendation and via a BOT conference call the Board, after much discussion, voted to move forward with the councils recommendation. You will hear more about this decision in the near future.

The Board also discussed the issue of specialty recognition and the fact that other organizations and groups are beginning to move in this direction. What is the risk to the ADA, can they bypass state laws and practice acts, and will there be law suits? These were some of the questions asked and discussed. Dr. Ziebert presented some valuable background information and we will continue to monitor this situation.

The Board also discussed the need for greater continuity in our representation on the Dental Quality Alliance. The Board urged councils with DQA representation to consider succession planning for that representation.

The Board also enjoyed meeting and having lunch with the current class of the Diversity Institute. The Institute continues to be a visible commitment of the ADA to fostering leadership growth and membership within diverse populations. The Board has recommended increasing the class size in the future.

And now, on a somber note, I would ask that you all join me in expressing my condolences and heartfelt sorrow to Terry Dickinson in the loss of his son, Kevin.

Respectfully,  
Hal

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## New Dentist Committee Member Focus

By Joseph E. Brown, III, DMD

### SCDA Mission

The South Carolina Dental Association represents member dentists in order to promote and provide optimal oral health care to all citizens of the state of South Carolina by serving as an advocate to advance the profession of dentistry.

### Are You Retiring?

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Call the SCDA office and ask for a retired affidavit so that you can continue to receive all the member benefits you've come to enjoy and expect, but at a quarter of the cost! You can also request a free copy of "Closing a Dental Practice" or click here to go to the SCDA's website to download a copy. Contact Maie Brunson at 800-327-2598 or by emailing her at [brunsonm@scda.org](mailto:brunsonm@scda.org).

### 1 out of every 10 dentists will suffer from alcohol or drug abuse at some time in their lives.

If you or someone you know needs help, contact the SCDA's Dental Assistance and Advocacy Committee: 800.327.2598

### Keep Your Records Up-to Date!

These days people change information often: new phone number, email address as well as mailing addresses. Make sure your information is correct by logging into [www.scda.org](http://www.scda.org) to verify your information!

### Why I participate in organized dentistry?

"One of the penalties for refusing to participate in politics is that you end up being governed by your inferiors" -Plato. I find this statement to be a good representation of why I choose to participate in organized dentistry. By becoming involved, I have experienced rewarding interactions with my friends and co-workers, had the opportunity to travel to new and interesting places, and gained immeasurable knowledge that makes me not only a better dentist, but a better friend, husband, and father.

### What have I gained from organized dentistry?

I have gained collaboration with fellow colleagues and learned a great deal of information from the inner workings of various dental groups. Additionally, my leadership skills have further developed and my overall confidence in my practice grown. One of the most important gains from participating in organized dentistry was the opportunity to meet my wife Katie. We first met while serving as representatives from our respective colleges on Student Government at MUSC. Eight years later, we are happily married and enjoy all of our free moments away from work with our son.

### About Joseph E. Brown, III, DMD.

Dr. Joseph Brown is a graduate of the Medical University of South Carolina (2008). He is an active member of the American Dental Association, the Hilton Head/Bluffton Dental Society, the American Academy of Facial Esthetics, and the American Academy of Dental Sleep Medicine. As a member of the South Carolina Dental Association, Dr. Brown has served as Chairman of the Committee on the New Dentist as well as is a House of Delegates Member representing the Coastal District. He is the current Vice-President of the Coastal District Dental Society and President of the Medical University Alumni Board of Governors. Dr. Brown is a Lieutenant in the United States Navy Reserve and is active in the Jasper County Republican Party serving as Vice-Chairman. He is married to his wife Katie and they have one son, Jeb.



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

## Master Calendar

February 7	Member Benefits Group Board Meeting	SCDA Office	9:00 AM
February 14	SCDA Board Meeting	SCDA Office	9:00 AM
February 21	Central District Spring Meeting	Columbia Conference Center	8:00 AM



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**Coastal District Dental Society Spring Meeting**

**Sponsored by Kerr and Patterson Dental**

Date: March 7, 2014

Time: Business Meeting & Breakfast 8:00am-9:00am/ Course 9:00am-1-00pm

Location: **The College Center at Trident Technical College**

Building 920 Salons F and G, 7000 Rivers Ave,  
Charleston, SC 29406

Title: **"Update on Contemporary Restorative Materials"**

Objectives: -How dentin bonding systems work."

-The four current strategies for bonding to tooth structure, including the self-etch and "universal" systems.

-The benefits of contemporary nanofill and bulk-fill composite materials.

-Current concepts of visible light-curing.

**Speaker**

**Edward J. Swift, Jr., DMD, MS**

CDE Hours: 4 Lecture Hours/ PACE Provider #212438/ AGD Subject Code 250

**Tuition**

CDDS Member	No charge
Auxiliary/Staff	\$25
SCDA Member (non-CDDS)	\$40
Non-SCDA Member	\$70

**Make checks payable to Coastal District Dental Society. No Refunds for Cancellations after February 26, 2014.**

Dr. Name and Staff \_\_\_\_\_

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\_\_\_\_\_ Total Number attending Lecture

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# Executive Director's Notes



Mr. Phil Latham

I had a unique experience this past week as the Executive Director's of each state were invited to attend the American Dental Association's (ADA) President-Elects Conference. To my knowledge, this is the first time both groups have come together to meet and discuss the issues that affect us all. Despite temperatures well below zero and snow piled high, the meetings were very informative and provided great information which President Elect Dr. Pipkin and myself can use to help carry your Association forward.

The big effort at the ADA for 2014 will be membership. Percentages are dropping overall and in many states. This causes great concern, because if the market share continues to decrease, the ADA may become non relevant. In South Carolina, we are currently at a market share of 80.9% and that is in the upper tier according to the ADA. The biggest reason for our recent growth is due to the work of our Membership Director, Maie Brunson. She does a great job contacting and following up with those potential new members. She offers a helping hand to all who call and request services.

As the ADA and others states will be looking to increase their market shares in 2014, I believe that SCDA's can be even higher, maybe 85 to 90 percent. To reach that percentage, we all need to agree to some changes. Your Membership Committee, SCDA Board and Bylaws Committee plan to bring some bylaws changes to the December House of Delegates that would streamline the membership process within the SCDA so that we can be more nimble to complete the membership process of one joining and get them the benefits from both the ADA and the SCDA as quickly as possible. The Districts too, will have to agree and adopt those same changes on their level.

During the conference we also heard from Marko Vujicic who analyzing data for the ADA. The numbers he projects can sound gloomy, but opportunities are there. The face of dentistry will be changing in these next 5 to 10 years. The question is will we embrace that change or not?

The legal Council, representatives from AdPAC, and several other guests speakers provided additional information that will help guide the SCDA into the future.

The SCDA will need everyone on board to continue to advance your Association into 2020 and beyond and we do not have all the answers here at the SCDA office. Please feel free to contact any of the staff and let us know what is on your mind. What issues would you like us to research? What would you like to see done? We cannot promise to do everything you ask, but we do promise to listen and give strong consideration to your thoughts and ideas.

Although I brought back a lot of information from Chicago, one quote from the great Socrates has stuck with me that I believe we should all keep in mind:

*"The secret of change is to focus all of your energy, not on fighting the old, but on building the new."*



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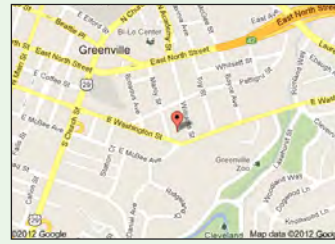
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**Charleston Branch**  
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Charleston, SC 29492  
843-849-5260



## Poinsett Club

807 East Washington Street  
 Greenville, SC 29601  
[www.poinsettclub.org](http://www.poinsettclub.org)  
 864-242-3062



### Directions to the Poinsett Club

#### Directions From Atlanta

From Interstate 85 - Take Highway 185 to Business Greenville (Downtown Greenville) This turns into Church Street Go to Washington Street Turn Right Go approximately 1/2 Mile and Poinsett Club will be on the left after going through the first stop light.

#### Directions From Spartanburg/ Gaffney

Take Interstate 85 South, then take 385 North toward downtown Greenville, you will eventually come to a stop light Turn to the left at the light onto Williams Street. (The Bi Lo Center will be on your right.) Go to the Four Way Stop sign At that point look ahead and to the right -This is the Club Cross over Pettigru Street and enter to the right. The Poinsett Club is on the right - a Large Red Brick Building The Club is on the corner of Williams and East Washington Streets

#### Directions From Asheville

Travel Business 25 all the way into Downtown Greenville. This will turn into East North Street. When you see the Bi Lo Center on the left, turn right on Williams Street.

From there you will go one Block to the Four Way Stop Sign. Look ahead and to your right, this is the Poinsett Club. Continue through the four way stop, the parking areas are on the right.



## Piedmont District Dental Society

# Spring Meeting

March 7, 2014

**Poinsett Club**  
 807 East Washington Street  
 Greenville, SC 29601  
[www.poinsettclub.org](http://www.poinsettclub.org)

## Agenda

**Date:** March 7, 2014  
**Registration:** 7:30 am until 8:00 am  
**Lecture:** 8:00 am until 12:00 pm

\*The business meeting of the Piedmont District Dental Society will follow immediately upon conclusion of the registration period.

**Location:** Poinsett Club  
 807 East Washington Street  
 Greenville, SC  
[www.poinsettclub.org](http://www.poinsettclub.org)  
 Phone: 864-242-3062

**Speaker:** David M. Hicklin, Jr. DMD, FAGD

**Subject:** "Hospital Dentistry"

### Course Description:

Dr. Hicklin will provide an insight to the curriculum of the hospital based general practice residency program and most importantly the patients and cases that are routinely encountered within the Hospital Dentistry experience.

### Objectives:

Upon completion of this course participants will be familiar with:

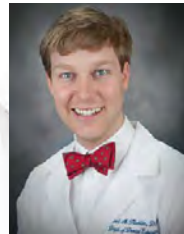
1. Overview of the Hospital Based General Practice Residency Program
2. Common and not so common bleeding disorders
3. Anticoagulation therapy updates
4. Hospital Dentistry Pearls

**CDE Hours:** 4 lecture hours (PACE approved)

**Subject Code:** 742 Medical History/Factors 2 hours

734 Diagnosis and Treatment Planning 2 hours

## Speaker



### Dr. David M. Hicklin

Dr. Hicklin is originally from the Spartanburg region and has family ties in the Greenville area. He graduated from Furman University in 2002 with a B.S. degree in Chemistry and concluded his undergraduate studies at the Medical University of South Carolina School of Dentistry in 2006. Following dental school, Dr. Hicklin completed a hospital based general practice residency program at Palmetto Health Richland Hospital in Columbia, SC and has remained there as Faculty and now Program Director for the General Practice Residency in Dentistry for the past 7 years. He has attained Fellowship Status with the Academy of General Dentistry. The focus of his practice and personal interest in dentistry include treatment of the special needs patients, dental implants, complex restorative cases and the unique intricacies of hospital dentistry. Dr. Hicklin has lectured across SC on topics related to hospital dentistry, dental trauma, and dental implant therapy. His professional affiliations include the American Dental Association, the Academy of General Dentistry, the South Carolina Dental Association, Greater Columbia Dental Association, the Academy of Osseointegration, Special Care Dentistry, and the American Society of Dental Anesthesiology.

The Piedmont District Dental Society (Provider #212440) is a locally approved AGD PACE Provider (approval dates: 08/01/2012 – 07/31/2015).

## Registration

Attendance List with member status or staff position:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

Total Payment Enclosed: \_\_\_\_\_

### Tuition:

- PDDS Member No Charge
- Auxiliary / Staff \$10.00
- SCDA Member (non PDDS) \$25.00
- Non SCDA Member \$50.00

\*Please make checks payable to:

### Piedmont District Dental Society

Please mail or fax this form with payment to:

Dr. Ronald S. Wilson  
 140 Mall Connector Rd.  
 Greenville, SC 29607  
 Fax: (864) 268-2428

\*Questions / Contact information:

Phone: (864) 244-7135  
 Email: [drwilson@greenvillesmiles.net](mailto:drwilson@greenvillesmiles.net)

## WHICH BROKERAGE FIRM IS TRULY LOOKING OUT FOR YOUR INTERESTS WHEN SELLING YOUR PRACTICE?



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Brokerage Firms?*



*Dental Supply Companies  
Who Also Act As Brokers?*



*Your Accounting Firm Who  
Offers Brokerage Services?*

**Is it a dual-rep brokerage firm? NO** You cannot serve two masters. Dual-rep firms charge buyers hefty fees, and as a result, their strategies usually negatively affect the final selling price and/or terms the owners agree to when selling. In addition, if a buyer has to choose between two similar practices- where one requires a substantial fee to a dual-rep firm, and the other does not- which practice and brokerage firm will they choose?

**Is it the equipment/supply companies who are also brokering practices? NO** In most cases, the owner is selling and retiring. The supply companies want to please the buyer in order to gain or retain their business post-closing. Whatever the terms, their priority is to get the deal done in order to pick up the buyer as a new client, at whatever cost to the seller.

**Is it your accounting firm that also owns a practice brokerage company? NO** This could be the biggest conflict of interest that exists. Sellers look to their accountants for advice asking, “Is the price or tax structure acceptable?” Will the accountant advise their client against a “bad” deal if a large commission is on the line to their firm, or to a brokerage company they are partners with or are profiting from?

**Is it the firm that has successfully represented sellers for over a decade? YES**  
**NATIONAL PRACTICE TRANSITIONS** has represented hundreds of sellers over the past ten years in the sale of their dental practices. We work diligently for our clients to maximize practice value while structuring the sale to minimize tax liabilities, but at the same time creating a fair and equitable transition for the buyers. In fact, we have a 100% success rate post-closing; meaning that we have never had a buyer default or fail. We emphasize to buyers the importance of having separate representation and we work hand-in-hand with their advisors to successfully complete the transaction.

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*We are NOT a dual-rep company.*

## Pee Dee Spring Meeting

March 7, 2014

### Florence Country Club

450 Country Club Blvd, Florence SC 29501

#### How would an oral surgeon and prosthodontist view apnea? Snoring? Sleep appliances?

Breathing Easy: Approaches to Evaluate and Manage OSA with Confidence

Presented by: Betsy K. Davis, DMD, MS and Kelly S. Lybrand, DDS

This discussion of obstructive sleep apnea will include a review of relative anatomy, risk factors, and current hypothesis surrounding the pathophysiology of the condition. Diagnostic considerations will be reviewed including pertinent aspects of the clinical examination as well as necessary studies and diagnostic adjuncts. The spectrum of treatments available for OSA will be reviewed from surgical intervention to nonsurgical therapy such as oral appliance fabrication. The objective of this discussion will be to update the clinician on current thinking relative to OSA and provide clinical relevance for the dental professional.

Registration from 8:30 - 9:00 am

Presentation begins at 9:00 am

Lunch 11:30

Golf following Lunch



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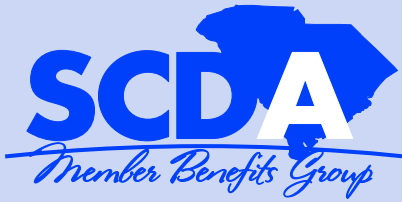
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Jeremy Withers 843-424-7154

Medicare Supplements  
Bill Pace 800-452-4931

Property & Casualty  
Caroline Deevey 800-845-3163

## Accounts Receivables/Collections

### TekCollect

Susan Rackcliff  
704-904-2969

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## Credit Card Processing



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## How Efficient Was Your Business in 2013?

By Mark Brown



Mr. Mark Brown

So how efficient was your business in 2013? This is the time of year I like to review the previous calendar year numbers for a comparison to that of preceding years to see where improvements were made and where more attention needs to be placed moving forward. If you're anything like me you have probably already concluded a similar exercise within your practice. Having said this how did your accounts receivables look at the end of 2013?

Now may be a good time to make sure your accounts receivables process is running at an optimal level for the 2014 year to ensure you are collecting on the valuable services you provide within your community. TekCollect will provide a free analysis to ensure you are using Best Practices. They want to help you retain patients, so all efforts are conducted with integrity, diplomacy and respect.

TekCollect recently added features to existing programs at no additional cost to further enhance results. They are committed to getting results for you and support that with a 400% ROI guarantee! If you are currently a client and want to learn more about these added features give Susan Rackcliff a call at 704.904.2969.

If you are not a client contact Susan Rackcliff for your complementary accounts receivable review and needs analysis. They understand not all practices' needs are the same. You can also check them out at [www.SCDA.tekcollect.com](http://www.SCDA.tekcollect.com).

TekCollect has been the preferred accounts receivables vendor of the SCDA since 2011.



If you have not already joined the SCDA Facebook page you are missing out! We have moved all of our pictures from Shutterfly to our Facebook page. We have posted pictures from our conventions and DAD projects. You can save the pictures, tag yourself and share them with other friends on Facebook. You will also be kept up to date on all SCDA news! Join our group today! [www.facebook.com/scdental](http://www.facebook.com/scdental). You can also follow us on twitter @SCDentalAssoc!

### Send us your story ideas!

Do you have an idea for a story? We'd love to hear it. We're always looking for topics of interest to our members.

If you have a suggestion, email Maie Brunson at [brunsonm@scda.org](mailto:brunsonm@scda.org) or call 800-327-2598. Please be specific We'll let you know if and when your idea will come to fruition. Thanks for your help!

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DentaQuest manages the Healthy Connections dental program. We greatly appreciate the contributions of providers. Our provider web portal makes it easy for you to submit claims and authorizations, check member eligibility and more. Responsive service from our call center reps keeps your offices running at peak efficiency.

To learn more about the Healthy Connections program or DentaQuest, contact Tycie Sellers at 803.758.0490 or [Tycie.Sellers@dentaquest.com](mailto:Tycie.Sellers@dentaquest.com).



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# Classified Ads

## Dental Related Services

**Palmetto Dental Personnel Inc.** is owned and operated by a dental professional with 20+ years experience and has exclusively provided professional staff for Columbia and the surrounding Midlands areas for 20 years. PDP has dental hygienists, assistants and front office personnel available for temporary and permanent positions. Contact Gail Brannen at 1-800-438-7470, fax 866-234-8085, email [gbrannen@palmettodentalpersonnel.com](mailto:gbrannen@palmettodentalpersonnel.com) or visit us at [www.palmettodentalpersonnel.com](http://www.palmettodentalpersonnel.com).

## Locum Tenens/Positions Wanted

**Locum Tenens Office Coverage:** Vacations, illness, maternity leave. Also excellent job & associate opportunities. Dentist helping dentist since 1984. Forest Iron & Associates 803-433-2503. [www.forestirons.com](http://www.forestirons.com)

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**General dentist seeking PT employment** in the Lowcountry area. Filling in while on vacation, maternity leave, illness/disability, or just need an associate. GPR trained with 30+ years experience. Call Fred Danziger 843-377-8311 or email [fziger@homesc.com](mailto:fziger@homesc.com).

**Locum Tenens:** helping SC dentists since 2009. Contact Dr. John McGeary at 803-240-1452 or email [johnmcgeary@hotmail.com](mailto:johnmcgeary@hotmail.com).

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. You can learn more and view specific opportunities at [www.DentalPower.com](http://www.DentalPower.com) or contact 800-710-9720

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**Pediatric Dentist Opportunity-** an exceptional opportunity to join a growing Pediatric Dental & Orthodontic practice multiple offices in the Charleston area. The position is to join a Team environment in a fun, well respected, state of the art paperless practice. [www.coastalkidsdental.com](http://www.coastalkidsdental.com). Call or email to find out how to join our team: [drisabel@coastalkidsdental.com](mailto:drisabel@coastalkidsdental.com) 843-818-kids (5437).

**Full time dentist needed (Tues-Friday)** we are located in the Lake Wylie/Fort Mill area. Our office is modern and fast growing. Fax resume to 803-831-2172 or send to [smile@carolinafamilydentistry.com](mailto:smile@carolinafamilydentistry.com).

**Dentist Needed!** General or Pediatric! Part-time or Full-time! In Irmo area! Send Resume to [childrensdentalgroupsc@gmail.com](mailto:childrensdentalgroupsc@gmail.com) or fax 803-781-5142

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

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

Community Partners of the Midlands is looking for a **P/T dentist in Richland and Lexington dental clinics.** The hours for the Lexington- Mon 8:30 am- 4:30 pm & Tues 1:00 pm- 4:00 pm, Richland- Thurs 12:30 pm- 4:30 pm. Applicants must have SC licensure. Accepting applications until position is filled. Please forward resume to: SC Health Dept., Community Partners of the Midlands LLC, Dental- Suite #4090, 2000 Hampton St, Columbia, SC 29204.

**Part time/temp. dentist** needed in Fort Mill, SC (Metro Charlotte) in thriving practice. Comprehensive practice with flexible hours. Email [info@victorydentalcenter.com](mailto:info@victorydentalcenter.com) for more information.

Murrells Inlet, SC **Associate Dentist position available June 2013.** Have a stake on our team. Be a game changer, thrive and benefit financially each day! 30% compensation on your productivity. State of the art practice with a team that delivers. Four day work week- 8 to 5 with possible future partnership available. Email resume to [batodddmd@aol.com](mailto:batodddmd@aol.com).

**Dentists- Full & part-time in Surfside Beach, Georgetown and Andrews SC areas.** For details email [cameronbanks178@yahoo.com](mailto:cameronbanks178@yahoo.com) or call Cameron Banks at 843-650-6700.

Our office is looking for an associate doctor interested in a **possible buy-in or purchase** agreement. A great opportunity for someone who wants to be part of a long-time successful practice. Great income potential, experienced staff. Contact 803-648-8319 for more information.

Seeking a **full-time or part-time dentist** for a private dental practice in Greenville, SC. Please send resume and contact information to [bwo8618@yahoo.com](mailto:bwo8618@yahoo.com).

**General Dentist Associate** needed for a multi-doctor, multi-location practice. Please submit resume' to [irmosmilemakers@aol.com](mailto:irmosmilemakers@aol.com)

**General Dentistry- Associate** opportunity needed 6-10 days/month in Myrtle Beach. Commission based, new state-of-the-art facility, fee-for-service practice. Experienced doctors graduating 1980 or earlier strongly encouraged. New graduates/ Brokers need not apply. E-mail resume to: [mktcommondentist@aol.com](mailto:mktcommondentist@aol.com)

**General Dentist Opportunities- SC.** At DentalOne Partners, you work with an elite dental team, ensuring the practice's clinical and financial success by providing superior patient care. Degree and current South Carolina dental licensure. If you're ready to join our team, email your resume to: [scott.williams@dentalonepartners.com](mailto:scott.williams@dentalonepartners.com) or call 919-437-8665.

Large group dental practice looking for **associate dentist** to join our expanding team in Columbia, SC. Competitive and excellent pay for qualified candidate. Experience preferred. State of the art facility. Candidates must have great work ethic, excellent skills and good chair-side manner. Interested candidates email CV to [bromanoea@yahoo.com](mailto:bromanoea@yahoo.com)

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**General dentist opportunity** part time or full time in Coastal SC. We have a state of the art FFS practice with a highly trained team in place. Caring experienced doctors only. Extraction, endo, implant experience a plus. Send CV to [drehortman@sc.rr.com](mailto:drehortman@sc.rr.com)

**Associate Dentist-** Columbia area, full-time (MTWH), experienced right-handed operator needed to replace retiring general dentist, email: [southerndentalsc@gmail.com](mailto:southerndentalsc@gmail.com)

**Columbia/Lexington area** group practice with large patient base, \$1.2 million collections, owner retiring but will stay for transition as needed; please leave voice mail at 803-981-2527.

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

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High volume, hometown friendly dental practice **looking for a highly motivated individual responsible for maintaining appearance and order of dental office**, patient scheduling, reception, patient and records management, insurance, billing and correspondence. Knowledge of Eaglesoft 16.0 and dental knowledge required. Contact 843-899-5911 if interested.

General Dentistry Practice Charleston, SC has an opening for an experienced **front office position**. Must know Eaglesoft, dental insurance, billing, dental procedures, terminology, and financial coordinating. Must be professional and business oriented with excellent verbal and written communication skills. Contact [wolf@wolfdental.com](mailto:wolf@wolfdental.com) or 843-442-2429 for more information.

**Acrylic dental technician** needed in Surfside Beach, SC area. For details email [cameronbanks178@yahoo.com](mailto:cameronbanks178@yahoo.com) or call Cameron Banks at 843-650-6700.

**Certified dental assistant** wanted for downtown general dentist in Charleston, SC. Call Michelle 843-723-9582. Salary commensurate with experience.

Implant & General Dentistry at the Market Common in MB seeking highly experienced **office manager**. Responsibilities: employee training, overseeing office personnel, treatment planning & case presentation, marketing & advertising, OSHA/HIPAA compliance and more. Minimum 5 years experience. Contact 843-293-6700 for more information.

**Practices/Office Space Available**  
**Dental office space for lease near Lexington Medical Center** Highway 378 visibility. 1800 sq. ft. Currently set up for pedo/ortho practice. Rent includes water, trash pickup, grounds maintenance, etc. Call Dr. Carlos Smith at 803-606-3810, 359-2488 or 784-0146.

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**Manning** Accelerated start-up with 4 equipped ops, currently open 2 days per week. This is a great opportunity to practice dentistry in an underserved area! For more information call 678-482-7305, email [info@southeasttransitions.com](mailto:info@southeasttransitions.com) or visit [www.southeasttransitions.com](http://www.southeasttransitions.com) using listing ID SC1025

**Fully equipped, 4 OP practice** with Eaglesoft and Schick Digital xrays. Great location in the Upstate of SC with high traffic counts. Well furnished. Contact [drm@providencedentalgroup.com](mailto:drm@providencedentalgroup.com) for more information.

**Greenville** 6 op facility seeing 25 new patients a month. Collected almost \$750,000 in 2013. Has room for another doctor - referring out all pedo, endo, implants, surgery - tremendous room for growth! For more information call 678-482-7305, email [info@southeasttransitions.com](mailto:info@southeasttransitions.com) or visit [www.southeasttransitions.com](http://www.southeasttransitions.com) using listing ID SC1028

**Murrells Inlet** Beautiful 2 years new coastal facility in a great location near the beach. 4 ops with room to expand to 10. Doctor only working part time and collected almost \$700k last year. For more information call 678-482-7305, email [info@southeasttransitions.com](mailto:info@southeasttransitions.com) or visit [www.southeasttransitions.com](http://www.southeasttransitions.com) ID SC1027

### **Equipment For Sale**

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

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

- Classified advertising is \$35 on a per issue basis. There is no charge for Help Wanted/Job Wanted (Job Bank) ads for members. The public can place ads for \$35 on a per issue basis. Ads are posted to the SCDA website during the month(s) of publication at no additional charge. Please use **no more than 50 words**.
- All ad copies and cancellations must be received no later than the 20th of the month prior to publication, which will occur on the first of the month, with remittances accompanying the ads.
- Job Bank ads can be kept confidential if so desired. If you are interested in receiving information from or submitting information to the Job Bank, please call the SCDA office.
- If you have registered with us previously and have found work or filled your position, please let us know so that we can take your name out of our files.
- Contact: SCDA Bulletin, ATTN: Maie Brunson, 120 Stonemark Lane, Columbia, SC 29210; call 800-327-2598; fax 803-750-1644; email [brunsonm@scda.org](mailto:brunsonm@scda.org).

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