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James H. (Hal) Zorn, Jr. 1943-2014

By Gene Atkinson, SCDA Historian

The South Carolina Dental Association lost one of its dearest friends on May 5, 2014. James H. (Hal) Zorn, Jr. was our very diligent Executive Director from 1988 to 2007 as well as a part-time consultant for two years afterward.

Hal Zorn came to the SCDA in 1988 when the SCDA had suffered through several recent director changes and was experiencing severe budget woes. His superb administrative skills helped bring us back into being a viable organization. Hal’s leadership helped define the SCDA during his tenure.



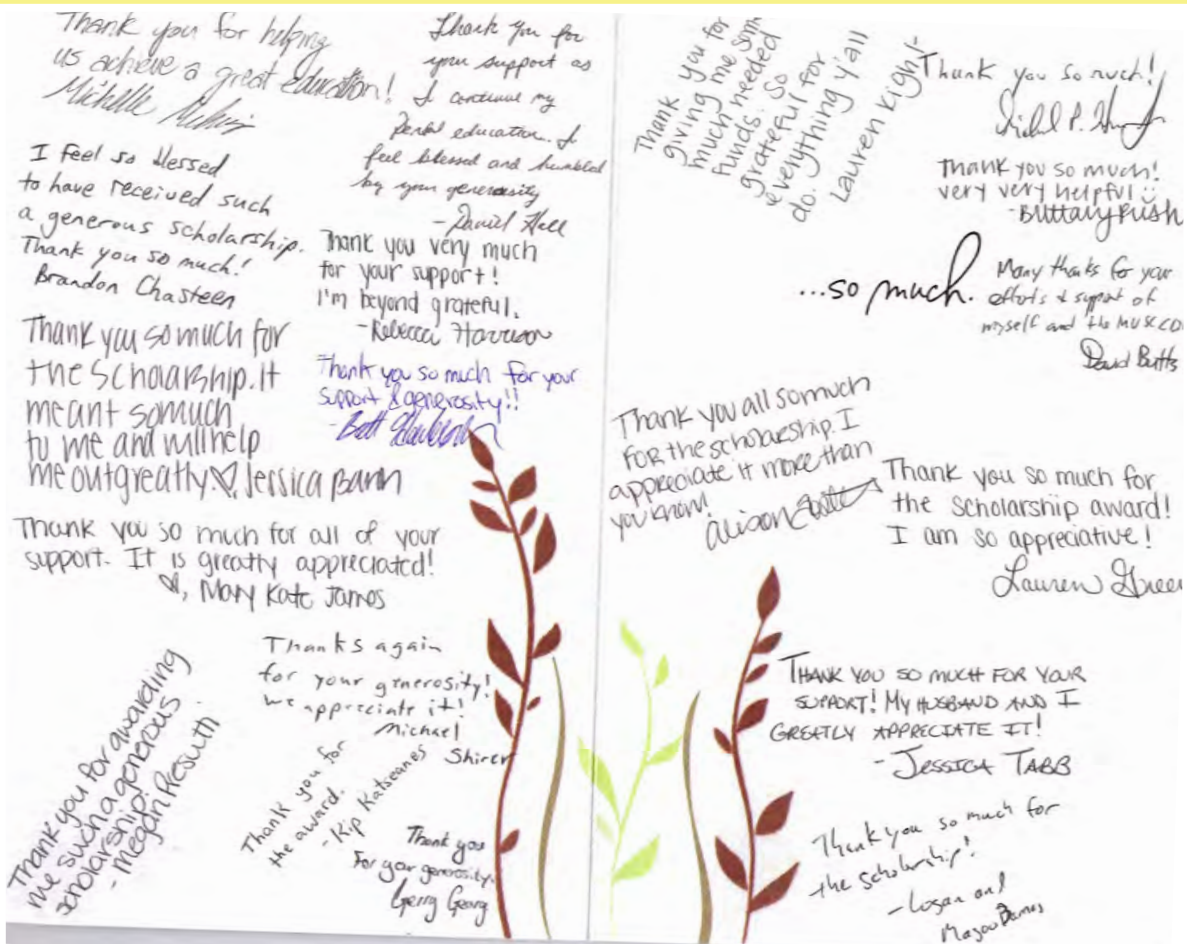
Hal Zorn

Among the accomplishments Hal achieved for the S.C. Dental Association during his well-organized guidance are as follows:

- Insured that the S.C. Tax Commission (as it was named then) followed existing laws by carrying them to court to prove that dental prosthetic devices were exempt from sales tax. The judge overturned the S.C. Tax Commission’s interpretation in a hearing that lasted only 10 minutes. The judge ruled that the Tax Commission could not break the law even if new revenues were needed. Thus dentists in S.C. have not had to pay sales tax on most dental laboratory fees ever since.
- Initiated action to start a coalition that worked closely with DHEC and the Legislature to write medical waste regulations which established an exemption for small generators (such as dentists), as long as these generators followed approved disposal guidelines. Thus most dentists do not have to pay expensive medical waste collection fees.
- Authored an OSHA guideline booklet for SCDA dental offices, so that dentists could meet the letter of the law without unduly affecting their practices. This was done in coordination with the S.C. Department of Labor, Licensing, and Regulation and became a model for other state associations.
- Helped establish a coalition with over 30 associations and businesses to develop a Patient Protection Bill that secured freedom of choice for patients to select their own health care providers when their insurance companies were domiciled in South Carolina.
- Designed a dental Medicaid program in 2000 that resulted in an increase of dental providers from 619 to over 1100 in South Carolina, and doubled the number of children receiving comprehensive care. This program also helped generate portable dental operations to provide comprehensive care in school settings.
- Developed the idea and coordinated development with the Legislature and several state agencies for a Rural Dentist Incentive Program to locate dentists in underserved areas, as well as attract instructors to the College of Dental Medicine at MUSC.
- Established the SCDA Education Foundation which provides scholarships to dental auxiliary students at nine technical education colleges as well as to students at the James B. Edwards College of Dental Medicine.
- Established the Member Benefits Group (first called Stonemark Corporation) as a for profit subsidiary of the SCDA to provide benefits for SCDA members. This includes insurances, business services, investments, and retirement services. The profits are used to supplement SCDA activities.
- Increased membership levels of the SCDA to almost 90% of dentists in South Carolina, which was among the highest in the nation.

Continued on Page 3

Thank You From MUSC Scholarship Winners



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Continued from Page 1

- Created an education task force to work with all the technical schools, MUSC, and the S.C. State Board of Dentistry to modify training programs to increase the number of dental hygienists educated in the state.
- Led the efforts to build a new modern headquarters building for the SCDA.

As one can see, Hal Zorn's talented administrative skills have left an indelible mark on the progress and success of the South Carolina Dental Association through the years.

Hal Zorn was born in Orangeburg in 1943 to James. H. and Lila Ruth Zorn. He grew up in Denmark, S.C. and graduated from the University of South Carolina in 1967. Hal married the former Beverly Ann Rogers, and they celebrated their 50th wedding anniversary in 2013. They have two children, Beth and William, and five grandchildren.

After an early career in the newspaper business, he was the Bamberg County Administrator for 11 years prior to coming to the helm at the S.C. Dental Association. Hal received an honorary Doctor of Letters degree from MUSC and was awarded the Order of the Silver Crescent by the governor of South Carolina.

The South Carolina Dental Association has been extremely fortunate to have had someone of Hal's talents guiding and directing the progress of our association through the years. For this we are indeed grateful.



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



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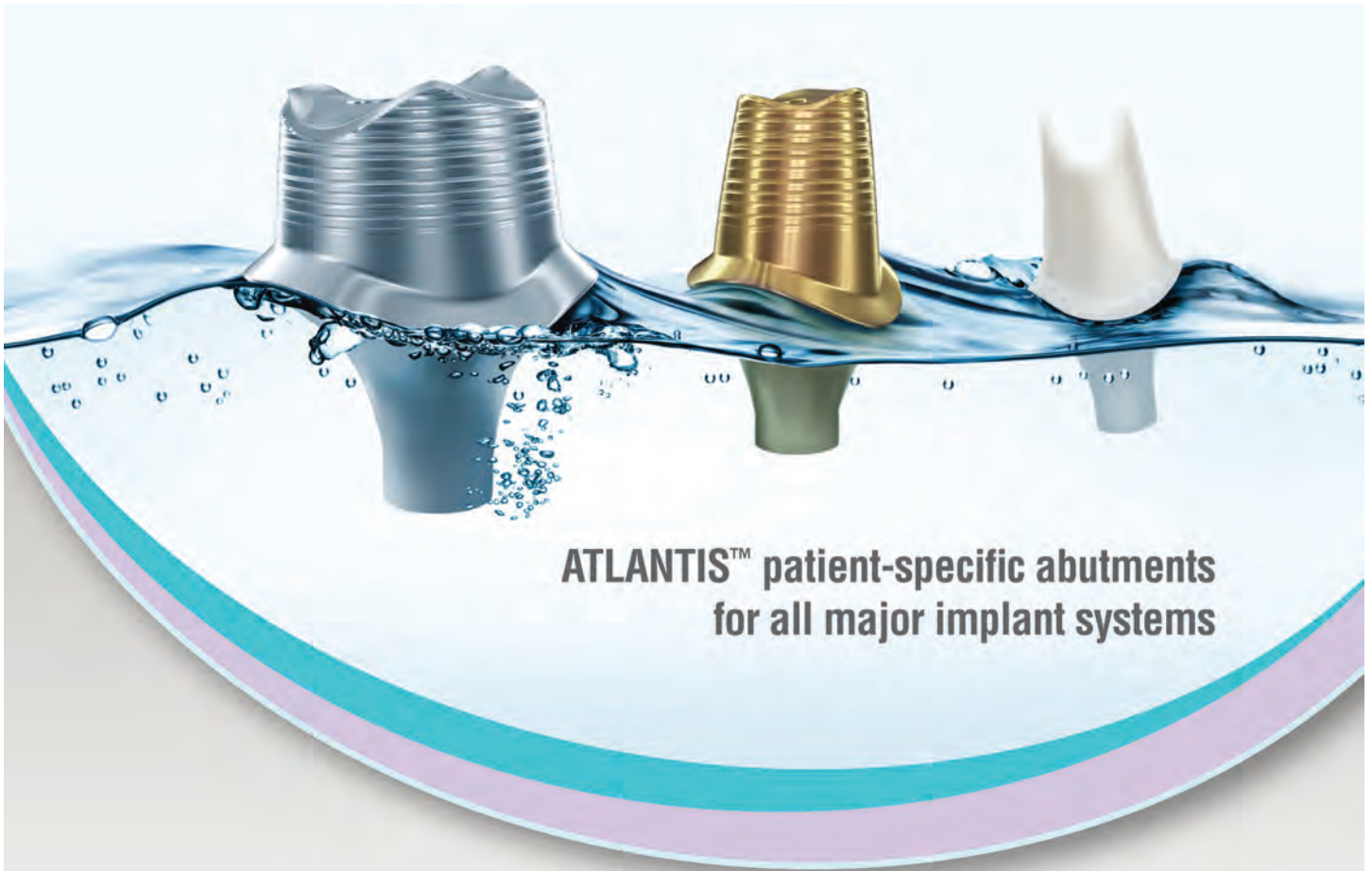
Course Faculty

Derrick MacFabe.MD University of Western Ontario,Csanada
Steve Beetstra,DDS,MHSA, Arkansas Children Hospital
SC DHHHS representative, Columbia,SC
Carlos F. Salinas DMD. MUSC, Charleston SC

Carlos F. Salinas, DMD, Course Director

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New Dentist Committee Member Focus

By Nicole S. Price, DMD

SCDA Mission

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

Are You Retiring? Please Notify the SCDA

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

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

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

Keep Your Records Up-to Date!

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

Why I participate in organized dentistry?

As a brand new dentist, I am still learning the benefits of organized dentistry. While I was a student at MUSC, I was able to participate in state lobby days and have discussions with our representatives and lobbyists and learn from them how much we have a voice in our profession. Vince Lombardi once said, "The achievements of an organization are the results of the combined effort of each individual." So too is dentistry as a profession. We must individually be involved so the profession of dentistry will go in the direction we want it to go.

What have I gained from organized dentistry?

I have had opportunities to meet colleagues who have similar goals as I do in the field of dentistry. I have been able to participate in several groups who have a voice and this gives me comfort knowing there are people who are supporting our profession. I look forward to a career in dentistry with lifelong participation in organized dentistry.

About Jamie D Harvey, DMD

Dr. Jamie Harvey is a graduate of the Medical University of South Carolina (2014) and Francis Marion University (2007). He is an active member of the American Dental Association, the Academy of General Dentistry, the Academy of LDS Dentists and the South Carolina Dental Association where he serves on the Committee on the New Dentist. He enjoys spending his free time with his wife, Amber and his three children, Myah, Doss and Sullivan.



Summer Calendar

June 13	Team Approach to Treatment Planning	Columbia, SC	8:30 AM
July 18	Radiation Safety Exam	Fortis College	9:30 AM
August 7-9	Dental Access Days	First Baptist Rock Hill	
August 15	Member Benefits Group Board Meeting	SCDA Office	9:00 AM
August 22	SCDA Board Meeting	SCDA Office	9:00 AM

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SCDA Awards at the ADA Annual Conference on Recruitment and Retention

By ADA Council on Membership & Membership Outreach

One of the highlights at the Conference is the popular Membership Awards Ceremony. These membership awards recognize dental societies that have made a significant difference in gaining new members, retaining current members or building relationships with current and potential members. Based on the ADA's End of Year 2013 Membership Recruitment and Retention Report, South Carolina Dental Society was the top constituent dental society, among societies with 1001 – 2000 members, in the following categories:

1. Greatest Percentage of Nonmembers to Membership (*a 2.2% increase in membership market share from end-of-year 2012; 78.7% market share to end-of-year 2013; 80.9% market share*)
2. Greatest Net Gain in Membership (*a net gain of 70 new members from end-of-year 2012; 1,585 members to end-of-year 2013; 1,655 members*)
3. Greatest Net Gain of New Dentists (*a net gain of 52 new dentists members from end-of-year 2012; 326 new dentist members to end-of-year 2013; 378 new dentist members*)

Given that the membership marketplace is changing in terms of its demographics, its competition, and in many other ways, we recognize that your accomplishment is no small task. Your outreach efforts represent a significant commitment to membership recruitment and retention. We commend you on a job well done.



Maie Brunson and Dr. Hal Fair at the R&R Conference in Chicago

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South Carolina Donated Dental Services DDS Update

Overview: In 2012, the South Carolina Dental Association partnered with Dental Lifeline Network South Carolina to develop a Donated Dental Services (DDS) program to help South Carolina residents with disabilities or who are elderly or medically fragile and have no other access to dental care. The South Carolina DDS program is similar to 40 other state programs developed by Dental Lifeline Network that will collectively generate \$24.7 million in donated services by June 2014. **Already DDS volunteer dentists and labs have donated almost \$400,000 of comprehensive treatment for 106 vulnerable people in South Carolina!**

DDS Program Totals: Fiscal Year 2013-2014 YTD

7/1/13-3/31/14

Donated Treatment Value	\$145,046
Donated Lab Value	\$17,988
Patients Treated	38
Average Value of Treatment	\$3,817
Participating Dentists	91
Participating Labs	22
Active Patients	42
Pending Applications	201



DDS Patient Andrew with Dr. Michael Miller of Florence, DDS Volunteer since 2005

The DDS program transforms the lives of the patients we serve, **like 64-year-old Lorraine, who lives alone in Greenville.** Lorraine suffers from several serious physical ailments, including liver disease, esophageal varices, hepatitis C, osteoporosis, and osteoarthritis. In addition, she has problems with her eyesight and has undergone a corneal transplant and is legally blind in one eye. Lorraine had not been to a dentist in 25 years and was missing all but six teeth. Two generous volunteers came to Lorraine's aid: A general dentist restored five teeth, performed a deep cleaning, and donated a full upper and a partial lower denture; and a volunteer lab fabricated the dentures at no charge. **Thanks to this kind team, Lorraine received \$5,403 in free care!**

"I feel so much gratitude for your generosity. Thank you again for your help and please know that you have helped to change my life!"

The Future of South Carolina DDS: We so appreciate the 91 dentists who volunteer with DDS, but we desperately need more. Today, 201 qualified and pre-screened applicants are waiting for care. **YOU can make a difference:** Please promote the DDS program to your colleagues and associates, and consider donating your own time and services too. It's so easy and convenient to volunteer through DDS—visit www.DentalLifeline.org today!


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“Marketing” is Not a Dirty Word...

By Officite

It's just misunderstood, especially in the world of dentistry, where it holds an undeservedly bad reputation. And it gets that reputation, not because of anything underhanded about the discipline, but because many dentists have a somewhat skewed perception of what marketing means.

Officite

The word “marketing” can sound out of place in a healthcare setting, and that can lead to some unpleasant tension. After all, if the main goal of dentistry is to help people, how do you balance that mission against the realities of your practice's bottom line? Does focusing on your practice marketing mean your practice is overly concerned about making money?

No. Not in the slightest.

Marketing isn't something underhanded, or frivolous. It's not something done by guys in cheap suits hawking steak knives. Those are sales guys and ad men. Marketing is something completely different – something much more valuable and holistic. It isn't a flashy ad campaign, a jingle in a 30 second TV spot, or a limited-time offer; it's everything your practice does to communicate value. It's the way you represent yourself to your patients. And that encompasses more than you might expect.



For a dental practice, marketing includes everything from your logo to:

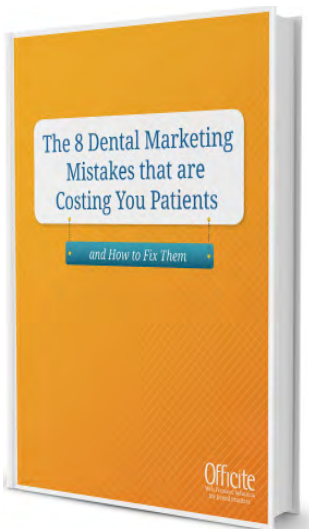
- How you interact with your patients
- Your online presence
- Your social media involvement
- Your office's dress code
- The design of your operatories and public spaces
- The look, feel, and functionality of your website.
- The technology you feature in your practice
- The treatment options you offer
- The music you play in your practice
- Your positioning: Family practice, cosmetic practice, full-service practice, value practice, etc.

Everything your practice does is marketing. Those who would cry out that marketing is unethical are utterly missing the point: your practice is *already* marketing itself, maybe even without realizing it. It's part of your day-to-day operations, and the farthest possible thing from a 4-letter word.

But if *everything* you do is marketing, then the stakes have just been raised. Under this paradigm, every interaction – every point of contact with your patients – is part of your practice's brand identity. And that means that even the small things just became much more important.

So what if you're making mistakes? How do you know where to start?

This eBook is as good a place to start as any. Officite, our endorsed Web Service Provider, has published this quick guide to help guide dentists through some of the most common marketing pitfalls a practice can face. It's called “8 Dental Marketing Mistakes that are Costing You Patients – and How to Fix Them.” It's simple, clearly written, and dentist-friendly. You won't need an MBA to understand it, and you'll be able to get started right away. Click [Here](#) to download the e-book. Or visit go.officite.com/ebook/



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"When researching malpractice insurance, I asked myself, 'Who can I trust with this important coverage?' Once I learned that the SCDA offered this coverage and that fellow association members sit on the boards of the carriers they work with, I knew my best interest would be of foremost importance."

Jill Colson, SCDA Member Dentist

President's Message



Dr. David Moss

I'm not really sure how many of the rank and file membership of SCDA are aware that your association sponsors a delegation to Washington each year to speak on national issues to our state's Congressional representatives. The ADA organizes the event known as the Washington Leadership Conference (WLC) which serves as a springboard for awareness of legislative items that affect the everyday practice of dentistry across the land. Our group from South Carolina this year consisted of Carroll Player and Bill Bragdon from DENPAC along with Gloria Pipkin, Chris Griffin, and myself from SCDA. As 16th District Trustee to the ADA, Hal Fair also joined in to represent our state. Prior to the WLC an effort is made to circulate the various national issues among the attendees to try to boil down to three of the most important items to discuss with the legislators. Let us take a look at each of the three discussion points that our delegation discussed with our elected representatives.

Student Debt: H.R. 1527, Student Loan Interest Deduction Act of 2013; S. 1066, Federal Student Loan Refinancing Act. We all know what a huge issue this has become for students wishing to enter our profession. The average student debt for a 2013 dental school graduate with loans was \$241,097. A recent study found that 68% of dental school graduates see debt as a major influence on their decision to practice away from a rural setting that may be an area of need. This trend would likely be a detriment to the care of our state's rural Medicaid population. The House bill softens the debt problem by increasing the deduction allowed for student loan interest and making the deduction available regardless of income. The Senate bill seeks to restructure the debt problem by offering a lower interest rate of 4% on most Stafford loans. These loans may currently go as high as 9.5%. Our specific task was to educate our Congressmen on these bills and seek their sponsorship. While everyone to whom we spoke agreed that the problem exists, the fact that these bills had been "scored" to add to the national debt made it a tough sell.



Drs. Gloria Pipkin, Chris Griffin and David Moss with Senator Tim Scott

Action for Dental Health Act 2014: H.R. 4395. This legislation asks for two federal grant programs of \$10 million annually to fund initiatives that reduce barriers to care. The first grant seeks to help fund programs that provide direct care to those lacking care through Give Kids A Smile and Missions of Mercy (or Dental Access Days in S.C.). The second grant would fund "Action for Dental Health" initiatives. This multifaceted program touches on nursing home care, water fluoridation, Medicaid issues, and more. Of particular interest in South Carolina is the Emergency Department (ED) diversion program that would help reduce the high cost associated with ED visits for dental pain and get these patients directly to a dental office for appropriate care. Interestingly, while we were at the office of Sen. Tim Scott we happened to run into a group from S.C. representing ED physicians and talked through our legislative points with them as well. They were very interested in any program that would route their walk-in toothache patients to a dental office for treatment.

Medicaid RAC Audits: The Medicaid Recovery Audit Contractor (RAC) review process calls for an independent contractor to audit a Medicaid provider to assess billing improprieties. Currently, the auditor can audit a small portion of transactions within a practice and extrapolate the findings across an entire patient population with a three year retrospective. For example, one dentist in Maine was found to have a \$186 overpayment that was rendered into a \$23,856 fine when it was assumed that the findings of a small audit sample size should be applied to all Medicaid transactions across the practice. By the way, the RAC auditor is paid on a commission basis by the government. Rep. Paul Gozar of Arizona, a dentist, has issued a "Dear Colleague" letter that seeks for the Centers for Medicare and Medicaid Services (CMS) to issue guidance to the states concerning the Medicaid RAC audit review process. We asked our legislators to add their name to the letter so that it would receive more attention with CMS when it is received. Rep. Joe Wilson signed on after our visit and it will be interesting to see if others from S. C. will follow his lead.

While only time will tell if our visit to "The Hill" will make a difference with these issues, it did feel good to articulate our concerns. Each office we visited was eager to listen to our points and gave us a thorough and fair allotment of time for full discussion. Overall, I feel that it was well worth the two days out of my practice to go and represent SCDA in Washington.

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Executive Director's Notes



Mr. Phil Latham

The Health Insurance Portability and Accountability Act (HIPAA) has been around for many years, but changes continue under the law. New rules under the HIPAA require covered dental practices to make changes to how they comply with the law. Although these rules were finalized in 2013, the SCDA continues to get calls on this subject.

The American Dental Association (ADA) has some excellent information about HIPAA with links to other sources that offer additional information. You can find this information on the ADA website along with An Overview of Changes in the 2013 Omnibus Final Rule which was developed by the ADA's legal division and is offered by ADA CE Online.

The course, which awards participants one hour of continuing education credit, will give a brief history of HIPAA; discuss 2013 final rule changes to HIPAA privacy, security, breach notification and enforcement that are most likely to affect dental practices; describe resources; and how to access the rules. It will also help dentists understand what is required of their practices, including:

- revising the Notice of Privacy Practices and providing the new notice to patients;
- updating breach notification policies and procedures;
- including the new provisions in business associate agreements and revising your existing agreements;
- obtaining written patient authorization before making certain marketing communications or selling patient information.
- For more information on HIPAA, visit [Privacy](#). To take the CE Online course, visit [ADACEonline.org](#).

Another subject of interest is Windows XP. Are you one of the estimated 27% of PC users who are still using Windows XP? If you're doing so, you should be aware that Microsoft has stopped providing security fixes for newly discovered problems. While using Windows XP on your PC will pose security risks, some XP users may not be in a position to replace or upgrade right away. Here are some suggestions on how you can reduce the risks associated with running an unsupported operating system.

- Make sure you've installed all available "Critical" and "Important" Windows XP updates. Microsoft will continue to make previously available XP updates available.
- Make sure you've got antivirus software and that the antivirus signatures are up to date. The signatures should be automatically updated on a daily basis.
- Make sure all of your other software is up to date, for example, Acrobat Reader (used for reading .PDF files), Shockwave, and Flash (used to display graphics and media on web pages). To make this process as easy as possible, use software to automate updates. [Secunia PSI](#) or [Update Notifier](#) are two suggestions and both are free to use.
- Stop using Internet Explorer as your browser. The most recent version of IE that XP can use is IE9, whereas, the current version for Windows 7 and Windows 8 is IE11. Instead, start using the Google Chrome or FireFox browsers, which will both run on XP and are still being updated.
- If possible, stop using your Windows XP computer to access the internet. At a minimum, don't use it for random browsing, but only for business related functionality, such as logging into business partner's web sites.
- If possible, stop using your Windows XP computer to access email. At a minimum, don't open email attachments or click on emailed links.
- Talk to your IT expert about reducing the permissions available to your login account. Many users log in as "local administrators". This permission allows complete and unrestricted access to do anything they wish on the machine like deleting files or installing software. A better approach would be to log in as a member of the "user" security group, which has reduced access. If your login account doesn't have access to do certain things to the computer, malware loaded via your browser won't have that ability either.
- Talk to your IT expert about isolating your XP computer from the internet or from the rest of your computer network. If your XP computer can be used from an isolated network, it will be much less likely to get infected with malware or a virus.
- Talk to your IT expert about disabling "AutoPlay" and "AutoRun" functionality on your XP computer. One common way that machines are infected is by malware that loads onto a computer when a USB memory key or CD-ROM is inserted. That malware depends on a Windows XP feature called "AutoPlay" or "AutoRun".

Even if you are able to implement all of the suggestions above, you still should have a work plan to replace any Windows XP machines within a reasonable time. Now that Windows XP is considered obsolete, developers will stop testing their software updates on Windows XP. If the XP machine is less than 4 years old, you might be able to upgrade the operating system from XP to Windows 7. If the XP machine is more than 4 years old, you will probably be most productive with a new machine running Windows 7 or Windows 8.

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Peace Of Mind Knowing Your Practice & Family Are Protected NPT's Practice Protection Plan (PPP)



In general, following the unexpected death or disability of a dentist, practice value immediately begins to decline approximately 25% per month until a transition occurs. Unfortunately though, it could be weeks before a grieving loved one contacts the appropriate professionals to begin the search; and then additional weeks if not months before a proper transition is completed. By then, the practice could have little to no value remaining.



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Will Long Term Care Deplete Your Assets?

By Mark Brown



Life insurance is something we all should have and it can be used for personal and/or business use. Some have it to insure their family's dreams and goals and some use it to fund a buy-sell agreement in the case of death. No matter what the purpose of your life insurance, often times we neglect to pay attention to how the policy is actually set up and the ramifications.

For example, the death benefit is an income tax free benefit, but what some people don't know is it could be included into your estate. For the average person this doesn't make much of a difference, but this should be taken into consideration for those with larger estates and/or who have larger life insurance policies in place.

Mr. Mark Brown

How do you know if your policy is included in your estate? If you are the owner of the policy and the insured of the policy then you may want to have your policy reviewed. This is a very common way to set up a life insurance plan, but for those who plan to have or who already do have larger estates and/or policies it is probably the worst way to set it up.

To have your policy reviewed please click [here](#) to have one of our insurance specialists contact you.

Send us your story ideas!

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

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

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Bill Pace 800-452-4931

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TransFirst
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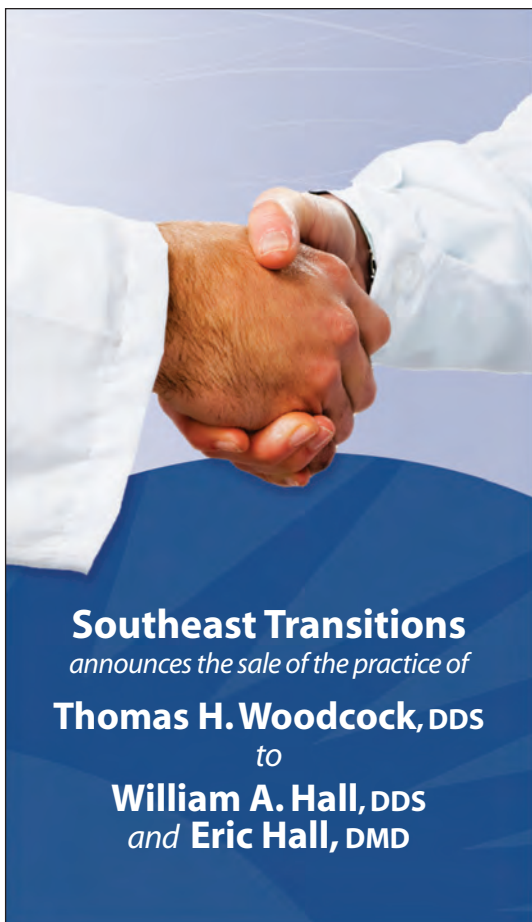
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Regions Mortgage announces its **Doctor/Dentist Loan Program** that offers 100% financing to qualified borrowers. Primary residence only. Fixed rate or adjustable rate mortgages with no monthly mortgage insurance...saving you thousands. 90% cash out refinances for existing homeowners that need to tap into their equity. Contact Dan Canham 843-540-6676.

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

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

Prosthodontists/Implant Surgeon available for in-house implants & grafting in your office. Newly relocated; 25+ years of private practice experience; Charleston/Bluffton/Hilton Head areas; other areas to be considered; Misch Institute Faculty; looking for a few select practices; email requests/inquiries to drjayfriedman@sbcglobal.net

General dentist wanting **local tenens/part time**. Located in the upper part of SC but am willing to travel to any part of the state. Contact Carl Lockwood 803-429-0649 or aclockwood@outlook.com

Positions Available - Dentists

Family Dental, LLC desires **motivated, quality oriented dentists** for its offices in Columbia, Rockhill and Greenville. We focus on providing the entire family superior quality general dentistry in a modern technologically advanced setting with experienced staff. Our dentists earn on average \$230,000/yr, supported with health/malpractice insurance, 3 week's vacation, and visa/PR sponsorship. Call 312-274-4524 or dtharp@kosservices.com.

Dentist Needed! General or Pediatric! Part-time or Full-time! In Irmo area! Send Resume to childrensdentalgroupsc@gmail.com or fax 803-781-5142

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

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

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

General Dentist Associate needed for a multi-doctor, multi-location practice. Please submit resume' to irmosmilemakers@aol.com

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

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

Wadesboro, NC-Full time. With 15 locations across North Carolina, University Dental Associates delivers comprehensive dental services in convenient community locations. As a group dental practice, UDA is able to provide general and specialty dental care. UDA is nationally recognized for quality and maintains accreditation through the Accreditation Association of Ambulatory Health Care (AAAHC).

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

Looking for a **general dentist**, as an associate, who may be interested in purchasing a successful and profitable established practice. Proven track record and great growth potential. Dedicated and experienced staff. Contact aikendental@aol.com for more information.

Pediatric dentist opportunity- Looking to work close to the beach? Our Charleston multi-office Pediatric practice is fun, energetic, well respected and has an excellent team environment that focuses on complete, quality Pediatric and Orthodontic dental care. To learn more about our practice which offers a competitive salary and benefits package, please visit www.coastalkidsdental.com. Call or email to find out how to join our team drisabel@coastalkidsdental.com 843-818-kids(5437).

Kool Smiles is looking for FT and PT: **Endodontist, Pedodontist, Orthodontist and Dental Anesthesiologist**. Locations: Anderson/Greenville/Columbia/Orangeburg/Rock Hill/Sumter/Charleston. Generous compensation and 401k plan with company match. Medical, dental and optometry coverage. No practice management expenses and headaches – we take care of it! Contact Emily Platto: eplatto@ncdrllc.com or 770-508-6810

Orthodontists opportunity- a fantastic opportunity for an orthodontist to make some extra money once a week. Email tolbertc81@yahoo.com to find out more information. We are located outside of Rock Hill.

Endodontist opportunity- a fantastic opportunity for an endodontist to make some extra money once to twice a week. We are looking for someone to see patients from 5pm-8pm 1-2 times a week. Call or email to find out more information 803-772-4949 or tolbertc81@yahoo.com.

Looking for a **dentist for temporary position** for 6 weeks. Private practice in medical park, single dentist. Contact rneast@yahoo.com for more information.

General dentist- full time position in a growing practice, Coastal SC. Please forward your resume to smiles@gentledentistryllc.com.

Dentists, Pedodontist, Oral Surgeon, Endodontist & Prostodontist needed full and/or part-time in the Myrtle Beach and Georgetown area. We offer an excellent benefit and compensation package. For more information, please call Cameron Banks at 843-833-3555 or email CV to cameronbanks178@yahoo.com

We are looking for a caring experienced **general dentist**. Full or PT in a FFS state of the art practice. Excellent well trained staff in place. We are a paperless practice so computer knowledge is required contact drehortman@sc.rr.com

Volunteer at the East Cooper Community Outreach Dental Clinic (Six Mile Rd in Mt. Pleasant). SC licensed dentists provide needed restorative care and exodontia to eligible clients. Monday-Friday and Tuesday and Thursday evenings available. Please contact Ms. Leslie White at lwhite@eccocharleston.org or call 843-416-7115 or 843-343-2984.

Positions Available - Staff

Dental Assistant- 4 day week (Mon-Thurs), non-smoker, computer skills. Must have dental assistant experience. Please visit 200 North Royal Tower Dr, Columbia SC to fill out an application.

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Coastal SC Beautiful, high end dental practice with 6 ops, collected \$800k in 2013 on 2-4 days a week. Dr getting ready to retire, but will stay on for transition. Long term staff and great patient base. For more information call 678-482-7305, email info@southeasttransitions.com or visit www.southeasttransitions.com using listing ID SC1033

Fantastic opportunity for a **small start up or a satellite practice**. Very affordable, can include equipment and office furniture. Location desperately in need of flexible hours with some Saturdays. Chairs/lites, statim, digital x-ray, lou vent, lou overhead. Contact 843-756-1111 or fphc@sccoast.net for more information.

Satellite dental office; 52 foot trailer. One operatory fully equipped white coastal chair. One operatory plumbed and ready. Lab, reception, business office, 1 full bathroom and HVAC included. Ready to move to your location. \$30,000 OBO call 803-648-3251 for more information.

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

- Classified advertising is \$35 on a per issue basis. There is no charge for Help Wanted/Job Wanted (Job Bank) ads for members. The public can place ads for \$35 on a per issue basis. Ads are posted to the SCDA website during the month(s) of publication at no additional charge. Please use **no more than 50 words**.
- All ad copies and cancellations must be received no later than the 10th of the month prior to publication, which will occur on the first of the month, with remittances accompanying the ads.
- Job Bank ads can be kept confidential if so desired. If you are interested in receiving information from or submitting information to the Job Bank, please call the SCDA office.
- If you have registered with us previously and have found work or filled your position, please let us know so that we can take your name out of our files.
- Contact: SCDA Bulletin, ATTN: Maie Brunson, 120 Stonemark Lane, Columbia, SC 29210; call 800-327-2598; fax 803-750-1644; email brunsonm@scda.org.

Other News

To keep up with other goings on within the dental profession, just follow the links below:

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