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MUSC Dental Mission Trip: A Personal Reflection

By Evan Smith

First year dental students have to absorb so much information. We learn new vocabulary, extreme hand and eye coordination skills, dental anatomy and assorted “ologies”. But of all the amazing things that I learned about dentistry this year, the one thing I grew to appreciate was the willingness of dental professionals to give back to those that need care. I recently had the wonderful opportunity to personally experience this spirit of generosity as I joined a dental mission trip to Quito, Ecuador. My time in Ecuador impacted me in many ways, but the most meaningful was the realization that I would be a part of a profession that is driven to help others—to use skills learned in school to change people’s lives. I would like to share how 57 dentists, dental students, hygienists, assistants, Spanish interpreters, friends and family spent their 2008 Spring Break.

The mission trip to Ecuador was sponsored by Dental Community Fellowship (DCF). This non-profit organization was started at MUSC and serves as a local chapter of the Christian Medical and Dental Association. As stated by the DCF, “The goal is to foster Christian education, outreach, and fellowship through a combination of activities that include social events, small group study, dental speakers, and domestic and international mission services to deliver dental care to the needy.” This is the eighth annual DCF sponsored mission trip. Dr. Bill Sasser and his wife Susalee have played a vital role in the coordination of all aspects of these mission trips.

The group departed Charleston Airport on the morning of March 8. Each person was responsible for carrying their personal bag as well as a dental supply bag. The dental materials donated filled almost 50 pieces of luggage. We arrived in Ecuador late Saturday night where we proceeded to a seminary on the outskirts of Quito. Our accommodations were very nice and the staff made us feel welcome.

The next day we were told that there were two clinics located in different areas of town. They were known as the orange clinic and the green clinic. Each clinic had stations set up for hygiene, operative and oral surgery. There were community teams organized to visit local schools, needy areas of the city, and to spend time getting acquainted with the many enthusiastic children.

Each day, during the morning breakfast, members of the team were divided into separate clinics, and then assigned to one of the stations. Everyone on the trip had the experience of working in each area of the clinic, as well as participating in the community outreach. Each station had one or two dentists, assistants, dental students and interpreters. Throughout the week, many hundreds of patients received needed care. The amazing thing about this event is that in one day we were able to drop supplies, establish the clinic space and have a smooth running field dental facility. Everyone on the team contributed so much. There was a shared willingness to give in such a selfless fashion that this allowed us to reach as many patients as we did.

Our final day of the clinics was Friday, March 14 and then we had the privilege of spending Saturday at a natural hot springs. We all just relaxed and were able to unwind from the hectic week. We flew out of Quito Saturday night and arrived in Charleston the next morning.

We were able to provide care to an amazing number of people. Each person that came through our clinic door was so grateful for our service. Most of the patients thanked us over and over again. This was my first mission trip as a dental student and I can assure that I will be doing this again. I also would encourage anyone interested in a wonderful experience to consider this trip next year. It was one of my most memorable experiences!

(Evan Smith is a rising second year dental student at the College of Dental Medicine at MUSC)



Members of the Mission Team receive instructions on their duties for the day from Dr. Hunt of Greenville.

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Patterson Dental

ASDA Legislative Meeting Raises Awareness

By Cindy Abole

Last month, a group of 30 MUSC dental students traded in their dental scrubs, textbooks and dental instruments for business attire, notebooks and portfolios as they boarded a Columbia-bound charter bus on a cool, spring morning. This small College of Dental Medicine contingent was on a daylong journey with the goal of educating and communicating with the state's elected leaders about dentistry and statewide issues affecting dental education.

The activity was part of MUSC's first dental student Lobby Day activity organized by dental students.

"It was a great experience for everyone involved," said Sonia Karamchandani, a third-year dental student who helped organize the activity with support from the college. In summer 2006, Karamchandani completed an American Student Dental Association (ASDA) externship, which focused on state and government affairs. There, she learned about advocacy in several dental health and professional topics as well as outreach activities with peers in their respective states. Karamchandani, who has participated in previous National Dental Student Lobby days on Capitol Hill, wanted to organize a local effort with MUSC dental students.

"We wanted to coordinate a well-organized effort that demonstrated that we, as dental students, were going to Columbia for a reason—to be an informative, communicative experience," Karamchandani said.

With help from MUSC lobbyists, Karamchandani prepared an itinerary of the day's events, plus speaking points prepared on behalf of the dental school dean and faculty. CDM dean John J. Sanders, DDS, met and viewed dental school facts and financial information with the students prior to the visit. Both Sanders and fixed prosthodontics instructor Ted McGill, DMD, accompanied the students to Columbia. Upon their arrival, they were introduced to MUSC lobbyists and legislative liaisons Bo Faulkner, Mark Sweatmann, Lisa McGill; and South Carolina Dental Association executive director Phil Latham.

"The effort was about building relationships and laying down the groundwork for the future," Karamchandani said. "It was a great chance to see the legislative process in action and, for our dental students, to meet and connect with their area representatives and senators. Students were able to talk about the current dental health challenges around the state, including patient's access to care, the rising cost of a dental education, funding in higher education; plus current needs within the dental school. They met with Lt. Gov. Andre Bauer, S.C. Reps. Leon Stavrinakis, Tracy R. Edge and Kristopher Crawford, M.D., and State Sens. Raymond Clary and Yancey McGill—representatives from Charleston, Columbia, Florence and Greenville county areas.

Students also presented each senator with a package that included a PowerPoint presentation relating to MUSC appropriations and the state budget along with CDM information.

"It's exciting to see our dental students excited about the political process and desire to inspire fellow students and other MUSC students toward advocacy and organized dentistry and medicine. Lobby Day is an opportunity to initiate communications and dialogue between students and their legislative representatives. Students came to a greater appreciation that it is their obligation to inform their elected representatives about what is important in health care today," Sanders said.

The group ended the day with a positive, lasting image. As they looked across the senate chamber, they could easily spot their MUSC-branded handouts on the desks of many senators. As a final act, students and CDM dean's office sent thank-you notes and group photos acknowledging their time and support.

"I think we left the day knowing that people in the state House and Senate heard us. The representatives and senators were open to hearing what we had to say about the issues relevant to dental students and seemed willing to aide us in our future endeavors," said Karamchandani.

(Article reprinted with permission from the MUSC Catalyst Magazine)



College of Dental Medicine students, along with Dean John Sanders, far right, spent April 16 with elected officials at the South Carolina State House. Their goal was to introduce dental education, health issues and student loan debt management.

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Master Calendar

- Jun 12-13** President's Planning Retreat
- Jun 26-28** ADA 22nd New Dentist Conference—New Orleans
- Aug 1** SCDA Board Meeting—SCDA office, 9 am
- Aug 1** Radiation Safety Exam—MTC Airport Campus, 2 pm
- Sept 18-21** 16th District Caucus—Williamsburg, VA
- Sept 26-27** Southern Leadership Conference

Please visit www.scd.org for more events.

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

Editor

Jennifer M. Haworth

Designer

SCDA Toll Free in SC (800) 327-2598

Editorial Comments

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

It's the Economy Stupid, and Other Observations

I keep telling my partner, Heyward Robinson, that everything is all right. The country is not going to "hell in a hand basket." However, many of you may have felt the pressure from all of the changes that are assailing us. I mean "come on", I just paid over \$4.00 for a gallon of gas in Charleston during the Memorial weekend. If that is not sticker shock, then what is? And I am sure that our patients are suppressing their care as the news predicts more economic gloom.

So I guess it is my turn to lob a few shots over the bow of financial distress and maybe make some suggestions that may help your sanity.

Unless I am missing something, no dentist I know is starving. so let's get that out of the way. Next, it might be that your practice has seen a slow down in traffic over the past six months. I hear it from the labs, from the sales reps, and from some of my peers. But unless something significant occurs, I believe that the country's economy has just about reached bottom. So then how does a dentist adjust to a slow down and survive (or flourish) in tough times? We return to basic practice protocol and remain optimistic.

In a recent newsletter, the McGill Advisory, the author stated that dentistry was relatively recession proof. There will always be patients with need for good dentistry.

They may choose to pace or delay their care, but the reality is that care will still be necessary. Don't panic if you have a bad month. Keep it in perspective. I would assume that the longer one has practiced, the more likely they are to weather the storm and not get distracted by the numbers. And speaking of numbers, survival will always require familiarity with your practice statistics. How bad is the month, how bad is the year?

Most of us have experienced years that were below the previous year's receipts. It is a part of doing business. If it is devastating, then shut down your buying until you can establish where the drain on your practice is located.

I mentioned return to basics. Know your patients and offer reasonable treatment plans and financial plans. Be seen in your community; get involved. Patients want to see a doctor they like and trust. Empower your staff! Let them assist in your practice decisions about success. Are different practice hours appropriate? What about Medicaid? What about advertising? I personally don't recommend ads in the paper, but a simple "New Patients Welcome" sign can do wonders.

Lastly, live and practice below your means. We don't usually see a rush of patients from the addition of some new clinical device. Practice smart and be conservative in your care. And repeat after me, "everything will be fine." Remember that this year's crisis is next year's joke!

Till Next Time,
Phil



Dr. Phil Smith
Editor



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SCDA Member Benefits Group Corner

By Mark K. Brown

IMPORTANT NOTICE **IS YOUR MALPRACTICE INSURANCE UP FOR RENEWAL?**

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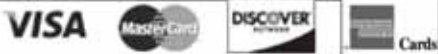
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President's Message



(Included in this month's column is the text of Dr. Mercer's address to the House of Delegates)

I am honored and humbled to be selected to serve as your next president of the South Carolina Dental Association. I look forward to working with you to make the South Carolina Dental Association the leading voice for oral health in our state.

My theme for the upcoming year is **Dentists Making a Difference, A Heritage of Commitment** and I want to challenge each and every member of this association to help "Make a Difference". In fact, plan on receiving a call from me or another member of your board to enlist your help.

Our dental association has had a rich history of commitment since its founding in 1869. We need to continue to work together to improve oral health in South Carolina, especially for our most vulnerable populations of the very young and the very old.

Part of being a member of this great profession is following high ethical standards with the benefit of the patient as a primary goal. We must possess not only skill and confidence, but compassion, kindness and charity. We are called upon as professionals to be leaders of the community and have a social responsibility to improve the quality of life in our community. What other profession allows us to serve the public, provide for our families and practice where and when we want?

Many of the challenges we have faced in past years have either been due to our absence from the debate or the lack of an alternative solution to an issue. I would like to share with you some of the areas that we will focus on next year to improve oral health and to improve operation of your association.

Improving oral health in South Carolina leads us to the question of access to care. This is a much overused term, but many of our activities last year and going forward have an effect on access to dental care. There is no simple solution to the access issue in South Carolina. It is a multi-factorial problem which must have multiple solutions at the local, state and federal levels.

Silo busting is a term that is currently in usage in many companies and organizations. It refers to the removal of walls and the building of connections, cooperation and collaboration. Your dental association has done just that over the last several years.

I want to thank Doug Rawls for chairing the South Carolina Oral Health Coalition and Advisory Council. It is a cooperative effort between governmental agencies and the private sector to assist in development of oral health promotion and disease prevention activities at the state and community levels. The coalition has work groups addressing water fluoridation, public school children and school based programs, early childhood and older adults, social marketing, and children with special healthcare needs. To participate at the oral health discussion table, we need to continue to be an active participant with this group.

In response to some recent activity in the area of water fluoridation, the South Carolina Dental Association created a Fluoridation "Strike" Force. Fluoride was recently removed from a water system by a city council and we found that we were unprepared to deal with this issue effectively. Since then we have presented lectures with DHEC on the health benefits of water fluoridation to water system operators and in collaboration with the American Dental Association and DHEC, we hosted a water fluoridation training program. This program included an overview of fluoridation issues and video training in preparation for media interviews. Moving forward this year, we will be better prepared for other anti-fluoridation challenges and will continue with our proactive activities.

A new area that I would like to see us undertake is collaboration with the Oral Health Coalition and DHEC to address the needs of the vulnerable older adult population. We have had a preliminary planning meeting to explore the possibility of a continuing education program for caregivers in long term care facilities to improve the oral health of their residents. The goals would be: to improve the oral health of the residents by educating the facility staff about basic information on daily oral health care needs, to have local oral health professionals provide expertise, and technical assistance for TLC facilities regarding the ongoing oral health care needs of residents. This effort would be consistent with the ADA's Oral Longevity and Elder Care initiatives.

Many of our legislative efforts have been directed at some aspect of improving access to



Dr. Jim Mercer
President

"Many of the challenges we have faced in past years have either been due to our absence from the debate or the lack of an alternative solution to an issue."

optimum oral health. We introduced a mandatory K-5 screening bill this year after collaborating with the Department of Education and DHEC. This bill would require every child entering 5 year old kindergarten to have a dental screening. This would accomplish a number of things. Identifying and prioritizing needs throughout the state is a first step in improving health and establishing dental homes. I want to thank Dr. David Jordan for the many hours he has devoted to this effort. Unfortunately, the bill did not pass this year and we will reintroduce it next session. With the passage of this bill next year, we have an opportunity to be a leader in our public schools again. In some areas of the state like Aiken County, Johnsonville and many others, you have already established a relationship with schools in your area and are Making a Difference.

To complement the mandatory screening bill I would like to see the South Carolina Dental Association revive a state-wide "Adopt a School" program for each elementary school. All of these schools now have a school nurse in place and I would like to see a dentist or group of dentists adopt each elementary school in the state. Adopting dentists and their staff may choose to help with the mandatory screenings, sponsor our Marionette Theater puppet show, or provide other support for oral health in the elementary school.

As you are aware, the Board of Economic Advisors has forecasted a dismal outlook for state revenues next year. This has caused the legislature to make significant cuts statewide. This has affected several of the pieces of the access puzzle we have been working on. We have lobbied for increased funding for both the Rural Health Incentive Program and funding to increase Medicaid reimbursement rates. We were able to get an increase in funding from the House, but with the revised economic forecast, these increases may be cut by the Senate. The Rural Health Incentive Program is helping dentists locate in rural underserved areas by awarding a grant for education loan payments. It is also helping recruit and retain faculty at MUSC College of Dental Medicine by providing funds for their faculty to repay educational loans. We have recommended the one-year term that the South Carolina Dental Association President fills on the Rural Health Incentive Board be changed to a multi-year term for an individual appointed by the president. It makes little sense to serve for a one year term on this board. Very little impact on the program can be made in this short period of time. Next year we will continue to work for increased funding for the Rural Incentive Health Program and for increasing the Medicaid reimbursement rate. The legislature was receptive to these increases this year, but they were cut because of the difficult budget challenges.

As of April 1, the state began to enroll eligible families into a new SCHIP program called Healthy Connections. This program was designed as a managed care program but the South Carolina Dental Association was successful in fighting for a dental carve out so this program would remain fee-for-service. This program is aimed at families who fall in the health insurance gap. They cannot have had any health insurance coverage for the previous three months and they must fall between 150 – 200% of poverty. It is estimated that an additional 88,000 children who previously had no coverage will now have benefits the same as current Medicaid recipients. Over the long haul, this program, if utilized, should have a tremendous effect on access for those children that had little or no coverage previously.

The Centers for Disease Control and Prevention notes that tooth decay is one of the most common chronic infectious diseases affecting U.S. children. Amazingly, decay in primary teeth has increased among 2- to 5-year olds and more than 51 million hours of school are lost each year because of dental-related problems. We have an opportunity to help tackle the early childhood caries problem in South Carolina. A new ADA code for application of fluoride varnish for children with moderate to high caries risk has been added as a Medicaid benefit for dentists and physicians to use. This has opened valuable dialogue with representatives of several physician groups. We are now looking for a source of funding for training of their staff in application of the fluoride varnish and development of the oral health message for the child's caregiver and establishment of dental homes.

Unfortunately, many children in the 0-3 age group never see a dentist, especially economically disadvantaged children and those who live in areas without ready access to a dentist. Because pediatricians and other primary care physicians see children very early and frequently, they can play a role in identifying high-risk children and referring them to a dentist to establish a dental home **prior** to the development of dental disease.

Medicaid covers 55% of all births in South Carolina and 85% of all teen births. To decrease early childhood caries and improve oral health in general we need to start with these moms before their children are born. We have had preliminary conversations regarding possible pilot projects to this end.

The mission of DHEC is to promote and protect the health of the public and the environment. The Division of Oral Health is our public health state agency working for optimal oral health for all of our citizens.

I would like to begin to facilitate the "silo busting" we are doing internally, with and between the Department of Health and Human Services that administers Medicaid and DHEC our State public health agency to better utilize our **limited** state funds dedicated to dental public health prevention programs in our schools.

Improving dental health must be based on the best scientific evidence. Evidence Based Dentistry is an approach to dental care that requires the integration of 3 areas; systematic assessments of scientific evidence, the dentist's clinical expertise, and the patient's treatment needs and preferences. The ADA has published 3 evidenced based clinical recommendations: guidelines for prevention of infective endocarditis, use of professionally applied topical fluoride, and most recently use of sealants. I would encourage you to review the most recent recommendations on sealants and how it may impact your practice.

The ADA is currently enhancing their EBD website with grant support from the National Library of Medicine and NIDCR (National Institute of Dental and Craniofacial Research). We will also be adding a site on www.scdca.org with content and links to the ADA site.

Dr Ferguson's planning retreat several years ago focused on workforce models as did a lot of the national debate. We will continue to evaluate different models, **but** in South Carolina we already have a model that has been developed, tested here, and

works. The More Smiling Faces in Beautiful Places program was implemented in six counties from 2002 to 2005 through a Robert Wood Johnson Foundation Grant. The program goal was to improve oral health for children from birth to age six and children with special health care needs. The results: A 28 % improvement was seen in the number of Medicaid-eligible children under 6 who received dental services and a 17% improvement was seen in the number of children with special health care needs who received dental services. This improvement was accomplished through oral health education to dental and medical professionals, parents, early childhood programs and faith communities and the use of a “**patient navigator**” to link at risk children from a medical home to a dental home. We will continue in the coming year to explore state and grant revenue funding sources for this type of program that promotes **comprehensive care by a dentist not limited care by a mid-level practitioner.**

Last year a survey was done to determine the amount of care donated by dentists across the state. This upcoming year we will expand the project to develop an inventory of all the programs across the state that provide free or reduced dental services. An example of this is the Greenville Free Medical Clinic that has been in operation for many years. These programs help improve access in their local community and could be duplicated or expanded to help additional areas of need.

This coming year Dr. Carter Brown and your Board will be looking at the feasibility of a program that you will hear about later this afternoon from Dr. Charlie Cuttino of VA. This project has the ability to make a significant impact on needed dental services in underserved areas of our state.

Over the last several years the South Carolina Dental Association has had non-dues revenue in excess of dues revenue. SCDA depends on this money to hold down the dues you pay and continue to operate providing benefits to the membership. There is increasing pressure on the Convention Committee each year to produce revenue for the budget. A Convention Oversight Task Force will be appointed to ensure the continued success of future conventions. The Districts will continue to have Convention Committees to plan their respective year’s convention and add their own individual flavor. The Convention Oversight Task Force will supervise the long range direction, operating policies, financial viability and systems consistency from year to year.

I will be asking the Investment Task Force to expand their focus from overseeing our association’s investments to considering the entire financial picture of the association and its budget. This task force will now be referred to as the Finance Task Force.

The Strategic Planning Task Force under the leadership of Dr. Lynn Wallace has done a tremendous job. Lynn has agreed to continue to chair this valuable task force. For the SCDA to be relevant and to continuously improve it must be membership driven. The Strategic Planning Taskforce is able to look at the big picture and focus on the future while the BOG spends a lot of its time on the current issue at hand. The task force will keep the focus on your needs and desired direction for our association. I think this is an important ongoing function for the association and should be elevated to a committee in the future.

The SCDA has recently signed a Memorandum of Agreement (MOA) with the ADA for participation in the ADA’s State Targeted Integrated Public Affairs program. This program is designed to proactively address issues that arise in South Carolina relating to the oral health delivery system. The intent of the program is to develop and conduct collaborative advocacy and public affairs strategies and activities. In May we will interview 3 local public relations firms to work with your Public Relations Task Force and Board to help access local and state media outlets to get our message out. Representatives from the ADA will be present at our board planning retreat this June to update us on national issues and help us address specific issues in South Carolina.

I would like to thank those of you that serve on an ADA Committee or Council – Phil Smith – Council on ADA Sessions, Pete Hoffmann – Members Insurance/Retirement Prog., Ben Adams - Committee on the New Dentist, Lee Gardner – Council on Dental Practice.

I would also like to thank all of you that participate on our SCDA Committees and Task Forces.

A week and a half ago I had the pleasure of attending the 2nd Annual Closing the Gap in Healthcare Gala to benefit the Thaddeus John Bell Scholarship Endowment. This endowment helps African American students who have been admitted to MUSC and plan to become healthcare professionals in SC. The fitting honoree that evening was one of our own... Dr. Larry Ferguson. I learned many facts that I was unaware of that evening. One of the facts I learned was that 11% of all the African American medical students in the country are enrolled at MUSC. This statistic shows a commitment to increasing diversity in the enrollment at the medical school. We have each year increased our efforts aimed at helping dental students and the MUSC College of Dental Medicine. We need to continue to support our outreach to the students and school and renew our efforts supporting the SCDA Diversity Committee’s 2008 goals - specifically efforts aimed at minority recruitment and retention in dental school.

In closing I wanted to tell you a brief story about a farmer...

This farmer grew superior quality, award-winning corn. Each year, he entered his corn in the State Fair where it won honors and prizes. One year a newspaper reporter interviewed him and learned something interesting about how he grew his corn. The reporter discovered that the farmer shared his seed corn with all his neighbors. "How can you afford to share your best seed corn with your neighbors when they are entering corn in competition with yours?" the reporter asked. "Why sir, Didn't you know? The wind picks up pollen from corn and swirls it from field to field. If my neighbors grow inferior poor quality corn, cross-pollination will steadily degrade the quality of my corn. If I grow good corn, I must help my neighbors grow good corn."

That farmer gave a superb insight into the connectedness of life. His corn cannot improve unless his neighbors' corn also improves. So it is in other areas of life! I know each of you also **share** ...you share some of your time and talents in your community – but I am challenging you to give back to **your** dental profession this upcoming year by volunteering in one of **our** community initiatives to... **MAKE A DIFFERENCE** and continue our **HERITAGE OF COMMITMENT.**

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Three Alumni Honored by Dental School

During the 2008 SCDA Annual Session, three dentists were recognized by the MUSC College of Dental Medicine Alumni Association for their contributions to dentistry. The Distinguished Alumni Service Awards were given to Drs. James Rivers and Daniel Sneed. Both are professors at the dental school. Also acknowledged during the awards ceremony was Dr. Franklin Caughman, an MUSC graduate and professor at the Augusta Georgia Dental School. Dr. Caughman received the Alumni Award of Honor.



Drs. Rivers, Caughman, and Sneed

Executive Director's Notes

BEWARE, PROTECT YOUR AC UNITS

I first became aware of this while attending the annual convention last month. Since then, I have been informed that several of our members have been affected. This deals with your heating and air conditioning unit outside your office. Thieves are focusing on these units to plunder the copper so it can be sold on the recycling market. This can cause your office to be closed for several days and even longer with summer approaching and heating and air conditioning companies getting busier. If you haven't done so, it may be time to take the necessary precautions and install a heavy fence or hook your system into the alarm system at your office.



Mr. Phil Latham
Executive Director

BLUE CROSS-BLUE SHIELD

The majority of the membership has been affected by the latest issues with the State Employee Dental Health Plan through Blue Cross Blue Shield (BCBS). Although this situation was not resolved to our liking, I can assure you that the leadership of the SCDA has been invested in this issue.

A similar situation occurred a few years ago and the SCDA was successful in having BCBS absorb the costs and that was because the Dental Plus Plan was a true indemnity plan. This current situation deals with coordination of benefits and it is the State's money where BCBS serves as the third party administrator.

The SCDA could have walked away mad, but we did negotiate what we could out of a bad situation:

- BCBS did provide the current address of the patient the refund was being requested.
- A separate letter was sent to each patient explaining the situation. You as a dentist did not receive this letter.
- The initial request was to be more than \$2,000,000. We were able to narrow the request to only those claims more than \$50.00 which reduced the total request to approximately \$1,000,000.
- We were able to extend the deadline of time before BCBS would begin to debit the money from other accounts and they have agreed to work with individuals if 60 days is not ample enough time.

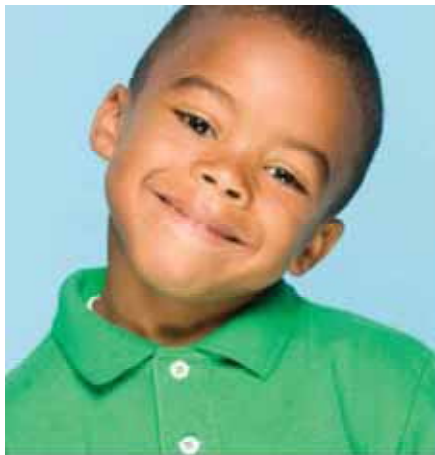
As I mentioned, this decision was not to our satisfaction, but we did all we were able to do with the issue we had.

SCDA BOARD MEETING – MAY 16, 2008

The SCDA Board met on Friday, May 16 with the following highlights:

- The Board received a detailed report from me on all legislative issues. Look for a final report to the membership when the legislative session ends.
- The Board established a Convention Oversight Task Force to look at many of the issues faced each year by the District Convention Committees.
- The Board heard from President-Elect Mercer on details for his upcoming planning retreat in June where plans will begin for his year as President.
- The Board unanimously approved Dr. Craig Wix to the Foundation and Rural Dentist Incentive Program Boards to replace Dr. Vernon Lake, who retired.
- The Board heard a report from me on the Fair Credit Report Act or Red Flag Alerts which may require some written compliance in each dental office. This is something new and details will be forthcoming.

“The majority of the membership has been affected by the latest issues with the State Employee Dental Health Plan through Blue Cross Blue Shield (BCBS).”



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Tech Talk

By Christy J. Meador

SCDA Wins "SCSAE Best in Business" award for "Best Website" for 2007-2008!

The SCDA was chosen from 55 SC Associations' entries. If you haven't visited the SCDA website... you need to. There are new pictures from the Annual Convention posted, Mentor and Mentee Forms and Member Information Change Forms. The front page is changed at least once a week. Log on and see what's new. www.scda.org

Did you know...Dental Fun Facts

Toothpaste has been used since 500 B.C. in China and India. In 1824, a dentist named Dr. Peabody actually added soap to toothpaste. Many compounds were added to toothpaste, like chalk and flavors, during the 1850s. In 1892, Dr. Washington Sheffield created the collapsible tube dispenser. After World War II, other agents were used — ultimately resulting in the addition of fluoride.

Remember, this is **your** web site. Please feel free to send me articles, photos, events or any other information for our web-site. You can email at meadorc@scda.org. You can see all of the photos by visiting www.scda.org and clicking on the Photo Gallery button.



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Palmetto Dental Personnel Inc. is owned and operated by a dental professional with over 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.

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PRACTICES FOR SALE: CHARLESTON AREA #8068 Gross \$242,071; 2.5 days, 3 operatories; 1,300 sq ft. **CHARLESTON AREA #8438** Gross \$284,914; 4 days, 2 operatories; 850 sq. ft. **EASTERN SOUTH CAROLINA #8437** Gross \$443,901; 4 days, 3 operatories; 1250 sq. ft. Building is also available for sale for \$100,000. **HILTON HEAD ORAL & MAXILLOFACIAL SURGERY #8223** Gross \$685,599; 5 days, 3 operatories, 2,000 sq ft. **NORTH CHARLESTON MERGER #6030** Gross \$214,594; 1.2 days **NORTH OF CHARLESTON #8187** Gross \$365,643; 5 days, 4 operatories; 2000 sq. ft. **ASSOCIATESHIPS: CHARLESTON #8372 FLORENCE #8104 GREENVILLE-ANDERSON AREA #8458 MYRTLE BEACH AND CONWAY #8278 NORTH CHARLESTON #8194** Call Dr. Jim Howard, Professional Practice Consultants, Ltd., at 910-523-1430 for more information. We specialize in appraisals, sales, mergers and associateships. We provide financing for buyers and pay cash to sellers.

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

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General practice and equipment/furniture/supplies for sale in prime location of Greenville (Pelham Rd.). 3 equipped operatories with 4th hygiene room plumbed. Planmeca panorex with autocassette. Doctor partially disabled, presently works 26 hrs/wk and refers out most extractions, endodontics, periodontics and prosthodontics. Great potential for growth, especially for graduate of general practice residency program. 1400+ sq. ft. building on .35 acre for lease or sale. Present owner prefers to stay and work PT afternoons only. Salary or percentage of production/collections negotiable. Staff of 1 intact, works 32 hrs/wk and willing to stay at present salary and benefits. For more information call Dr. Roger Cherry's office at 864-232-9452 or cell 864-350-4867.

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

•••

General dentist with 15 years experience desires coastal practice with buy-in or buy-out opportunity. Having taken over 150 hours per year of CE, can readily transition into any practice, restorative dentistry through full mouth reconstruction. Email GROSSDMD@AOL.COM or call 412-913-7301.

•••

Pediatric Dental Suite in Irmo SC is available for lease. The current pediatric dentist has built a very strong practice for the last 3 years. This gorgeous space is available with attractive rent and very little cost to upfit. This is a perfect opportunity for a new practitioner or as a satellite location. Contact Bill Hawley at 803-407-6233

Help Wanted

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

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

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

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

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

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

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ACC Consultants is looking for dentists wanting weekend work in the state of South Carolina. ACC is looking for

Rates:

- 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.
- For no additional charge, ads are posted to the SCDA website during the month(s) of publication.

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

dentists to travel to military facilities and perform basic dental exams on military personnel. Please contact Jana Cruickshank if interested 505-323-1300 ext. 17 or email jana@accidental.com.

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

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

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

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

...

Lexington—well established group General practice needs

associate. Buy-in opportunity immediately or in the future if desired. Clean, modern office with digital x-rays. One year experience required. Send resume to PO Box 11007, Columbia, SC 29211.

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RLM Services, Inc. is seeking General Dentists, licensed in Any State to provide Full Time services at Ft. Jackson Military Reservation Clinic, Columbia, South Carolina. **Interested candidates please submit Curriculum Vitae/ Resumes by email: ka@rlmservices.net.** Requirements: Doctor of Dental Surgery (DDS) or Doctor of Dental Medicine (DMD) Degree, CPR Certification. Equal Opportunity Employer.

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Dentist position available with a Community Medical Center. The position will serve patients in rural communities surrounding Columbia, through a dental van. The dental practice serves indigent and rural patients, as part of an overall health care program. Some 20% of the patients are HIV/AIDS positive. An evaluative study is being conducted on this and 14 other national programs to determine effectiveness. Good salary and loan repayment are available. Contact Warren Hix at 843-335-8291 or email sandhillsmedical@aol.com.

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DENTIST—Partner or Associate in a prosperous general practice in the Conway/Myrtle Beach area. Please contact Dr. Shawna Collins at 843-222-1788 daytime or 843-365-3787 evenings.

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Part time or full time associate needed to work Beaufort & Ridgeland office. Fax resume to 843-726-5711 or email arlthpri@hargray.com.

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Oral Surgeon and Orthodontist needed Fridays for a very busy group practice in Columbia. Send resumes to PO Box 11007, Columbia SC 29210.

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Dental hygienist wanted temporarily. Full or part time July 08-Oct08. Practice expanding. Potential of full time employment with benefits. Mail resume to PO Box 2260, Ridgeland SC 29936; fax to 843-726-5711 or email to arlthpri@hargray.com.

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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.

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Enthusiastic recent graduate with excellent interpersonal skills seeks an associate position in the Charleston area. Candidate is currently completing a General Practice Residency and has experience in operative dentistry, fixed and removable prosthodontics, endodontics, pediatrics, implants, oral surgery and anesthesia. Excellent candidate for a position requiring responsibility, motivation, and challenge. Contact: associateDMD@gmail.com or 404-402-0540.

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