

Bulletin

VOLUME 35, ISSUE 5

MAY 2007

INSIDE THIS

Annual Session I a Fulfilling Celebration

Editorial Comments

3

President's 5
Message

New Public 8
Health Dentist

Executive 10
Director's

SCDA 14 Member Benefits Group

Classified/Job 15
Bank Ads

SCDA Welcomes New Members

PUBLISHED BY THE SOUTH CAROLINA DENTAL ASSOCIATION

Annual Session a Fulfilling Celebration

By Phil Smith

The 138th SCDA Annual Session was a wonderful event that contained all of the ingredients that make our meeting special. Dr. Ferguson and his Convention Committee, led by Dr. Ken Johnson, crafted a unique gathering that tweaked the basic formula and delivered some exciting changes to our event. Dr. Mark Feldman, President Elect of the ADA, was the guest speaker for the Thursday morning Opening General Session.

As is standard for recent years, the SCDA Session launched the superb speaker series soon after the Thursday opening and kept quality presentations going until Saturday afternoon. Thursday, Dr. John Burgess and Ms. Linda Talley offered topics on assorted restorative products and developing a winner's mentality to office finance and motivation. This year the exhibit floor opened at 10:00 am; a break with tradition from previous years. The exhibitors were pleased with the arrangement and exhibit hall traffic seemed to build into the evening Welcome Reception. Everyone enjoys this affair, and the laughter and merriment were contagious. What better time to host a beach party? And there probably is no better band for the SCDA than The Ninth Row Band! They were great!

The attendance of the convention increased on Friday as the weekend presented an expanded list of courses. The dentists and clinical staff had a difficult choice to make: which class to attend? Four enlightened and talented speakers provided lectures. Drs. Gardiner, Robbins, Suzuki and McLauren covered subjects from office record keeping and documents through periodontics and esthetics. A high point was the refined and complete address by Dr. Robbins regarding oral rehabilitation and the options associated with the "gummy smile". Hopefully you did not miss this fine presentation!

Saturday was another day of the same quality series. Dr. Scruggs lectured on im-

plant systems and the South Carolina Committed Dental Hygienists Association took an expanded role in offering three courses for attendees. The SC Dental Laboratory Association sponsored two presentations and a CDT lab exam on Sunday.

Dr. and Mrs.
Ferguson went to
great lengths to offer a
creative and fun evening for the Saturday
President's Gala. This



(continued on page 17)

See how

Patterson Dental has grown to be the leader in providing cost-saving efficiencies for successful dental practices everywhere.





in bimonthly promotions. In addition, Patterson Today, our triannual magazine, includes a catalog that offers excellent values on top name equipment, as well as informative stories on office design and special Patterson customer programs.

20 ways Patterson can benefit your practice

1. Sales Support

We're much more than a distributor. We're a team of knowledgeable and dedicated sales representatives who can provide you with expert advice on new products and procedures.

With Patterson's powerful orderentry software called eMagine®, and multi-talented practice management and clinical software from EagleSoft®, you'll benefit from timesaving technology and expert support - freeing more time for your patients.

8. Patterson Plussm

selection of special services

and discounts, including a

guaranteed service response

time for emergency repairs.

7. Competitive Pricing

In addition to value added

services, we offer competitive pricing on all dental supplies.

6. Technical Service Support

Our service technicians are dedicated

to providing you with responsive service support. Whether you need routine

maintenance or emergency repairs, count

on Patterson to keep you running.

Membership gives you a wide

9. Software

2. Inventory Control Systems

Order 24/7 via our electronic order entry system. And with bar code tags, placing an order has never been faster or easier.

3. Faster Delivery

On a national average, Patterson ships over 97 percent of all orders within 24 to 48 hours.

4. Largest Inventory

Choose from over 82,500 competitively priced items in our full line of dental products.

5. Customer Service

Backing up our sales representatives is a team of customer service representatives whose total responsibility is to expedite your order and assist you in any way possible.

10. Equipment Selection

and many more.

Patterson has a wide selection of

brand-name equipment from such top

Planmeca, Proma, Royal, Sirona, Star

names as A-dec, Gendex, KaVo, Midwest,

can assist you in new office construction or remodeling and expanding your present office.

Patterson equipment specialists,

utilizing computer-aided design,

12. Financing

11. Office Design

Patterson's in-house financing department can tailor-fit a lease or finance program around your specific needs.

13. Equipment Installation

Our experienced design and service teams work closely with all parties before, during and after installation to assure you the highest quality work.

14. Practice Management

We offer EagleSoft®, the most comprehensive practice management software in the dental industry, backed by a satisfaction guaranteed policy.

19. Satisfaction Guaranteed

We guarantee all the products we sell and stand behind all manufacturers' warranties.

18. An Innovative Leader

Patterson was the first distributor to introduce new computer-based products to the dental industry. Whatever the product breakthrough, be assured Patterson will have it first.

17. Front Office Supplies

Turn to Patterson Office Supplies for all your front office needs. Patterson Office Supplies provides you with a complete selection of front office products.

16. One.Plus

When you purchase EagleSoft® software, you get 0% interest for 3 years and no payments for 90 days. And, you could qualify for a 30-percent rebate.

15. 24-Hour Handpiece Repair

Patterson offers 24-hour high-speed handpiece repair from its National Service Center.



Greenville Branch 864-676-0333 800-354-3326

Columbia Branch 803-754-8754 800-845-8833

Charleston Branch 843-849-5260 800-237-8187

P6023 (5/05)

Master Calendar

May 31-Jun I 7th Annual Oral Health Forum—DHEC, North Trenholm Baptist Church, 8 am-5 pm

Jun I Radiation Safety Exam,
Midlands Technical College—
Airport Campus, 2-4pm

Jun 8 SCDA Staff Planning Retreat, SCDA Office, 8 am-2 pm

Jun 21-23 ADA-21st New Dentist Conference: Bridging Our Future, Hilton Portland & Executive Tower, 8 am-5 pm

Aug 10 SCDA Member Benefits Board Meeting, SCDA Office, 9 am-1 pm

Sept 14 16th District Caucus, Grove Park Inn, 8 am-5 pm

Sept 27- ADA-Annual Session,
Oct I Moscone Center, San Francisco CA

Please visit www.scda.org for more events.

South Carolina Dental Association Bulletin

Vol. 35, No. 5 May 2007

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 mailed to the SCDA office, or faxed to (803)359-3004.

The BULLETIN is Changing... Sooner Than You Think!

Remember that the Bulletin is going electronic beginning July 1, 2007. This is sort of like the Y2K computer alignment during the turn of the millennium. As you may see, I hold the Bulletin in high regard on a cosmic level! As editor, I want this to be a smooth transition. I also realize that the electronic version has been online since January, so Jennifer and Christy have the program perfected! For those who have not visited the site, please do so. The Bulletin looks great!

Now if by chance you prefer a hardcopy, please contact Jennifer at haworthj@scda.org and indicate to her that you would prefer the printed copy. (If necessary you may CALL Jennifer at the SCDA office). What you will receive is a photocopy of the Bulletin. The text and advertising will be included. However, do not be timid! If you wish to access the Bulletin go to www.scda.org and into the Members Only section and then click Bulletin.

Good luck, enjoy, "And May The Force Be With You!"

San Francisco ADA Meeting ... Make Plans Early, Stay Late

I hope that you saw the March 19th issue of the ADA News. The American Dental Association and your ever vigilant Council on Annual Session (CAS) is rolling out the early "red carpet". It is about this time that I offer a behind the scenes view of the goings on for the upcoming Annual Session. Of course, this year it is in San Francisco. If you have never been to San Francisco, I encourage your consideration and early registration. Get good lodging ASAP. You know, it's all about location when talking about real estate!

Many of you have opinions about this city, whether you have been there or not. And the answer is YES! Actually, I believe that all of the adjectives and cultural observations are true. But let me add my say: San Francisco is the smallest large, international city I have visited. And it is a delight! I realize that my phrase makes no sense, but San Francisco has so many cultures and areas to explore that it seems unique. Now this is hardly "behind the scenes" information, but as I toured the city it became evident that ADA attendees are visiting more than the Muscone Center for an exhibit. So allow me to share a few things that will attract and satisfy you during our September meeting.

Cable cars. The obvious mode of transportation... but please take the trip to the Cable Car museum. It is still a working facility. But the cool thing is the footage of the San Francisco earthquake. Amazing. Also, did you know that Fort Sumter's sister fort is guarding the San Francisco Bay? Built soon after the Charleston site, to us South Carolinians this is familiar territory. Be sure you check out the third floor barracks.

Eclectic food and lodging. The Fisherman's Wharf is famous for seafood. Sort of like Shem Creek on a grand scale, but the assortment of food is amazing! Find dining to rival New York, and cozy bistros and wind bars. Lazy evenings shared after extensive CE. Yu do know that this is wine country, right? So cross over the bridge when you have a chance and tour Napa. Four years ago I stayed at an ADA recommended boutique hotel that only could happen in San Francisco. I met Grace Slick (Jefferson Airplane) showing her paintings, and "Happy Hour" included Tarot Card readings and abundant wine. I enjoyed Sting Ray soup for dinner. No where else but California!

Now for the reason of the CE season... Register now to provide access to your hotel! ADA housing requires attendee registration prior to booking a room. JUST DO IT! NOW! You didn't take my advice for Las Vegas and some of you were begging rooms close to the Convention Center. Don't miss out. It will be a great meeting.

Oh, and by the way... Billy Crystal, Lance Armstrong and Barbara Walters will be there and THIS IS WINE COUNTRY!

Till next time, Phil

South Carolina Dentists Can Benefit From Fortress Strength



Fortress Insurance Company

A professional liability insurance company, created by dentists for dentists, to protect you, your practice and your reputation.



"Our Only Business is Protecting Dentists."

Our strength is our specialization.

We only insure dentists. That means your rates accurately reflect your practice, not the losses of high-risk physicians, surgeons and hospitals.

Our strength is our people.

Trained to respond to dentists' unique needs, you can rely upon our aggressive claims management, equitable underwriting and effective risk management.

Our strength is our commitment.

We are dedicated to protecting you, your practice and your reputation. You can depend on Fortress for aggressive claims management and effective risk management.

Fortress Offers:

- ★ Occurrence and Claims-made Policies
- Multiple Liability Levels
- ↑ Innovative Premium Discounts
- Attractive Policy Features
- ♣ Interest-Free Payment Plans
- * And Much More

NO TWO INSURANCE COMPANIES ARE THE SAME

Isn't it time for you to benefit from the strength of Fortress?



THE GENERAL AGENCY

1527 Hwy. 7 • P.O. Drawer 30459 • Charleston, SC 29417 843-766-9091 Toll Free 1-800-922-5036

Visit our website at www.newimagedl.com for more information about all of our products and services.

UltraFlex Night Guards

This revolutionary composite is a superior alternative to traditional acrylic nightguards. UltraFlex offers multiple clinician and patient benefits:



- · Hypo-allergenic and monomer-free
- · Thermally adjusts with patient's body temperature
- Maintains its optical clarity (no yellowing)
- · Highly profitable...minimal chairside adjustments
- · Relinable and repairable
- Available with a soft liner
- · Recommended to protect all-ceramic restorations

Call 800.233.6785

to start benefiting from UltraFlex today



New Image Dental Laboratory P.O. Box 105208 Atlanta, GA 30348

Choose the color, stop the grind

President's Message

Please find enclosed the text of Dr. Ferguson's speech during the 138th Session:
In 1963, Dr. Martin Luther King, Jr. gave his famous "I Have a Dream" speech and as a result many people stared dreaming about a new America. As I stated in my address last year, the visionary leaders of the South Carolina Dental Association and the Palmetto State Medical, Dental and Pharmaceutical Association in 1967-68 had a dream of working together towards integration in an effort to improve the oral health of the citizens of South Carolina. Nearly 40 years later as a result of their efforts I too had a dream of helping to make this happen. So today I stand before you as the 138th President of the SCDA because the realization of their dream continues to produce results. I sincerely want to say that is has been an honor and a privilege to be the custodian of this special office.

I want to profess my profound gratitude to my fellow board members—Drs. Carter Brown, James Burch, Jr., Lynn Campbell, Bill Culp, Loretta Felder-McKelvey, Jeff Gardner, Thom McDonald, Charlie Maxwell, Jim Mercer, Shannon Pye, Gee Rabon, Doug Rawls, Don Ridgell, Phil Smith and Lynn Wallace- - for all of your hard work over the past year. Each of you have engaged in creative and meaningful discussions about the future of the SCDA and how we as dentists can better contribute to the quality of life of those we serve. I also want to thank the wonderful staff at the SCDA—Hal Zorn, Phil Latham, Deanna Slomzenski, Jennifer Haworth, Christy Campbell and Mark Brown- - for the superb job they do in serving our members on a daily basis.

Each year a theme is selected to chart the course for the association. Our theme for the past year has been "Together We Can Chart the Future of Dentistry in South Carolina". Allow me to review some of the things that we accomplished during the past year. Undoubtedly the highlight of the past year was the groundbreaking ceremony for the James B. Edwards College of Dental Medicine on August II, 2006. As I said in our September Bulletin, the positive energy that was present at that ceremony is something that I will never forget. The dental community turned out in great numbers and we were all there to honor our friend and colleague Dr. Jim Edwards and honored he was. The attendance at this ceremony was so great that MUSC officials noted that the attendance was the largest for any function of its type in the history of the university. Also I want to express my appreciation to my fellow dentists and others who have pledged over 12 million dollars towards the construction of the new dental school. According to the most recent information given to me, the MUSC Foundation as a little over 3 million dollars in hand at this time. Many of you have been waiting for construction to begin before you complete your pledges. Well the contract has been awarded and construction has begun, therefore, I want to encourage you to fulfill your pledges and/or make new ones as well. Thank you for helping to make this new dental building a reality. If you would like to monitor the progress of the James B. Edwards College of Dental Medicine, you can check out the construction in real time. Go to www.musc.edu/dentistry, click on "James B. Edwards Center" and follow prompts to the WebCam.

Last year I called for the establishment of a new 501c(3) foundation to manage the new SCDA Relief Fund. I am pleased to report that the foundation has been established and over \$1000,000 has been raised thanks to two gifts from Stonemark Corp., an initial gift of \$50,000 and an additional gift of \$40,000, as well as volunteer contributions from several members. I would like to see this founda
(Continued on page 6)



Larry Ferguson President

...the highlight of the past year was the groundbreaking ceremony for the James B. Edwards College of Dental Medicine...

President's Message

(continued from page 5)

tion achieve a corpus of \$1,000,000 for relief fund activities. In the wake of Hurricane Katrina this foundation will help our SCDA's ability to respond with assistance to our fellow dentists I the event of some type of disaster. I want to thank Dr. Charlie Wyont for agreeing to serve as chairman of our new foundation. We also have Dr. Doug Rawls working on the SCDA Endowment for a faculty chair at the College of Dental Medicine MUSC. At the present time we have over \$100,000 in that account but we need at least \$1,000,000 to fund an endowed chair at the dental school. I know that I seem to be asking for a lot from our small state but our quest for these funds could not come at a better time as we coincide with the ADA's national campaign for dental education, research and philanthropy. We have the opportunity to catch the wave of momentum generated by the ADA Foundation, as we participate in the largest fund raising effort for dental education, research and philanthropy in the history of this country.

Also during the past year we had another successful Children's Dental Health Month and Give Kids A Smile program. The Children's Dental Health Month program under the leadership of Dr. Rocky Napier won the prestigious Samuel D. Harris Award. This represents the eighth time that the SCDA and our CDHM program has been chosen best in the nation by the American Dental Association. Dr. Phil Smith provided the leadership for our GKAS program. This year we exceeded our 2006 totals. More individual dentistry was completed than in 2006 and the amount of donated dentistry exceeded #230,000 based on current Medicaid fees. Bad weather interrupted the planned activities of some of our sites and caused one site to reschedule to the following week and another site to reschedule to the following month so thanks to all of you who came together to make this a wonderful year.

Another major task accomplished was the development of the SCDA Strategic Plan. Many of you will recall receiving and responding to a survey sent out by the SCDA regarding its strategic plan. The development and conduct of this survey was done by Dr. Robert Oldendick, Director of the University of South Carolina Institute for Public Services and Policy Research. The survey was sent to every licensed dentist in the state of South Carolina. We received nearly 600 completed surveys from dentists who were members of the SCDA and over 100 surveys from non-members. A few items of interest from the survey:

- SCDA members are generally aware of the benefits of belonging to the SCDA
- SCDA members know very little about Stonemark and what it can offer.
- SCDA members and non-members feel strongly about the need for a mentoring program.

As a result of the survey, the SCDA Board established a task force chaired by Dr. Lynn Wallace to review the results of the survey and make recommendations to address necessary changes. Regarding Stonemark, the task force met and recommended that Stonemark's name be changed to the SCDA Member Benefits Group. That change is already in effect.

Legislatively the SCDA continues to enjoy a position of respect and honor with our state legislature. Dr. Rusty Newton has done a magnificent job as chairman of our legislative committee. He and our lobbyist Richard Davis have been diligently tracking bills of interest to the SCDA and keeping the SCDA Board and our contact dentists informed of any need to communicate with their local representative or senator the position of the SCDA on any given legislation. However if we need the involvement of the general membership on any important legislative matter, the SCDA will make sure that you are properly informed.

Finally I want to mention that during this past year we received notice from our Executive Director Hal Zorn that he was announcing his retirement effective July I, 2007. In announcing his retirement Hal also recommended that the SCDA Board consider promoting from within and recommended Phil Latham to follow him as Executive Director. The SCDA Board discussed at great lengths the merits of conducting a search for a new executive director versus promoting from within. After considering the balanced judgment that Hal has provided the SCDA as its Executive Director for the past 19 years, the SCDA Board voted to uphold his recommendation and Phil Latham has been promoted to become the new SCDA Executive Director effective July I, 2007. Congratulations Phil and we wish you much success in your new position. And congratulations to Hal on achieving this milestone in your life and may you enjoy many years of a healthy and happy retirement.

As I come to the end of this address it seems like it was just the other day that my dream began but now it must transition on to other assignments. I must pass the duties of the Presidential office to Carter Brown and his dream and responsibilities will begin. But one thing remains the same, the SCDA is still your SCDA and we need each of you to dream about how you can do your part to make your SCDA an even stronger and more effective voice for dentistry and dental health. Remember "Together We Can Chart the Future of Dentistry in South Carolina."

IF THE WORDS "TAX" AND "ACCOUNTING" MAKE YOU WANT TO RINSE AND SPIT...

We understand. Coleman & Ureda has been helping dentists meet their financial goals for more than 20 years. We combine our knowledge of dentistry with our experience in accounting to give your practice that competitive edge.

So you'll spend more time with your patients. And less time with your books.

Call us today. When it comes to running your practice, we know the drill.

240 Stoneridge Dr, Ste. 402 • Columbia, South Carolina • 1.800.680.4171 • www.cu-cpa.com





You've Worked Hard to Build Your Business, But How Do You Build Your Wealth?

Retirement Plans - Asset Management

Family Legacy, Inc. seeks to help business owners make and save more money.

The more positive your cash flow, the more velocity you will create for your long term financial goals.

We want to help you get to where you're going!

Check Our Website For Upcoming Seminar Dates www.falegacy.com



104 Broadus Ave. Greenville, SC 29601 864-233-0808

— wealth management —

New Public Health Dentist In South Carolina

Dr. Richard McDaniel, a general dentist in Batesburg-Leesville, has been chosen to serve South Carolina as it's DHEC Dental Consultant. Dr. McDaniel began with the Oral Health Division in January 2007 and works with the DHEC staff one day a week. He still sees patients at his office and he is enthused about his new role on behalf of dentistry.

A lifelong resident of Lexington County, Dr. McDaniel attended Clemson University, graduating in 1973 with a B.S. degree. He attended the Medical University of South Carolina School of Dental Medicine in Charleston and returned to Batesburg-Leesville to begin his practice as an associate. In 1979 Dr. McDaniel opened his own office and served the community until 1987. Active in his community and church, Dr. McDaniel served on the local Chamber of Commerce and as School Board Trustee.

Feeling the need to broaden his dental education past the focus of the individual patient, Dr. McDaniel entered the University of North Carolina's Health Policy and Administration program. Under the guidance of Commissioner Mike Jarrett he was able to complete his studies at the Department of Health and Environmental Control in Columbia and graduated with a Masters in Public Health. Dr. McDaniel returned to private practice and maintains his service with DHEC.

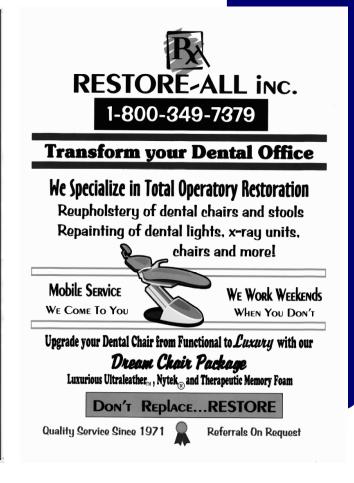
Dr. McDaniel is married to his wife Faye and they have raised three children. He is a member of the Central District of the SCDA and is a past house delegate.



Great Expressions Dental Centers has exciting opportunities for General Dentists and Endodontists. We are looking for highly motivated practitioners to join our team in our Atlanta Georgia practices. GEDC provides our associates with an excellent practice environment and rewards them with a comprehensive compensation package along with medical insurance, life insurance, malpractice insurance, vacation days, 401(k) and reimbursement for continuing education and membership dues, relocation assistance available. GEDC has grown into one of the largest private providers of dental care in the United States and has been "Exceeding Patient Expectations" for over 20 years.

Please contact Samantha Dawood at (248) 203-1120 or email samantha.dawood@greatexpressions.com

Visit our website at www.greafexpressions.com



"The Doctors' Safety Net"

Operating Room Assisted Dentistry

Just 1% of Your Patients can Ruin Your Day...

- ✓ Those with intense phobias who won't allow you to work or chronically cancel appointments
- Patients with severe gag reflexes who simply cannot sit for treatment
- Medically compromised individuals who put themselves (and you) at risk by attempting treatment in a dental office
- Developmentally disabled and handicapped patients

These patients can eat into your practice productivity and well-being. These are the ones you want to help but wish you could get rid of. These are the people we serve!

Please help us help you. Call or e-mail for information.

David Kurtzman, DDS, FAGD

Marietta, GA 770-980-6336 dkdds@bellsouth.net www.hospitaldentistry.org





Professional Practice Consultants, Ltd.

Specializing in Appraisals, Sales, Mergers, Associateships, and Pre-Sale Planning for Dentists

Earl M. Douglas, DDS, MBA

Experience counts.

It's as simple as that.

800-321-4540

Visit our website at www.ppcsouth.com

Call for information on our practice sale listings.



ales.inc.

Executive Director's Notes

SCDA Annual Meeting

The I38th SCDA annual session was a success. President Ferguson and his wife Mabel, along with Convention General Chairman Ken Johnson and his wife Debbie, planned an excellent meeting. The speakers and activities were well attended and I have heard nothing but great reviews. I want to congratulate Drs. Ferguson and Johnson for thinking "outside the box" and making some changes regarding the meeting. This was the first year that we had an "Opening General Session". This was also the first year that we extended the hours for exhibitors on Thursday and Friday and closed the exhibit hall on Saturday. This move was made primarily at the request of the exhibitors. Again, I heard nothing but positive remarks on this move and I urge future convention committees to stay with this format.

Lastly, I want to thank Ms. Laura Jordan who the SCDA hired to run the annual meeting and handle all of the administrative functions. Ms. Jordan has a wealth of background knowledge as she plans and works with many other organizations and their meetings. Ms. Jordan made several positive suggestions to this year's committee which allowed the meeting to run smooth and I am sure she will continue to share great ideas with future committees. If you did not get a chance to see or meet her the other week, make sure you say hello at next year's meeting.



You will recall that many articles have been written about Stonemark changing its name to SCDA Member Benefits Group. The benefits the SCDA offers through its subsidiary are wonderful and can save you money as an SCDA member.

The Benefits Group has added two additional benefits that can be very helpful to you. First is online CE. We all know that computer technology is the future and now your required continuing education hours are just a few clicks away at the SCDA website, www.scda.org. When there, click on "continuing education" on the left-hand side and see online CE. This will take you directly to the pages to obtain CE credits. You can pay online for these courses and sit in the comfort of your office and/or home to view them. At the conclusion you will have the ability to print out a certificate showing proof of completion for your files. Take the time to check out the courses and look for future articles as the Benefits Group will continue to add courses from time to time. If you have any questions or suggestions regarding this new benefit, please contact Benefits Manager Mark Brown by phone or via email at brownm@scda.org

The second benefit is the ability to create your own website for your dental practice. Do you want a website that is professional, secure, user friendly and inexpensive? The Benefits Group can offer that to you. For a limited time, in introductory 50% off discount is being offered on a website for your practice. You don't want to miss out on this opportunity with prices starting as low as \$299. Identity Station was at the most recent annual meeting and hopefully you were able to stop and visit with them. If not, please get the information off the SCDA website or contact Mark at the SCDA office. Several members are already taking advantage of this benefit so feel free to contact them and move your office into the future. Dr. Brad Pitts of Lexington says that "Identity Station has created a way for a dentist to easily design a very professional website at an extremely affordable price. They also give you the tools to easily keep your website up to date by allowing you enough webspace to expand to your needs. I would highly recommend this company to any health professional who is looking to start their own website."



Phil Latham
Deputy Executive Director

Take the time to check out the courses and look for future articles as the Benefits Group will continue to add courses from time to time.

Say "Aahhh."

Not because we want you to open wide, but because that's how you'll feel after choosing Dental 360 to manage your financial, accounting and tax needs.

Did you know that at least 50% of all dentists who have a retirement plan are in the wrong plan? In fact, most financial observers believe that less than 10% of dentists actually reach the age of 65 with the ability to retire. Proper tax and financial planning has been shown to increase net disposable income by as much as 15% to 20%. Preplanning the use of this increase is the key to financial independence. We like to call it "pre-allocation of found money."

Dental 360 specializes in the dental field. With more than 30 years of experience working with dentists in South Carolina, we understand the big picture and can help you prepare for the unique financial challenges you face. We'll develop a financial game plan to get you on the path to success in areas such as:

- Practice accounting
- Tax planning and preparation
- Payroll service

- Retirement plan design and administration
- Practice management such as scheduling, billing and collecting, and fee analysis
- Investment management
- New practice start-up

Contact Ed Strom today at (803) 790-6105 or email ed@dent360.com to start maximizing your practice's potential.

DENTAL 360

PRACTICE MANAGEMENT AND FINANCIAL STRATEGY 6 Monckton Boulevard Columbia, SC 29206 803.743.9600 office 803.743.9616 FAX



Trusted by over 35,000 clients

TimePlus® Payroll

We add to your success.

Payroll Services

Time & Attendance

Employee Self Services

Human Resources

Enterprise Solutions

(888) 720-7587

www.timeplus.com

Give Your Business and Your Employees The Colonial Advantage.

> Critical Illness • Accident Medical Bridge_{ss} • Cancer



for what bappens next*

Adrian Mann

Colonial Supplemental Insurance 803.240.2526 adrian.mann@coloniallife.com

Mark Brown

SC Dental Association/Stonemark Services Corp. 800.327.2598 brownm@scda.org





Colonial Supplemental Insurance is the marketing brand of Colonial Life & Accident Insurance Company.



Your patients trust your expertise. You can trust ours.

Banc of America Practice Solutions™

At Banc of America Practice Solutions[™], you can rely on our industry leadership. The expertise of our financial specialists and the convenience of a simple **Express Application** can help you secure equipment financing in as little as **three hours**.

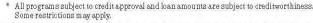
Buy equipment for your practice:

- Equipment loans from \$10,000 to \$200,000*
- Simple interest, no fees, no prepayment penalty
- Flexible terms up to 10 years
- Payment plans designed specifically for your needs

Additional solutions to grow your practice:

- · Practice Sales & Acquisitions
- New Practice Start-Ups
- Debt Consolidation**
- · Commercial Real Estate
- Office Improvements & Expansions

Call Today 1.800.491.3623 Mention Priority Code: 8U3H3 • Mon.-Fri. 8 a.m.-8 p.m. Eastern Time



^{**} Banc of America Practice Solutions may prohibit use of an account to pay off or pay down another Bank of America account.

Banc of America Practice Solutions, is a subsidiary of Bank of America Corporation. Bank of America is a registered trademark of Bank of America Corporation.

© 2007 Bank of America Corporation

A subsidiary of







Relax, you can trust your professional protection to Cincinnati Insurance

As a dentist, you know how important it is to put your clients at ease. The Cincinnati Insurance Companies know you have plenty to think about—caring for your clients, managing a successful practice and staying active in your community.

With a professional liability policy from The Cincinnati Insurance Companies, you can stay focused on your practice, counting on your policy to:

- · apply on an "occurrence basis" instead of on a claims made basis
- · require your consent prior to settling professional liability claims
- cover your corporation or partnership, employed and independent contractor hygienists and dental assistants at no additional charge. Separate limits of insurance give each individual insured superior protection.
- · offer optional prior-acts (tail) coverage to facilitate the move from claims-made to our occurrence form.



You can also feel confident knowing that Cincinnati is rated A++ by A.M. Best Co., the highest financial strength rating available earned by less than 2 percent of all property casualty insurer groups.

For more information, please contact your local independent insurance agent representing The Cincinnati Insurance Companies, Visit www.cinfin.com, or call Mike Terrell at (800) 769-0548, to locate an agency near you.



AFTCO, established in 1968, is the nation's largest transition company with the experience you expect and deserve.

Over 150 practice transition programs customized to meet your needs.

- Practice Sales
- Practice Mergers
- Equity Associateships
- Pre-Sale Program
- Stockholder Program

Beth Stukes Dean • Jim Gaines, DMD
Ollie L. Stukes, DMD

800-232-3826 + www.aftconet.com

AFTCO is pleased to announce...

Matthew C. Watson, D.M.D.

& Brent G. Bailey, D.D.S

have associated with

Robert W. Haile, Sr., D.M.D.

Charleston, South Carolina

AFTCO is pleased to have represented all parties in this transaction.

Call AFTCO today for your FREE Practice Appraisal, a \$2500 value.

SCDA Member Benefits Group Corner

By Mark K. Brown

ONLINE CONTINUING EDUCATION CREDITS

Your Association now offers you more than 70 online courses that you can purchase for continuing education anytime of the day or night simply by visiting www.scda.org.

On the left side navigation bar of the homepage you will notice a "Continuing Education" button that will lead you to a wide array of courses that you and your staff can review. The credit hours range anywhere from I-I0 per course.

These informative courses are very competitively priced and are now at your fingertips via the SCDA website. Here are some other benefits of receiving your continuing education online:

- Large variety of topics
- Courses are continually updated
- Pick the online learning style you prefer: text or audio/video
- Easy payment options
- Convenient access 24 hours a day/7 days a week
- Printable certificates
- Personal user history for tracking process

How much easier does it get to keep up with your continuing education? SCDA members and their staffs can access topics from a large network comprised of universities, state associations, and leading dental publications.

Visit www.scda.org the next time you are looking for some continuing education.



Carroll Dental Laboratory, Inc.
Kinston NC 28501



FULL SERVICE Partials & Dentures

Crown & Bridge Cosmetic Dentistry

Las Vegas Institute Trained Technicians

Metal Free

- IPS Empress® Esthetics
- LAVATM
- Feldspathic Veneers
- Sculpture FibreKor™ (Polymer Ceramic)

Conventional Crown & Bridge

- Captek™ (Anteriors)
- Singles/Roundhouses
- Porcelain Butt Margins

Full Metal Crown/Bridge

- Singles/Bridges (inlay/onlay)
- Open Face & Special Designs

Implants

- 3iASTRA
- Lifecore INNOVA Zimmer
- Straumann ITI
 Nobel Biocare ™

"Raising a Standard of Excellence"

Partials/Dentures

Partials (Vitallium 2000 Metal)

- Conventional (your design or ours)
- Valplast®
- EsthetiCasp
- Precision Attachments (all types)

Dentures

- Premium/Economy
- Overdentures (all types)
- Custom Trays
- Bite Rims
- Hard/Soft Nightguards

Miscellaneous

- Lazer Welding
- Therasnore (Sleep Apnea Kit no lab involvement)
- Tecstone/Yellow Buff
- Shade Guides

Ortho

- Fixed Lingual Arch
- Band & Loop Space Maintainer
- Removable Spring Retainers

Ortho Appliances

Schedule

Crown & Bridge

Crown & Bridge	5 Days
LAVA	8 Days
IPS Empress® Esthetics	8 Days
Procera®	5 Days
Sculpture™	5 Days
Crown under Partial	1 Day

Partial & Dentures

Denture(s)	6 Days
Valplast	6 Days
Custom Trays	2 Days
Bite Rims	2 Days
Partials (frame only)	10 Days
Repair(s)	1 Day
Nightguards (soft/hard)	5 Days
PEDO (band & loop, etc.)	5 Days

Price list available upon request.

Personal assigned technicians per doctor!

Classified Ads

Palmetto Dental Personnel is owned and operated by a dental professional with over 20 years experience and has exclusively provided professional dental staff for Midlands and surrounding areas for 15 years. PDP has hygienist, assistants and receptionist available for temporary and permanent placement. Contact Gail Brannen at 800-438-7470 anytime.

PRACTICES FOR SALE

CHARLESTON AREA #8068—Gross \$242,071; 2.5 days; 3 ops; 1300 sq. ft. office space, assistant, hygienist, office manager

NORTH OF CHARLESTON #8187—Gross \$365,643; 5 days; 4 ops; 2000 sq. ft. office space; assistant, office manager, receptionist, GP practice for sale for \$200,000! Two additional ops plumbed.

ORAL & MAXILLOFACIAL SURGERY #8223—Gross \$625,793; 3.5 days; 3 ops; 2000 sq. ft. office space, assistant, business assistant, insurance clerk, 2 RNs, Additional plumbed but unequipped operatory.

Call Dr. Earl Douglas, Professional Practice Consultants, Ltd., at 800-321-4540 or Dr. Jim Howard at 910-523-1430 for more info. We specialize in appraisals, sales, mergers and associateships. We provide financing for buyers and pay cash to sellers.

PerfectByte - PRACTICE MANAGEMENT SOFTWARE for Orthodontic & Dental offices. Affordable, Comprehensive/ User Friendly Features. Billing, Scheduling, Image Storage/ Photo Montage', Customizable Documents & Payment Plan Contracts, Insurance Continuation of Treatment Billing, Recall Module, & more. Dental \$695-\$1295. Orthodontic \$2500. For FREE fully functional trial with 25 patient limit, www.perfectbyte.net or toll free 877-767-7007.

Dental lab space for rent. Irmo area near Irmo High School. Approximately 600 sq. ft. Includes casting room, porcelain room, bath, private office, and general lab space. \$500/month. Utilities included. Daytime M-Th 803-772-5628. Evenings and w/ends 803-781-5652.

Murrells Inlet, SC - Highly visible general, cosmetic practice. Brick building. 7 ops/3,000 sq. ft. Computers in ops; CAESY; IOC; Digital camera; Digital radiography; Perio laser; CERECr. Great staff/growth potential. Will market associate as partner. Mentorship available. Visit www.transdent.com or call Mercer Transitions 800-588-0098.

Temporary Coverage or Permanent Placement Seeking semi-retired dentists for vacation relief, short-term disabil-

ity, maternity leaves. Name your fee! No strings or obligation. Associates wanted for permanent placement, nationwide. Recent grads welcomed. To provide or RECEIVE coverage, call 800-600-0963 or visit www.DOCTORSPERDIEM.com

Gen. prac. and equip./furn./supplies for sale in Greenville, SC (Pelham Rd). 3 equipped ops with 4th hygiene room plumbed. Planmeca panorex with autocassette. Doctor partially diabled, presently works 26 hr/wk, and refers out most extract., endo., perio., and prostho. Great growth potential, esp. for grad of GP residency program. 1500 sq. ft. building for lease. Present owner prefers to stay and work PT - afternoons. Salary or % of production/collections negot. Staff of 2, works 32 hr/wk, and willing to stay at present salary and benefits. For more info, call office at 864-232-9452.

CEREC 3 machine and milling unit for sale. Excellent condition. Patterson maintenance contract in place. All supplies included. Accepting offers. Call 843-884-6004 or email drtimassey@aol.com.

Help Wanted

ASSOCIATE OPPORTUNITIES

CHARLESTON #8372 ASSOCIATE-FT assoc. needed immediately for busy GP. Call Dr. Jim Howard at 910-523-1430 for more information.

LEXINGTON AREA #8366 ASSOCIATE FT gen. dentist needed for assoc. position in modern office with digital imaging. One of SC's fastest growing areas with excellent, blue ribbon schools. Located within minutes of beautiful recreation at Lake Murray. Call Dr. Jim Howard (910-523-1430) for more information.

MYRTLE BEACH AND CONWAY #8278 ASSOCIATE—FT associate positions available for general dentist. Call Dr. Jim Howard at 910-523-1430 for information.

NORTH CHARLESTON #8194 ASSOCIATE——FT associate needed immediately for busy GP. Call Dr. Jim Howard at 910-523-1430 for more information.

Call Dr. Earl Douglas, Professional Practice Consultants, Ltd., at 800-321-4540 or Dr. Jim Howard at 910-523-1430 for more information. We specialize in appraisals, sales, mergers and associate-ships. We provide financing for buyers and pay cash to sellers.

Successful general practice serving children and young adults seeks assoc. with potential partnership buy-in. Must be patient oriented, have good ppl skills. Prac. conveniently located in popular Raleigh-Durham area. Excellent compensation/Benefits package w/ guaranteed salary. Contact Donna Waters 919-815-1361.

Dentist-SCDHEC- Region I Public Health-Hourly Position: Position available in Region I Public Health- Anderson and Oconee county dental clinics. Must be licensed to practice dentistry in South Carolina. Contact Lynn Cunningham at 864-260-5666 for more information.

Quality oriented associate/partner needed for Sumter GP office. 2.5 days a week. Buy in/Partnership available after trial period. Call Dr. Catherine Zybak at 803-236-1319.

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.

Dental Talent Needed-Columbia Area. Full time, Part time or temporary. Dental assistants, hygienists and front desk. Full time has benefits. Part time and temporary can set your own flexible hours. No fees, no contracts and free training. Fax resumes to 803-750-5613.

Seeking a compassionate Dentist to work in Spartanburg/G'ville/Anderson who could use 17 weeks off each year and a starting salary of up to \$135,000 plus an annual bonus. We are a caring removable prosthetics practice offering a great benefits package. Please call 800-948-7005 and ask for Dr. Fields or Chris.

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 864-325-2204 for more information.

Lexington, SC - Full-time - Pediatric Office. Seeking certified dental assistant and dental hygienist. Growing practice needs someone who is dedicated to providing quality care. Competitive salary and benefits. Fax re-

Rates:

- Classified advertising is \$25 for members and \$35 for non-members 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.

sume to 803-359-7542 (Monday - Thursday, 9am - 4pm).

•••

Growing practice seeks dentist committed to quality dentistry and exceptional care. 2 doctor practice in Greenville, SC.. Staff provides comprehensive treatment to include placement & rest. of implants, perio surgery, rotary endo, crown & bridge and cosmetic cases. Attractive 6 op facility equipped w/ digital radiography, digital photography, Diagnodent technology, paperless patient charts, an intra oral camera, etc. Pay is 30% of production w/ a guaranteed min. salary. Please call Dr. Chris Rouse at 864-386-2003.

•••

Flexible, low stress lifestyle--Work when and where you chose without obligation. Excellent compensation. Nation's most experienced LOCUM TENENS SERVICE (Temporary Professional Service) for dentists. Contact FOREST IRONS & ASSOCIATES, INC. at 800-433-2603 or www.forestirons.com.

•••

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

•••

Dental hygienist(s) wanted for downtown Charleston, SC general dental office. Monday & Tuesday 8 am -5 pm.Thursday 12-7:30 pm. Floating DH welcomed. Call Monica at 843-723-9582. Salary commensurate with experience. Minimum \$25/hour.

•••

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

•••

Career Opportunity immediately avail. for an experienced, FT Registered Dental Hygienist. Performs the usual procedures of a RDH while promoting safe environment of min. stress. Must perform oral procedures, maintain aseptic work area, be organized & self-motivated, coordinate patient flow with front and back offices, educate staff on dental hygiene & related issues. Follow universal precautions & all OSHA & HIPAA reqs. Top salary, full benefits, 401K & more. 2 years of experience req. Contact Floretta Sutton at 803-255-0200 or aharper@esourceshr.com.

•••

Dental Personnel for Columbia practices. Ongoing recruitment for dental practice managers, dental

receptionist, dental assistants and dental hygienist. Full time and part time available. Paid vacations, holidays and medical benefits available for part-time staff. Please fax or email your resume to Amy Sheehan at 803-806-8135or email to asheehan@recruitingsolutionsonline. Please specify full- time or part-time.

•••

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

•••

Associate opening in Anderson/Greenville area. Well-established small town practice with loyal long-term staff needs a FT assoc. to run as solo-dentist w/out the adminstrative burdens. Launching "extreme office makeover" including new ADEC operatories, Eaglesoft computerization, reception area facelift & aggressive marketing campaign. Growth & income are unlimited for the poised dentist who can step in as an enthusiastic team leader. Willing to mentor a suitable recent graduate. Call 864-275-9373

•••

Assoc. Dentists - Opportunities avail. in several areas of NC, in state-of-the-art general practices treating underserved children and young adults. A desire to work in a team oriented, positive environment a must. Excellent compensation and benefits package with opportunities for growth. Come help us make a difference! Contact Roger Walters, Root Dental Mgmt (704-395-6000) Email: walters.rdm@gmail.com. New grads encouraged.

•••

Wanted: Dentist Associate. Position available full or parttime. Call 843-726-4771.

•••

Partnership - Fort Mill/Rock Hill South Carolina area. Excellent opportunity for Graduates or Associates to practice high quality dental care without the hassle of management. Please call 803-285-3017 or E-Mail mirespass@comporium.net.

•••

Patient oriented quality practice in the Pee Dee area seeking an energetic, compassionate Associate. Four-day work week doing rotary endo, C&B, prosthetics, implants, Invisalign. \$800,000 annual gross. Progressive community, good schools. Contact Dr. William Laney at 843-537-9044 or DrTeethcfd@earthlink.net

•••

Earn a Terrific Salary... Feel Great About Your Work! Kool Smiles, general dentistry for kids & teens, is currently looking for a FT general dentist for a brand new practice opening in Anderson. Kool Smiles also has opportunities in Greenville & Sumter. We offer a competitive base salary plus bonus potential (earn up to \$200K a year!), Health Insurance, Dental Insurance, Malpractice Insurance, Paid Vacation, Paid Holidays. Continuing Education, Long term disability/Short term disability, and Much More! Enjoy the rewards of being a dentist without all the hassles of owning your own practice! Must enjoy working with children and serving the underserved community. For a fun and rewarding place to work, please contact Andrea at 770-916-5023 or email your CV to ajett@ncdrllc.com. You can also visit our website at www.koolsmilespc.com.

•••

Dental Asst. needed. F/T with XRAY, CPR & Nitrous Sedation Certification. General dentist office (Camden, Kershaw County area). Looking for a team person with focus on optimal dental care. Salary & benefits available. Position available immediately. Fax resume to 803-865-7169.

•••

Dental Assistant with xray certification needed in the Lexington-West Columbia area. This is a part-time position with flexible hours. Position will be available in June. Call 803-957-5770 for information or fax resume to 803-957-5683

•••

Mobile dental company seeks motivated dentist to work weekdays 2-9PM. Flexible work days available. Service to Medicaid recipients under 21. Excellent compensation. Call Jose Benitez at 1-888-344-0304 for more information.

Job Wanted

Well experienced general dentist will travel for temporary coverage (locum tenens) in your office, or associate position in the greater Myrtle Beach area. Please contact J.K. Thornton, DMD at 843-267-2794 or jktdmd@yahoo.com. References available upon request.

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.

•••

General Dentist seeking associate or community clinic position in the Columbia, SC area. Willing to work PT or FT - very flexible. Benefits not required. Please contact Dr. Ben Adams 407-222-7445 or benucf@yahoo.com.

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 haworthi@scda.org

SCDA Welcomes New Members

The South Carolina Dental Association would like to recognize our new members. Thirty-two (32) dentists joined during the spring meetings this year.

The Board of Governors of the Association is pleased with your decision to be a part of organized dentistry, and invites you to take full advantage of the many benefits that are offered.

Central District

Deidre B. Crockett
Crystal L. Johnson
James D. Leitner III
Catherine J. Myrick
Mary Pat A. Marshall
John T. Parnell
Rodney G. Southern
Anny Zalesne

Pee Dee District

Roger Kourey

Coastal District

Suzanne E. Allamand
Deborah Boykin Broyles
Fredrick M. Dillard
John L. Good
Andrea R. Grant-Guess
Salvatore J. Livreri
Martha M. Jeter Netzler
William C. Morgan Jr.
Garland L. Slagle
Virgil Q. Vacarean
Adam R. White

Piedmont District

Edirin Ejaife-Austin
Ruth Boykin
Aaron P. Burleson
Bassil S. Cuffy
Kristina L. Hapney
Maria E. Lauzan-Madruga
Tu-Wanda M. Martin
Edward E. Lancaster III
Victor P. Lebedovych
John R. Monroe
Jason A. Single
Jonathan G. Smith

Annual Session a Fulfilling Celebration

(continued from page 1)

ticketed event offered a variety of dishes from throughout the state. Along with the fabulous music by the Seabreeze ShowTime Band, there was a silent auction that benefited the James B. Edwards School of Dental Medicine's student lounge. It was a grand way to finish a wonderful SCDA Annual Session.

The Sunday House of Delegates Meeting was well organized under the quick gavel of Dr. Lynn Campbell. Topics of interest were voted upon and assorted reports offered. Dr. Carter Brown spoke to the assembly as he prepares to lead the SCDA. His PowerPoint presentation was concise, illustrative, and gave those in attendance a view of tomorrow for SCDA.

There was also plenty of opportunity to acknowledge Hal Zorn on his 19 years of service to South Carolina Dentistry. Hal is retiring from a full-time Executive Director position with SCDA to a part-time consulting role. A check for \$10,000 was presented on behalf of the Past Presidents and others as a gift to Hal. His contributions and leadership will be honored with a portrait in the SCDA Office.

All in all it was a considerable success! Congratulations to Dr. Ken Johnson and his Convention Committee for a job well done.