

Bulletin



VOLUME 37, ISSUE 7

JULY 2009

Inside this issue:

Dental Home and First Year Visits	3
Editorial Comments	5
Upcoming Events	5
President's Message	8
EXTRA! EXTRA! Read All About It!	9
Tech Talk	9
White Coat Ceremony at MUSC	10
Executive Director's Notes	11
DAD Project Volunteer Form	12
SCDA Member Benefits Group	14

Published by the
South Carolina Dental Association

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

Designer: Jennifer Haworth

www.scdca.org

Toll Free in SC: (800) 327-2598

Maxwell Pursues Best Association Practice

By Phil Smith

Dr. Charles Maxwell began his year as president of the SCDA with the annual retreat designed to discuss and implement the needs of our Association. The president's forum allows for the leadership to introduce goals that will improve dentistry in South Carolina. It also serves as an incubator for fresh ideas and redirection. Dr. Maxwell chose to have his Board and officers explore the protocol and current needs of the SCDA organization.

The leader of the interactive and informative program was Mr. Bob Harris. Mr. Harris is on the faculty for the US Chamber of Commerce and has developed an association management company that offers direction to non-profit and for profit organizations. His clients include Hyatt Hotels and King Abdullah in Amman, Jordan. His experience spans over 25 years of service.

The curriculum of the seminar was structured around the necessary programs that a top tier non-profit organization utilizes to maximize service and minimize liability. As with dental practices, there are lots of regulations in place that dictate the behavior of all non-profit corporations. Mr. Harris was very familiar with the structure of the ADA, and felt that the SCDA benefited from the tri-partite organization. The strength of association comes from the consistency of the dialogue.

"Board members have significant responsibilities for guiding and governing", Mr. Harris stated. "Their role is very different from that of the administrative staff. In recent years, there is more scrutiny on boards of directors to make sure they are fulfilling duties." It was noted that many federal rules are not new, but under the current rash of directors that have monitored their business into the ground, there has been a critical escalation of oversight by government.

He applauded SCDA for its visionary development of the association. Smart non-profits have integrated "for profit" collateral organizations that generate income and raise the level of service and benefit to the members. He also felt that the structure of the SCDA's checks and balances was ahead of most groups. Although the South Carolina Dental Association is a small corporation, the board manages six separate entities and is accountable for resources exceeding \$2,500,000. With the assistance of a viable staff and a team of advisors the association is in an excellent position for the future.

The retreat, held at the Columbia Conference Center, was well attended. The interaction was lively, and the results hopefully will allow SCDA and its Board of Governors to raise the efficiency of our association. In the process, Dr. Maxwell intends to reach out and bring our members, young and old, into a role of involvement.



Mr. Harris brought valuable insight to the 2009-2010 Planning Retreat.

The Advantage of Freedom.
Experience the Revolution.



Patterson EagleSoft

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

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

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

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

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

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

P9382 (8/08)

Dental Home And First Year Visits (part one)

By Phil Smith

The concept of a “medical home” was proposed more than 40 years ago in 1967, by the American Academy of Pediatrics to address the complex clinical and social services for patients with special needs. The medical home is not a physical structure but a patient-centered model that addresses the health care needs of the child. In 2009 the concept is being promoted for the dental needs of our young patients as a means to identify the oral health of children from age one.

Statistically the numbers of untreated patients and undiagnosed caries is overwhelming. The Centers for Disease Control has long stated that tooth decay is the most prevalent disease in children. It is estimated that over 40% of children have caries by the time they reach kindergarten. Early childhood caries (ECC) can be an especially virulent form of caries, beginning soon after tooth eruption. The decay is not tooth surface specific and it progresses rapidly. ECC is 32 times more likely to affect children of low socioeconomic status. The American Academy of Pediatric Dentistry (AAPD) and the Academy of General Dentistry (AGD) have promoted the introduction of one year old patients into the general dentist’s patient population.

It has been determined that the bacterial colonization process changes in the infant mouth as soon as teeth begin to erupt. Vertical infection of caries occurs from mother to child, and in severe cases the ECC can be devastating. The children of high caries rates mothers are high risk decay children. Approximately 70% of the carious lesions are found in 20% of the nation’s children. Modification of the mother’s oral flora at the time of the infant’s colonization can greatly impact the degree of dental disease in the child. Therefore, an oral health risk assessment before one year of age affords the opportunity to identify high risk patients and provide timely care or referral.

The SCDA is in the process of establishing a protocol for offices to begin seeing children by age one. It is the role of dentistry to appraise the state of disease in our population. Many generalists believe that they are unable to see children this young. However, the purpose of the Dental Home and Dental Visits by One Year effort is to identify disease. If a dentist chooses to refer the child for treatment that is their choice, but the intent is to recognize the disease process and intervene.

Dentists that see children often begin at age three, but when the first visit is a One Year old exam, many are unsure how to manage the patient or attend to necessary procedures. Part two of the series will focus on the process of incorporating one year olds into the dental practice.

(Portions of this article come from “A Home Away From Home” by Michael Glick, DMD, and JADA Feb. 2009; “Guideline on Infant Oral Health Care”, an adopted review from the AAPD Council on Clinical Affairs.)



Southeast Transitions
announces the sale of the practice of

John K. Martin, D.D.S.

to

Jason C. Croft, D.M.D.

Do you have a 5 year plan?

Doctors who make plans for the future have more transition options when they create their entrance and exit strategy into and out of dentistry.

Do you have a plan? Call us. We can help!



Bill Adams DDS, FAGD, President and CEO

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

www.southeasttransitions.com



800-327-2598 • www.scda.org

All Lines of Insurance Products – Medical, Medicare Supplements, Professional Liability, Life, Disability, Long Term Care, Workers' Comp., Business Overhead, Property, Home, Auto, etc.

Glove Program – Powder-free latex, powder-free nitrile, powdered latex, vinyl, and chloroprene all at discounted prices for members.

Website Development - Identity Station is offering a discounted rate to all SCDA members for professionally designed custom websites. If you already have a website, they can help you market your practice by getting you listed among top ranking results on Google, MSN, Yahoo, etc.

Credit Card Processing – Through our member program, SCDA practices receive a protected low rate and payment options such as electronic checks and pin-based debit to assist in reducing fees.

Financial Planning and Advising - From education and retirement planning strategies to portfolio management.

Office Supplies - Receive special pricing on thousands of items, as well as other business needs, such as technology, print (Rx pads), promo, furniture and facilities.

Accounts Receivables/Collections - Free bonus collection services (no limit) worth hundreds of dollars. \$110 of InstiFind (online skip-trace tool): waived \$100 annual access fee, free \$10 search balance and free guide of collection tips.

Medical Evacuation and Repatriation - Medjet is the peace of mind that savvy travelers need to enjoy their vacation or work trip. It's peace of mind knowing, as a member, if you are hospitalized more than 150 miles from home—virtually anywhere in the world—you'll be medically transported to the hospital of their choice, at no additional charge. The membership fee (deeply

discounted for SCDA members) is the only expenditure for this comprehensive medical evacuation protection.

Patient Financing - SCDA members can enroll for only \$20 with no monthly minimum use fee. Up to 350,000 patients per month visit CareCredit's online Doctor Locator, looking for a practice in their community offering the program. New 24-month No Interest plan.

Precious Scrap Metal Refining – Receive 90-97% of the value of your scrap metal plus an additional 5% bonus on the value of the entire shipment for SCDA members.

Personal and Business Credit Cards - Just by making purchases with your South Carolina Dental Association Platinum Plus MasterCard credit card with WorldPoints rewards, you receive reward points you can use for travel (with no blackout dates), brand-name merchandise, gift cards from major retailers, and unlimited cash rewards.

Practice Loans and Financing - Offers financial products and services to the dental community. Products include financing for practice sales and acquisitions, new practice start-ups, commercial real estate, expansions, equipment, debt consolidation, and working capital. As an added benefit, South Carolina Dental Association members receive a 50% reduction in administrative fees.

"We on the SCDA Member Benefits Board are consistently reviewing the benefits we offer and the companies we work with to ensure that the highest quality and service are being presented to SCDA members. After all, the benefits that this group offers are the same products and services we ourselves use as fellow member dentists." **Ed Parker, SCDA Member Benefits Group Chair**



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: philtes48@aol.com, mailed to the SCDA office, or faxed to (803)359-3004.



Dr. Phil Smith, Editor

Graduation Video Completes Mother's Dreams

When fourth-year dental student Dan Pennella stopped by the academic affairs office several weeks ago, Amy Brubaker asked how his mother was doing.

Pennella's mother had been diagnosed with ovarian cancer and struggled to overcome the disease in hopes that she could watch her son graduate from the College of Dental Medicine. When Brubaker saw the expression on Pennella's face and his revelation that his mother would not be able to make it to his graduation, she knew she had to help. She decided to take pictures of Pennella dressed in his school cap and gown so his mother could watch her dream of her son graduating from dental school.

She contacted Dean Sander's office and arrangements were made for a photo shoot. While Sanders was putting on his commencement regalia to take pictures with Pennella receiving his "diploma", Brubaker and Penella were headed for St. Luke's Chapel. It seems that St. Luke's Chapel is one of the Dan's mother's favorite campus locations. As Amy was taking pictures, MUSC President Ray Greenberg happened to be heading back to his office and curiously approached cap and gown dressed Penella. Upon learning of the dental student's mother, President Greenberg gladly joined in the photographs. Brubaker forwarded the pictures to MUSC's digital imaging and the pictures were completed. However, Dr. Greenberg felt more could be done.

He contacted Dean Sanders and Damon Amella, who creates production and film for the university, to assemble a video. Amella collected all of the photos, and enrolled Drs. Javed and Knight to comment on Dan Penella's accomplishments. Besides his professors, there were classmates and even favorite songs added to the video. The production package was given to Dan before his flight to Texas to see his mother for the last time.

Dan's mother passed away shortly afterwards, but not before she happily and proudly watched the graduation video of her son's dental school experience.

"Nobody stopped to even think about what they were doing," Amy Brubaker said. "It was second nature for all of these people to help Dan and his mother."

This wonderful expression of caring was shared with me by Dean Jack Sanders. The article appeared in the MUSC Catalyst, and was written by Melissa Lacas.

Till next time,
Phil



Upcoming Events

- August 7 SCDA Board Meeting—
SCDA Office, 9 am-3 pm
- August 14 SCDA Member Benefits
Board Meeting—SCDA
Office, 9:30 am– 12:30 pm
- August 14 Committee on the New
Dentist Meeting—SCDA
Office, 11 am-1 pm
- August 27-29 SCDA Dental Access
Days—North Charleston
Convention Center

Please visit www.scda.org
for more events.



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

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

For all your dental transition needs:

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



www.ADSSouth.com



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



N. CAROLINA, S. CAROLINA & VIRGINIA
James J. Howard, DMD
(910) 523-1430
jim@adssouth.com



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



OFFICE MANAGER
Elaine Separk
(770) 664-1982
elaine@adssouth.com



Practice Transitions Made Perfect™

Like Having Your Lab Next Door



For many of our customers in South Carolina, we offer daily pick-up and delivery without charge. Every day, five couriers total about 1,500 miles serving these areas:

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

For customers outside our courier route areas, we pay shipping costs both ways, with prepaid mailing labels for incoming cases, and UPS service for delivery.



*Proudly serving
South Carolina dentists
since 1968*



**SHERER
DENTAL
LAB**

1145 Camden Ave.
Rock Hill, SC 29732
800-845-1116
www.shererdentallab.com



INSURANCE COVERAGE AVAILABLE

Through

THE GENERAL AGENCY, INC.

(Insurers To The Dental Profession Since 1958)



DISABILITY INCOME
Employee Coverage Also Available

OVERHEAD EXPENSE
DISABILITY


LONG TERM CARE
INSURANCE

HEALTH INSURANCE
Individual & Short Term

WORKER'S COMPENSATION
INSURANCE

PROFESSIONAL LIABILITY
INSURANCE

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

Over  Years of Experience Working for You!

For More Information, Please Call

THE GENERAL AGENCY, INC.

1527 Highway 7 - Charleston, SC 29407

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

www.generalagencyinc.com

Chip Cappelmann

Bill Cappelmann

Pamela Foster, CIC



THE PARAGON DIFFERENCE



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

Call 866.898.1867 or visit PARAGON.US.COM
to sign up for our free newsletter

President's Message



Last month my President's message to you was entitled "Committed to Caring," our SCDA theme for 2009-2010. I wrote much about caring: caring first about yourself and your family, then caring about our fellow colleagues, and finally, caring about our patients. To my surprise, I received a few heartfelt letters and phone calls from some of you expressing appreciation for what I had written. The words struck a chord with some, and I am certainly honored they did.

This month I want to share a few thoughts about the first word in our new theme, commitment. I am afraid that in our present-day society, commitment has become a rather shallow word -- one that doesn't carry the weight it once did. Our commitments today are strong as long as they are also convenient. The SCDA is a volunteer, member-driven organization, much like a church. We depend on the commitment of our members for survival. In a comprehensive 2006 survey of our members, from which our Strategic Planning Task Force was born, a question concerning level of involvement revealed that over 50% of SCDA members considered themselves either "not involved" at all or "slightly involved" in our association. That statistic does not bode well for our association. It is no wonder that attendance at district meetings and our annual session is suffering. Often I have heard the remark that we need to get the "young people" involved, as if it is their fault we are not where we want to be. Ironically, unless I missed some of my classmates at our most recent annual session, I saw more dentists from my son's dental school class of 2004 at the meeting than from my own class of 1977. I don't think we can blame anything on the young dentists, but rather we need to rekindle the flame in some of us older members to become active again in the SCDA. The wisdom and experience gained from years of practice are more worthwhile when shared with younger practitioners. Many who are "sitting on the sidelines" have much to offer to this association and its younger members.

If you are one who feels you are not getting much out of your SCDA membership, consider how much you are putting into that membership. Much like any relationship, you must personally invest yourself, i.e. make a commitment, in order to gain any reward or feeling of accomplishment.

I was very much encouraged this week as I had opportunity to attend an officer's planning meeting of the Pee Dee District Dental Society. The officers met with a full agenda and left with some very positive goals written down to help move their district forward. I know this may show some of my prejudice, but way to go Pee Dee! I also attended a very impressive white coat ceremony for the rising junior class at MUSC's College of Dental Medicine. There was much said about commitment to the profession of dentistry and to patient care as the aspiring dentists were challenged as well as honored. The contribution from the SCDA to that program is very much appreciated and may be one of our best investments in our future.

In closing I want to encourage each of us to re-evaluate the level of all our commitments. Those include commitments made to our families, local organizations and churches, and to our profession and patients. I would like to share what I know must be a paraphrase of a quote from Dr. John Maxwell, no kin of mine, but an internationally recognized leadership expert, speaker, and author. This quote shows the power behind a real commitment. I believe it to be true.

"Until I am committed there is a hesitancy, a chance to draw back. But the moment I definitely commit myself, God moves also and a whole stream of events erupts. All manner of unforeseen incidents, meetings, persons, and material assistance which I could never have dreamed could have come my way begin to flow toward me -- the moment I make a commitment." So, whether it a commitment you need to make to yourself, at home or work, or even to become more active in the SCDA, step out and make it. Life is short!

Until next time,
Charlie



Dr. Charlie Maxwell
President

"...50% of SCDA members considered themselves either "not involved" at all or "slightly involved" in our association."

EXTRA! EXTRA! Read All About It!

By Larry Ferguson

SCDA's Dental Access Days (DAD) project is set for August 27-29, 2009. This is the first project of its kind in the state of South Carolina. The event will be held at the North Charleston Convention Center provided to us free of charge by Mayor Keith Summey. These projects have been taking place in other parts of our country and the SCDA decided last year that it was time to do one of our own.

We have teamed with Pastor Ron Hamilton and Seacosat Church to provide the community aspect of this project. They will have volunteers and many other items to help make this project a success.

We have also teamed with Virginia and North Carolina who will supply us with at least 70 dental chairs so that we will be able to treat 1,000 adult patients over the two day period. Thursday, August 27th will serve as set up day and many volunteers will be needed to get the equipment up and running. Thanks to Dr. John Reese, we will be able to use his vans for x rays inside the convention center. The first part of this set will be completed by 1 pm as we plan to see and triage 150 adults on Thursday. This is so that when they show back up early Friday morning, they can be taken straight to the treatment area as we begin to check in and triage others.

Thursday night after set up, in the parking lot of the Convention Center, Sticky Fingers will provide all volunteers a free meal. Afterwards we will meet to do a final walk through as we get ready for Friday and Saturday. The lines will begin to form early and we will need volunteers to be ready to work. At the time of this writing, we have 71 dentists, 27 hygienists and 28 assistants. WE NEED MORE ! The SCDA estimates that we need at least 100 dentists to pull this off. If you haven't signed up, do so today. We plan to see patients on Friday from 8 am to 6 pm and then again on Saturday 8 am to 3 pm. We need more volunteers for Saturday. Donations from dentists and businesses are coming in, but more can be used. If you need guidance in how to go about asking for donations, contact Phil Latham at the SCDA central office.

This event promises to be great and fulfilling for all of those involved. We hope you are we can count on you!

MAC

Gases and Equipment

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

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

**Locally owned and operated
Serving South Carolina**

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

Tech Talk

By Christy J. Meador

SCDA Website

If you have not been on the SCDA website in a while, now is the time to look around.

Under "**About the SCDA**" you will find all of the Officers, Boards, Committees, and Task Forces for the 09-10 year.

On the front page of the website, you will find a middle tab feature called, "**What's New on the Website**" This is a new feature that will rotate new items that have been recently placed on the website.

Under "Members Only" tab, you will find a new fly-out menu called "**Voluntary Dues**" this has a description of all of our voluntary membership dues.

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

Keep an eye open for new and exciting things to come to our SCDA website!



White Coat Ceremony at MUSC

By Reid Warren



At 4:00 PM on June 26 the MUSC College of Dental Medicine held its annual White Coat Ceremony honoring the 52 members of the Class of 2011. This much-anticipated ceremony, which is generously supported by the South Carolina Dental Association and the Carolinas Section of the American College of Dentists, congratulates the junior class on their completion of the didactic and preclinical courses and acknowledges their preparedness to begin the clinical portion of their dental education. The event is held each year at St. Luke's Chapel on the MUSC campus, and this year included an address from Dr. David Watson, III, a Greenville area orthodontist and 2002 graduate of the CDM. Following the address, personalized white clinical coats were presented to each student, and the class recited the "The Dentist's Pledge." The ceremony is clearly a meaningful time for the students and marks a major milestone, the point at which they earn the privilege to begin treatment of their patients. In the words of junior Shivani Patel, "I have been in school for 20 years preparing for this. The White Coat Ceremony means that we have graduated from books and basic science to patient care. It's a great day!"

After the ceremony, a reception for the students and their families was held in the fourth floor student lounge of the Basic Science Building. The reception provided an opportunity for students to introduce their families to many of the faculty and classmates who are with them for every step on their journey to becoming skilled and compassionate members of the dental profession. The white coat ceremony signifies that the class of 2011 is indeed one step closer to that goal.

We cut our teeth on practice management.

At Dental 360, our Dental Management Consultant, Evelyn Horne, has been maximizing the potential in dental and medical practices throughout the Southeast for more than 20 years. Her comprehensive services and proven strategies will work quickly to help you reach your goals for increased efficiency and profitability.

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

DENTAL 360:
PRACTICE MANAGEMENT AND FINANCIAL STRATEGY

Phone: 803.743.9600 | dent360.com

Maximize the potential in your practice with:

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

Executive Director's Notes

The SCDA is ready to begin another fiscal year and it promises to be very busy one.

The biggest change for 2009-2010 will be the SCDA's first DAD project to be held in August. A lot of work and careful attention to detail has gone into this project and much more will be required. The SCDA has provided a lot of information regarding this project and many of you have stepped up to either volunteer or donate money. If you haven't gotten involved in this cause, do not delay. Information can be found in almost every communication piece sent out by the SCDA. If that information does not answer any of your questions, feel free to contact any of the staff here at the SCDA central office.

As a follow up from the past, you have either heard about or read articles regarding "Red Flag Rules" that were developed as part of the Fair and Accurate Credit Transactions Act of 2003. Under the rule, creditors with covered accounts must have identity theft prevention programs to identify and respond to.

The ADA and the SCDA have been involved in this issue and were pleased to hear of a delay. Many feel that dentists do not fall under these rules and subjecting them to the rule would inject compliance costs into the health system. During the recent Washington Leadership Conference, legislation was introduced by a Representative from New Jersey to exclude health care practices with 20 or fewer employees. This bill has gained a lot of co sponsors and we hope that it will pass so that the rules do not become law on August 1, 2009.

Finally, this past June 4-5, 2009, the SCDA held its annual planning retreat to kick off the new year. President Charlie Maxwell invited Mr. Bob Harris to come and address the attendees on what it means to be a Board member and the changing responsibilities for Board members. The new 990 guidelines and government intervention have caused many changes for non profit organizations. Mr. Harris addressed many of these changes along with the importance of a strong strategic plan. Although the SCDA has several items the Board will be addressing the near future, Mr. Harris did make several comments on well the SCDA was organized and how well many of the current policies and procedures were followed.

After the retreat, President Maxwell held his first SCDA Board meeting and the Board approved the following actions during its meeting:

- Approved a contract between the SCDA and Carolina PR to assist with the implementation of the DAD project. Carolina PR will assist the SCDA to assure that we get media attention for the event.
- The Board cleaned up many of the SCDA Committees and Task Forces and created a new Amalgam Separator Task Force to be chaired by Dr. Todd Blevins.
- Dr. Jim Mercer was approved as SCDA Legislative Chair.

The fall district meetings were announced:

- Central September 11, 2009 Columbia Convention Center
- Pee Dee September 11, 2009 Dunes Club
- Piedmont September 18, 2009 Piedmont Tech
- Coastal November 6, 2009 Omar Shrine



Mr. Phil Latham
Executive Director

"The ADA and the SCDA have been involved in this issue and were pleased to hear of a delay."



Volunteer for our first Dental Access Day

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

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

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

Name: _____

- dentist hygienist assistant dental student other

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____

Email: _____

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

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

Amount: \$ _____

Check # _____ (made payable to the SCDA Foundation)

- Visa MasterCard Discover AMEX

Card#: _____ Exp: _____ Vcode: _____

Signature: _____

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

What our clients are saying about AFTCO...

Over the past several months it has been my pleasure to work with Dr. Ollie and Beth Stukes through AFTCO. Searching for the ideal practice to purchase can be a difficult task. However, my experience with the Stukes and AFTCO is proof that it can be accomplished. From checklists to financiers to contract signing, they had everything organized and made sure that it went smoothly. I am so fortunate to have had the opportunity to find this practice through them and to have worked with them. I would recommend AFTCO and the Stukes to anyone looking to find the right practice.

-Dr. Aaron M. Bliley / Beaufort, SC

I would like to thank Beth Stukes and Dr. Ollie Stukes for the professional manner in which they helped me sell my dental practice. They helped solve all problems and acted as neutral mediators to represent the interests of both the buyer and seller. What would normally have been a very stressful event became a smooth transition. I would highly recommend AFTCO to anyone seeking to buy or associate with a dental practice.

-Dr. E. Roger Cherry / Greenville, SC

Graduating from dental school, I depended a lot on the advice and consult of Beth and Ollie Stukes. Both of them seem very experienced in the challenges and complications a new grad faces transitioning into private practice. The transition they formulated was efficient, timely and seamless. I have and will highly recommend Beth and Ollie any time in the future.

-Dr. Joshua Hudson / Conway, SC

Beth and Ollie, thank you for your help. You changed my concerns about selling my practice into a real win-win situation for Dr. Porterfield and myself. Since we merged 10 days ago, I've been swamped. I definitely think that buying a practice is a better proposition than expensive marketing.

-Dr. Phil Jackson / Columbia, SC

The money you spend buying with AFTCO cannot ever be as much as you get for it. Contracts, calls, notaries, loans, and much more are not your worry. AFTCO handles everything. AFTCO was excellent.

-Dr. Kevin M. James / Newberry, SC

I want to thank you both and AFTCO for your services with my recent stock redemption agreement. Your knowledge and advice were extremely helpful in the transition. My partners and I also appreciated your attentiveness to all of our questions and concerns in such a timely manner. This is the second time that we have benefited from your services. Thank you for your professionalism and great service a second time.

-Dr. Shawna Collins / Conway, SC



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

Free practice appraisals, a \$2500 value!

Ollie Stukes, D.M.D., Beth Stukes, & Jim Gaines, D.M.D.
800.232.3826 . www.AFTCO.net

SCDA Member Benefits Group

By Mark K. Brown

Why You Should Travel With MedjetAssist

"I have had a Family Membership with Medjet since April of 2006. Fortunately I have never had to use their services thus far; however, the peace of mind that the membership gives us when we travel has been invaluable. It truly is a good feeling knowing that Medjet is there if an unexpected medical emergency should arise while we are far from home."- Thomas Edmonds, SCDA Secretary-Treasurer

This year more than 405 million Americans will embark on journeys. They will take 25 million flights and more than 590 million vehicles to get there. They will arrive in 77 countries and 6.5 million cities, eat in 8.1 million restaurants, and sleep in more than 40 million hotels.

Among those who are traveling internationally, one out of every 30 of these journeys will be tragically interrupted. Additionally, domestic and international medical emergencies will hospitalize an estimated 13.5 million travelers. The majority of these travelers will find themselves unprepared, frightened and alone. But the lucky ones, those who are members of MedjetAssist, will find a calm path through the chaos.

As a member of Medjet you have a global network – available 24 hours a day, 365 days a year – all working together to counter the odds of catastrophe. With its hospital of choice air-medical evacuation and repatriation membership program, Medjet provides the utmost in peace of mind protection for travelers.

Medical emergencies can strike anytime, anywhere. If one should interrupt your next journey make sure that you have a plan in place that will get you back to your home hospital, friends, family; make sure that you have a Medjet membership.

Medjet is a worldwide medical evacuation and repatriation membership program operating 24 hours a day, 7 days a week, on an annual membership basis. If a Medjet member is hospitalized more than 150 miles from their primary residence, either in the U.S. or abroad, they will be medically transported to the hospital of their choice. To accomplish this, Medjet utilizes a global fleet of authorized affiliates who provide medically equipped & staffed aircraft, permanently configured as mobile intensive care units. The services are completely bedside to bedside and inclusive of all medical care including ground transportation. A Medjet membership also includes ongoing monitoring of members' medical condition, status communications & translation assistance for foreign medical reports.

What makes Medjet unique in comparison to the medical evacuation portion of most standard travel/medical insurance, typical assistance plans or platinum card benefits? Here are the key answers:

- Medjet provides medical evacuation and transport services to the member's home hospital or hospital of their choice virtually anywhere in the world...NOT just to the "nearest appropriate hospital."
 - Medjet transport criteria does not have requirements stipulating critical or life-threatening illness or injury. The protected member merely requires inpatient status.
 - Medjet is an annual membership program with no monetary limit to its benefits. Domestic medical evacuation services normally average \$20,000 to \$35,000 while international transports can easily exceed \$100,000. As a Medjet member, the membership fee is the only expenditure to the member for complete domestic and international protection.
 - Medjet has no health questions up to age 75 and no pre-existing condition exclusions.
- Medjet has no claim forms, co-payments, deductibles or waiting periods.

As an SCDA member, Medjet's already affordable peace of mind comes at a significant discount. With your SCDA discount, Medjet's Short-Term Memberships start as low as \$85 and Annual Memberships start as low as \$190 (normally \$250). Sign up for your membership today at www.medjet.com/scda.

Classified Ads

Palmetto Dental Personnel Inc. is owned and operated by a dental professional with 20+ years experience and has exclusively provided professional staff for Columbia and the surrounding Midlands areas for 18 years. PDP has dental hygienist, assistants and front office personnel available for temporary and permanent positions. Contact Gail Brannen at 1-800-438-7470, fax 912-234-5544, email gbrannen@palmettodentalpersonnel.com or visit us at www.palmettodentalpersonnel.com.

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

2 ea. Midmark Rear Treatment Console 43" wide - includes upper, midsection and lower - lower section drawer bank, ctr. door and door w/ tub - midsection with shelf - laminate tops - upper section without windows - work surface w/ assistant's instruments - \$2900.00 each. Call Dr. Tripp Davis at 843-734-0212.

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

PRACTICES FOR SALE: CHARLESTON AREA #8438 Gross \$284,914; 4 days, 2 operatories; 850 sq. ft. NORTH OF CHARLESTON #8187 Gross \$365,643; 5 days; 4 operatories; 2000 sq. ft. LEXINGTON #8366 Gross \$995,676; 4 days; 7 operatories; 3,600 sq. ft. HILTON HEAD ISLAND #8596 Gross \$600,000; 3 days 7 operatories; 3,690 sq. ft. office space. Must act quickly. Staff available. Call Dr. Jim Howard, ADS South, at 910-523-1430 for more information. We specialize in appraisals, sales, mergers and associateships. We provide financing for buyers and pay cash to sellers. ASSOCIATESHIPS: GREENVILLE-ANDERSON AREA #8458 Associate position. Office recently redecorated, four treatment rooms with new equipment and computerization, excellent staff and working conditions. Very nice opportunity with no administrative duties. Office collections just under \$500,000. Very attractive compensation package. Suitable for recent graduate. Contact Vikki Howard at 910-523-1949 or vikki@adssouth.com for more information.

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

Dental office for rent or rent w/ option to buy; located at I-20 & Bush River Rd in Columbia; 1800 SF; ample parking; currently used as a dental office; available on June 1, 2009; call 803-732-2302 or 803-237-5552.

Available Dental Suite +1825 sq ft for lease \$4,200/mo. w/ long term options in beautiful Mt Pleasant SC. centrally located dental office. Right off Highway 17 just 5 traffic lights from new bridge and downtown to the south and 4 traffic lights to the north is Mt Pleasant Town Center and the Isle of Palms Connector. This dental office space is ideal. At 1051 Johnnie Dodds Ste B, MtP SC 29464. Right across I7 from the Mount Pleasant Post Office, Chick-Fil-A and Publix. We are a block from East Cooper Hospital and I-526 on ramp. Office space is plumbed for dental, painted, and has new flooring. It needs

countertops and dental equipment to start producing. You pick countertops, install chairs, computers and staff means you're ready to go. 3 weeks from signing lease to seeing patients. I am practicing in next office over suite A and can show it anytime. I started from scratch next door 7 years ago and have not looked back! Wonderful area to live practice and love. Easy commute, minimal traffic, and off to the beaches on those early afternoons. Call Dr. Joe Gillespie for viewing appointments and Start Your Dream Practice O 843-388-9690 M 843-817-6885.

Diamond Dental Personnel, Columbia SC's fastest growing Dental Staffing agency is focused on placing skilled dental professionals into dental practices and facilities for temporary and permanent hires. We are available 24/7 to respond to your immediate needs, replacing key employees quickly without disruption to your service. You can order pens from anywhere, but when it comes to Dental Staffing, you need a trusted partner, someone like Diamond Dental Personnel! Call 803-233-8362.

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

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

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

Help Wanted

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

- Classified advertising is \$35 on a per issue basis. There is no charge for Help Wanted/Job Wanted (Job Bank) ads for members. The public can place ads for \$35 on a per issue basis. Ads are posted to the SCDA website during the month(s) of publication at no additional charge.
- All ad copies and cancellations must be received no later than 7 business days prior to publication, which will occur on the first of the month, with remittances accompanying the ads.
- Job Bank ads can be kept confidential if so desired. If you are interested in receiving information from or submitting information to the Job Bank, please call the SCDA office.
- If you have registered with us previously and have found work or filled your position, please let us know so that we can take your name out of our files.
- Contact: SCDA Bulletin, ATTN: Communications Coordinator, 120 Stonemark Lane, Columbia, SC 29210; call 800-327-2598; fax 803-750-1644; email haworthj@scda.org

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

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

Experienced expanded duty dental assistant. Must have excellent computer skills; put patient care FIRST; be a TEAM player. FLEXIBILITY is a must as well as the willingness to make changes. State of the art facility in North Myrtle Beach. Send your resume to 2188 Eastwoods Drive, Conway SC 29526. All resumes held with complete confidentiality.

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

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

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

Florence - opening in well est., modern, clean office w/ loyal staff. Need ft/pt assoc. to participate like solo/owner dr. w/out the admin. burdens. Family practice w/ cosmetic emphasis. Salaried or commission package w/ health ins. avail. Call 1-800-thanku and visit www.carolinasmile.com today!

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

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

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

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

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

Excellent Dentist Positions Available - Hiring for our successful, stable, modern offices

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

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

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

Dental Assistant/Front Desk - Full Time - Seeking experienced Dental Assistant and Front Desk Staff to work in our fast growing, state of the art environment. Applicants must have a minimum of two years experience. Motivated, self starter, people friendly and team oriented. Assistant must be x-ray certified, and preferably experienced with digital x-rays and Eagle-Soft trained. If you meet these qualifications, please fax resume to 803-531-1602 or email to office@edistodental.com.

PEDODONTIST NEEDED IN CHARLESTON, SC: Looking for a part-time pedodontist to join our well established practice in Charleston. Excellent opportunity for pedodontist looking for additional working days or for a retired pedodontist who wishes to live in our beautiful coastal city. Interested doctors please email us in complete confidence at didg234@aol.com.

Job Wanted

Dentist available for locum tenens. Available weekly or monthly. General Dentistry. 20 years plus private practice, 8 years contract dentistry. Private practice, city and county dental clinics. Dr. Garland L. Slagle (843) 837-4126.

Retired general dentist seeking PT employment in the Charleston area. Filling in while on vacation, maternity leave, illness/disability, or just need an associate 1-2 days/week. GPR trained with 30+ years experience. Call Fred Danziger 843-377-8311 or email fziger@homesc.com.

Dentist available statewide for short-term fill in work. Contact: johnmcgeary@hotmail.com or 803-240-1452.
