



[WWW.SCDA.ORG](http://WWW.SCDA.ORG)

# Bulletin

VOLUME 35, ISSUE 9

SEPTEMBER 2007

## INSIDE THIS ISSUE:

|  |    |
|--|----|
| Help Needed at Lexington County Health Dept. | 3  |
| Master Calendar                              | 4  |
| Editorial Comments                           | 4  |
| Tech Talk                                    | 5  |
| Diversity in Dentistry                       | 5  |
| President's Message                          | 7  |
| Lend a Hand... Care & Screening              | 10 |
| Executive Director's                         | 13 |
| Member Benefits                              | 19 |

PUBLISHED BY  
THE SOUTH  
CAROLINA  
DENTAL  
ASSOCIATION

## SC Pediatric Dentists Form Society

By Phil Smith

South Carolina Pediatric Dentists have begun the process of organization. For many years our colleagues have existed within the SCDA and as a part of a regional Pediatric Society. The membership of this specialty has deemed it appropriate and timely to establish a state society to identify and complement its efforts.

The resurgence of the South Carolina Society of Pediatric Dentistry (SCSPD) began at a very successful meeting at the SCDA office on January 26, 2007. There were more than 30 dentists from all districts of the state present for the initial meeting. This is a rather significant turn out when one realizes that there are only 65 pediatric dentists in South Carolina. Much credit must be given to Drs. Felicia Goins, Rocky Napier, Vance Shields, Carol French, Jim Beall and Richard Cross for their efforts in establishing an active foundation.

As a group, the SCSPD is dedicated to fulfilling its role as advocate for the oral health needs of children in South Carolina with particular emphasis on people with disabilities. The Society is affiliated with the Southeastern Society of Pediatric Dentistry and the American Academy of Pediatric Dentistry, which provide regional and national support to the SCSPD's mission. Dr. Richard Cross, the newly elected president, shared: "We applaud the SCDA's success in working to positively impact children's dental health and look forward to working as a team more effectively."

The group has participated in assorted events including a legislative drop-in at EdVenture Children's Museum. They also hosted a reception during the SCDA Annual Session and sent representatives to the AAPD Meeting in San Antonio, Texas. The list of priorities for the SCSPD is long, but centers around the theme of access to care. Many pediatric dentists care for children from the infant stage up to late teens and the emphasis on health advocacy and individualized care programs is a cornerstone of pediatric dentistry.

### House of Delegates Schedule:

- ♦ Registration: Friday, December 7 10-11am—Virginia Wingard UMC, Columbia
- ♦ House of Delegates Opens: Friday, December 7 11am—Virginia Wingard UMC, Columbia



# FALL MEETING

## CENTRAL DISTRICT DENTAL SOCIETY

Friday, September 28, 2007

Radisson Hotel Columbia and Conference Center – 2100 Bush River Road,  
Columbia, SC 29210

### Dr. Tom Ford

### “Nuts and Bolts of Implant Dentistry”

Full Day Seminar - Doctors, Spouses, and Staff

7 C.E.U.'s

#### Agenda

8:00 am - Registration  
8:30 am - Morning Session  
12:00 noon - Business Meeting  
12:30 pm - Lunch  
1:30 pm - Afternoon Session  
4:30 pm - Adjourn

#### Our Speaker

Dr. Ford practices at Implant Dentistry of Greater Orlando, Florida. Among his many credentials in implantology, he is Board Certified by the American Board of Oral Implantology and a Diplomate of the International Congress of Oral Implantology

#### NOTES:

There is a \$50.00 registration fee for non-member dentists.

There is a \$15.00 charge for every person attending lunch.

Luncheon reservations are required for all members, non-members, spouses, and staff.

There is no charge for members or non-members' spouses and staff attending scientific session.

**Please return this form by September 14, 2007 to:**  
**Dr. John E. Reese, III, PO Box 11804, Rock Hill, SC 29731**

**Please check:**  I will attend the Scientific Session.  
 I will stay for lunch.  
 I will have  guest(s) (number of spouses and staff) for lunch.

*Please enclose \$15.00 for each lunch.*

\*\*\*\*\* *Please include a **SEPERATE** \$15.00 check for the **MEMBER** dentist. \*\*\*\*\**

*Please make check(s) payable to the Central District Dental Society.*

\*\*\*\*\* *Member dentists may pick up their \$15.00 checks after lunch or they will be deposited.* \*\*\*\*\*

NAME: \_\_\_\_\_

(please print)

# Help Is Needed At Lexington County Health Department



The Family Service Center of South Carolina has recently been awarded a grant from the Health and Recovery Community Council of the United Way of the Midlands for an Adult Dental Program. Housed in the same facility as the Lexington County Health Department, this program will function similarly to the successful children's clinic now in operation. As many in oral health care know, adults are much less likely than children to receive dental care. Adults who do not receive regular dental services can develop disease that requires extensive restorative treatment, suffer tooth loss and endure systemic health problems. Regretfully, many adults avoid care due to cost and lack of insurance coverage. Numerous dentists provide free service to emergencies in need, but the available base of charity care is limited. This adult clinic, similar to the one in Richland County, will hopefully give access to adults in dental crisis.

The grant allows for the establishment of a salaried dental position to treat adult patients in Lexington for an expected one and a half day schedule. The clinic will see patients every week in an emergency / appointment basis. The position is open for immediate placement, and interested dentists should contact Ms. Diane Bouknight at 803-576-2736.



Carroll Dental Laboratory, Inc.  
Kinston NC 28501



e-mail: [carrolldental@earthlink.net](mailto:carrolldental@earthlink.net)  
website: [carrolldentallab.net](http://carrolldentallab.net)  
800-359-2455

## FULL SERVICE Partials & Dentures

### Crown & Bridge Cosmetic Dentistry

Las Vegas Institute Trained Technicians

#### Metal Free

- IPS Empress® Esthetics
- LAVA™
- 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

- 3i Lifecore
- ASTRA INNOVA
- Straumann ITI Zimmer
- Nobel Biocare™

"Raising a Standard of Excellence"

#### Partials/Dentures

##### Partials (Vitalium 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!

## Editorial Comments

### Master Calendar

- Sept 7** **Radiation Safety Exam,** Midlands Technical College—Airport Campus, 2-4 pm
- Sept 14** **16th District Caucus,** Grove Park Inn, 8 am-5 pm
- Sept 27-  
Oct 2** **ADA Annual Session,** Moscone Center, San Francisco CA
- Sept 28** **Central District Meeting,** Embassy Suites—Columbia, 7:30 am-4:30 pm
- Oct 12** **“Substance Abuse for 2007: What’s on the Streets & in Your Practice?”**, TBA
- Oct 17-  
19** **SC HIV/STD Conference,** Radisson Hotel—Columbia, 8 am-5 pm
- Oct 18** **Piedmont District New Dentist Reception,** TBA
- Oct 19** **Piedmont District Meeting,** Gunter Theater—Greenville, 7:45 am-5 pm

Please visit [www.scdla.org](http://www.scdla.org) for more events.

Comments appearing in this section are the renderings of the Editor or credited authors and do not necessarily reflect the opinions or policies of the SCDA. Letters are invited. Brevity is appreciated, and the Editor reserves the right to edit all communications. Letters may be emailed: [phil48@aol.com](mailto:phil48@aol.com), mailed to the SCDA office, or faxed to (803)359-3004.

I am sitting on the tarmac at the Indianapolis airport as I have been diverted from my flight to Chicago. Bad weather has everything backed up at O’Hare, so I have an opportunity to write this editorial.

Many of you are aware of the support that the SCDA offers the SC Dental Lab Association in its move to pass legislation that would require out-of-state labs to register with South Carolina. Along with an attempt to standardize the laboratory activity in the state, this legislation would also establish a protocol to address outsourcing of lab work. Many dental laboratories use lab services in China, India, Malaysia and an assortment of other third world countries.

At a recent Board meeting in Columbia, the discussion led to this outsourcing topic, and the SCDLA’s legislation. One district officer stated that many of his members just did not see the need to worry about the problem. Few dentists felt that it affected them, and quite frankly there was resistance to help the labs “restrict access” to out of state lab services. On the surface it seems to be an issue that does not have much merit, but there is reason for this legislation.

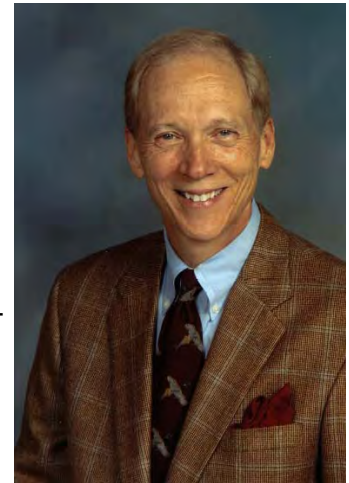
It is important to note two significant issues. First, access won’t be restricted. Any lab may offer service in South Carolina as long as it has a CDT on site and pays the same renewal fee that every lab pays. But the real benefit of this thrust is to establish a lineage and assay of the materials used in the prosthetics. As it currently stands, any lab could outsource work, return the case to a prescribing dentist, and never indicate the location of the lab service. Unless you receive a voluntary certificate stating the metallic content, there is no assurance that your crown is high noble or junk. And eventually, the prescribing dentist is responsible for the case.

The proposal for outsourcing would require a verification of the content of all lab work. Therefore, your lab of choice would be required to state where the work was done and assure the content. This would then make the lab responsible if castings made in China were not as represented. And the dentist would not be held accountable if this fault occurred. Seem a bit far fetched? Well, without the regulations that exist in the US, third world labs are free to alter products as they might wish.

Just this month, Mattel and Fischer-Price toy makers had to recall millions of toys that contained lead paint. The toy companies had approved the initial design, but along the way the formula changed. American toys, Chinese paint. Mattel did not intend to bring in inferior toys; they made a manufacturing decision. Rumor has it that Dentsply has acquired the largest dental lab in China. This would allow for reduced fee service and an “invisible” path of fabrication. One dilemma associated with outsourcing is there are fewer domestic lab technicians entering the profession. Constraints also interfere with some of the processing protocols. Restrictions for toxic waste from the labs have almost forced some procedures out of the country.

We cannot ignore this dynamic. Although the conversation of lab outsourcing may seem to only affect others, in truth, it is placed on our doorstep! The lab work will be sent somewhere else. It is important to monitor the location, and protect our patients. We are too connected to the rest of the world to assume it does not involve us.

Till next time,  
Phil



**Dr. Phil Smith**  
Editor

## South Carolina Dental Association Bulletin

Vol. 35, No. 9

September 2007

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

Jennifer M. Haworth Designer

SCDA Toll Free in SC (800) 327-2598

# Tech Talk

By Christy J. Campbell

## Did you know?

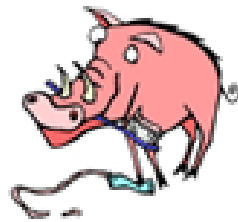
Did you know that you can place a Help or Job Wanted ad on the SCDA website at no cost to you? Did you also know that you can place a Classified ad for only \$25? How about CE courses offered online? Do you want to find out when the next district meeting is or how to join a study club? How about how to become a Mentor or volunteering for committees and task forces? These are just some of the services that can be found on the SCDA website.

## Stats

For the month of July the SCDA website had over 912 Members download the SCDA bulletin. On the Public side, the number one page hit was "Find a Dentist" with more than 174 hits.

## Fun Facts

In 1498, the Emperor of China implanted hog bristles in a bone handle. This style of toothbrush became popular throughout Asia and Europe. However, because of the cost of hog bristles, poor people could not afford individual toothbrushes, so a whole family would share the same toothbrush.



Remember, this is **your** web site. Please feel free to send me articles, photos any other information for our website. You can email at [campbellc@scda.org](mailto:campbellc@scda.org)

# Diversity in Dentistry; Success is in the Details

By Phil Smith

When I graduated from MUSC in 1973, my class of 50 was predominantly Caucasian males. There was one woman and one African-American male. Today, the freshman dental class at MUSC has 56 students, 41 men and 15 women. The class mix includes three ethnic groups. Current student populations have many more women and different ethnicities are more common place. This diversity is a great thing. We now have a variety of cultures and experiences to enrich the dental profession. We have a greater ability to connect with, and to serve, the public. And perhaps most importantly, dentistry serves as a strong, caring, ethical profession, one to which children of every ethnicity, color, and gender can aspire.

Unfortunately, the diversity of the profession is not fully reflected in our Association. Nor does the population of dentists represent the population mix of our country or state. While the United States remains highly reflective of our European roots, the fastest growing segment of the population is Asian, followed closely by those of Hispanic ethnicity of all nationalities. Between 1990 and 2000 the U.S. Census Bureau reported that America grew by more than 27 million people or 11% growth. Within that population expansion there are pockets of much more rapid growth. The general population represents 71.4% Caucasian. The minority population equals 28.6%, but the recent expansive decade indicates a surge of 91.3% in the minority population. While the country is still predominantly Caucasian, there are four states where the "minority" population is really the predominant population. There are a total of sixteen states whose minority racial / ethnic population exceeds 30%. South Carolina is one of those states.

While the concept of "emerging majority" is clearly demonstrated in the general population, that is not the case for the dental profession. The American Dental Association tracks racial / ethnic background for all dentists in the United States; the data is self reported and considered very accurate where race and ethnic background is given. While self identified minority dentists currently make up approximately 16.4% of dentists overall, the racial / ethnic diversity of the profession is expected to grow, as greater numbers of diverse backgrounds enter dentistry and older, predominantly Caucasian dentists retire. In the 1972-73 academic year, 91.8% of all dental students were Caucasian. Compare that to today's dental school population where 62.7% are Caucasian, 21.9% are Asian, 5.7% are Hispanic and 5.7% are African-American.

The ADA is very interested in reaching the population of dentists from all backgrounds to encourage them join and represent the dental profession. The Association believes that the population of professionals should represent the population at large. Surveys and discussions recognize that the desires and goals of all dentists are similar. Dentists wish to own their practices, serve their community, and care for their patients. Is it necessary or critical that a patient be served by a caregiver of the same race, gender, or ethnic background? Most people believe that this is secondary to their needs, but for some patients it is important. And for some doctors, it allows for more personal care.

It would seem that the first link to expanding our dental population would be to encourage and enroll interested, qualified students into a career of dentistry. The College of Dental Medicine at MUSC has begun an outreach program to identify possible candidates from the state's high schools and colleges to consider this path. But identification is not enough. Outreach must include placement and the process of dental entry is difficult and competitive. Tie that into the significant costs of education, and one can understand the challenge.

(Portions of this article are from the ADA's Initiative on Diversity)

Next month, the Bulletin will discuss the dental school perspective on diversity.



**RESTORE-ALL inc.**

**1-800-349-7379**

## Transform your Dental Office

### We Specialize in Total Operatory Restoration

Reupholstery of dental chairs and stools

Repainting of dental lights, x-ray units,

chairs and more!

**MOBILE SERVICE**

WE COME TO YOU



**WE WORK WEEKENDS**

WHEN YOU DON'T

Upgrade your Dental Chair from Functional to *Luxury* with our

### *Dream Chair Package*

Luxurious Ultraleather<sup>SM</sup>, Nytek<sup>®</sup>, and Therapeutic Memory Foam

**DON'T REPLACE...RESTORE**

Quality Service Since 1971



Referrals On Request



LEARN HOW  
TO PROPERLY  
Place and Finish  
LUMINEERS<sup>®</sup>

INCREASE YOUR  
INCOME by 20-40%  
per year—every year  
—while improving  
the quality of your  
dentistry.

**CALL 1-877-336-9701 TODAY  
AND REGISTER TO ATTEND ONE OF THESE WORKSHOPS NEAR YOU!**  
Columbia, SC    October 12, 2007

**SPECIAL STAFF MEMBER OFFER:**  
Receive 6 complimentary LUMINEERS for a staff\* member  
(\$1,260 value) when you and a staff member attend a course!



\*Promotion applies for dentists only, who have attended a two day course and have paid registrations, one doctor and one staff member. Offer not valid if dentist does not attend both days of the two-day course and does not register one staff member at regular price. Can not be combined with any other offer. Offer can not be combined with the free room offer for mini destination courses. Restrictions apply. Promotion subject to change without notice. Offer expires 10/31/07. The ASCE (#218048) is designated as an Approved PACE Program Provider by the Academy of General Dentistry. The formal continuing education programs of this program provider are accepted by AGD for Fellowship, Mastership and membership maintenance credit. Approval does not imply acceptance by a state or provincial board of dentistry. The current term of approval extends from 8/1/05 to 7/31/09. This course is sponsored by American Society for Clinical Research™ with financial support provided by Den-Mat® Holdings, LLC. ©2007 DenMat Holdings, LLC. World Rights Reserved. 801 230900-N-SCDA 09/07

LUMINEERS<sup>®</sup>  
BY CERINATE<sup>®</sup>

# President's Message



## "Never let the facts get in the way!"

Part 1)



Dr. Carter Brown  
President

Did any of you see the Fox News nitrous broadcast? Click [here](#) and then click on the video "No Laughing Matter".

If you viewed the video you see a "physician" talking about the dangers of Nitrous Oxide and that a small child died "four" days after a dental procedure which included Nitrous. They very quickly said that the child may have had a preexisting condition but then went right back to their target. The dentist did not address the inaccuracies in the presentation and the moderator said she had a "Bad" experience with laughing gas and would worry about letting her children use it. The physician said you should question the dentist and make sure they have a code cart and be trained before using nitrous.

PART 2)

One of our members writes:

Covering a 7-9 county area in the Aiken area, which includes two counties in Georgia—The most prevalent misdiagnosis for the pictures below and its many variations in **emergency rooms and physicians offices is:**

*" . . . too often a judgment as to cause and effect is not based on facts . . . "*



- 1) allergic reaction to Demerol or codeine or **something else the dentist did wrong;**
- Or
- 2) Staph infection, **because the dentist is using dirty instruments or something else he is doing wrong.**

(Continued on page 8)

# President's Message

*(continued from page 7)*

Obviously the correct diagnosis is lip biting; most times following a child's first exposure to numbness following local anesthetic, etc.

The issue is not that physicians can't find out the facts and the truth but that too often the Dental Community is not viewed as a part of the Health Profession Community. Dentists are actually some of the best educated and skillful operators in health care.

Most operate their own outpatient clinic from their offices and are usually solo practitioners with the total burden of health care for the patient while at the office. They are responsible for system reviews and diagnosis, preventive and surgical procedures, prosthetic replacements and pharmacological therapies. They capture and interpret their own radiographs and they do their own pain and anxiety control through local anesthetics, analgesia modalities, and even sedation.

Just like the FOX news physician, too often a judgment as to cause and effect is not based on facts (possible pre existing condition, four days later, no cause actually determined) but on biases and preconceived stereotypes.

I have been told personally that the ADA and AGD are going to respond to Fox News. Unfortunately, the Fox Headlines under the video say "Laughing Gas Kills Child", "A little discomfort, less risky", "Girl dies by laughing gas" and the commentator says that the child dies after getting laughing gas, so what went wrong? No one is going to be around to hear the facts that come out later and the damage is done.

As to local issues, we need to interact with the health care community in meaningful ways, help provide them with information as to what dentistry does and how dentistry works. The Medical University has begun having Dental and Medical students have seminars together so that they can understand and have an appreciation of what each other does and how they can work together. In Greenville we had a joint county medical society and dental society meeting about a topic that overlapped both groups. I hope this can continue. The patients are the focus of all of our efforts and physicians and dentists need to build on each others strengths for their benefit.

Trusted by over 35,000 clients

## TimePlus® Payroll

*We add to your success.*

Payroll Services

Time & Attendance

Employee Self Services

Human Resources

Enterprise Solutions

**(866) 535-0294**

[www.timeplus.com](http://www.timeplus.com)

### For Sale: Dental Office Condo

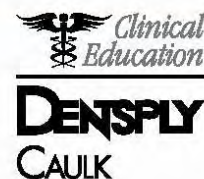
- Downtown Charleston with parking
- Reasonable
- Renovated
- New roof
- Will consider turn-key sale



Call Peninsula Commercial Real Estate  
Gigi Chapman 843.722.7112 office  
843.296.0943 mobile



DENTSPLY Caulk Clinical Education invites you to join us



# "CE at Sea"

aboard Royal Caribbean's Newest and Largest Cruise Ship "Liberty of the Seas"



Ship sails at 5:00 pm on April 12, 2008 for 7 nights at sea.  
Royal Caribbean Cruise Line out of Miami to the Eastern Caribbean.  
View photos of the "Liberty of the Seas" at [www.royalcaribbean.com](http://www.royalcaribbean.com).  
Search: April 12, 2008 sailing date, departure from Miami, FL.

**All prices include:** Port Charges, Government Taxes and CE Classes

*First come, first serve basis. Limited cabins available. Room rates are guaranteed until Sept. 9, then are subject to change.*

**Dentist cabins:**

- 1st person Balcony Room . . . . . \$2,423.69
- 2nd person . . . . . \$576.12
- 1st person Junior Suite . . . . . \$3,589.71
- 2nd person . . . . . \$697.90

**Cost per person, 2 per room:**

- Inside Cabin . . . . . \$998.69
- Ocean View Cabin . . . . . \$1,273.69
- Balcony Cabin . . . . . \$1,413.69

**Ship Itinerary:**

- April 12 . . . . . Miami, Florida
- April 13 . . . . . Cruising
- April 14 . . . . . San Juan, Puerto Rico
- April 15 . . . . . Philipsburg, St. Maarten
- April 16 . . . . . Cruising
- April 17 . . . . . Labadee, Haiti
- April 18 . . . . . Cruising
- April 19 . . . . . Miami, Florida

**For more information please contact Joe Brown or Sherrill Brown with Cruise Planners at (864) 439-1195 or toll free (866) 439-1195. CALL NOW TO BOOK YOUR CABIN!**

**Not Included:**

Transportation to and from Port, transportation from airport to and from ship, Cruise cancellation Insurance (these are all available through Cruise Planners). You may book your own airline tickets and still book Airport to Ship and Return through Cruise Planners. On board purchases, Land Tours, Tips for Service Crew.  
*For total exclusions see Royal Caribbean Brochure.*

**\*\*\*PASSPORT REQUIRED\*\*\***

**Restorative Dentistry Update – New Materials**

**presented by John O. Burgess, DDS, MS**

**Comfort Zone Cosmetics: The Cruise Version**

**presented by Martin B. Goldstein, DMD**

**Lecture times:**

- Sunday, April 13 – Dr. Goldstein: 8:00-10:00 am
- Monday, April 14 – Dr. Goldstein: 8:00-10:00 am
- Wednesday, April 16 – Dr. Burgess: 8:00-10:00 am
- Friday, April 18 – Dr. Burgess: 8:00-10:00 am

**All Lecture Times Are During Sailing Hours  
8 CE Credit total hours**

**Contact Jesse Glanden for more information about this cruise and the continuing education programs: (800) LD-CAULK (532-2855) ext. 57238**

## Lend a Hand... Care and Screening

By Phil Smith

Members of the SCDA participated in two events during August's kid friendly screenings. The first was a big celebration held on the campus of the EdVenture Children's Museum in Columbia. The First Steps Program for children entering 5 year-old kindergarten was sponsored in coordination with the SCDHEC Oral Health Division. This midlands area health fair attracted hundreds of children and their families for pre-school health and dental screenings. Friends from the SC Committed Dental Hygienists and the SC Dental Assistants Association joined the dentists from SCDA in this endeavor. Many presentations about assorted health and well-being topics were available at the numerous stations scattered about the museum. The dental evaluation was patterned after the universal form being considered as a tool for school children screenings.

The next weekend, the Henry Schein Company launched its "Healthy Children, Healthy Lifestyles" initiative at the state fairgrounds. As before, hundreds of professionals and health care volunteers participated in evaluating children to begin school.

Many dentists attended the event and promoted healthy oral care and good dental habits. Both of these events were reminiscent of the health fairs that were popular twenty years ago. Most of the children evaluated were already receiving care in a dental office, and the SCDA was pleased to promote and offer support. If you have an opportunity to participate in a similar health fair, please do so.



Dr. Dana Parker performs a screening.

# Now You Have A Choice

## For Your Practice Transition Needs!

### Sales, Appraisals, Associateships



*James J. Howard, DMD 910-523-1430*  
*Email [drjimhoward@ec.rr.com](mailto:drjimhoward@ec.rr.com)*



**American  
Dental  
Sales, Inc.**

# “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



# AFTCO

Transition Consultants  
(Since 1968)

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 • 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 acquired the practice of

**Thomas F. Filiorelli, Jr., D.M.D.**

*Mt. Pleasant, South Carolina*

**Tristan M. Cordray, D.M.D.**

has acquired the practice from the estate of

**Herbert H. Orvin, D.M.D.**

*St. Stephen, South Carolina*

AFTCO is pleased to have represented  
all parties in these transactions.



The value of Delta Dental  
makes everyone smile.



As a pioneer of dental benefits, Delta Dental knows how to keep groups and their enrollees happy. We offer a wide choice of products so you can customize a plan to fit your needs. And our innovative cost-saving measures saved groups like yours nearly \$4 billion last year alone. You get all this value while your employees enjoy the largest network of dentists. No wonder we're the largest and most trusted dental benefits provider in the country.

Delta Dental – Insuring South Carolina Smiles  
200 Center Point Circle, Suite 150, Columbia, SC 29210  
803.731.2495 or 800.529.3268  
[www.deltadentalsc.com](http://www.deltadentalsc.com)

# Executive Director's Notes

## SCDA Winter House meeting

The SCDA House of Delegates is an important time when you as a member can attend to witness and participate in the decisions made. Like last year, the winter meeting will be held in December so legislative matters can be handled prior to the legislative session beginning. This year, the meeting will be held on FRIDAY, December 7, 2007, beginning at 11:00 a.m. and lunch will be served. The meeting will be held at Virginia Wingard United Methodist Church. Please plan on attending as important decisions that affect you as a dentist are made at this meeting.



**Mr. Phil Latham**  
Executive Director

## School Year Activity

The ongoing partnership between the SCDA and the Division of Oral Health at DHEC has led to many projects aimed at improving public oral health. This fall, the oral health division will be conducting an Oral Health Needs Assessment (OHNA) across the state. Children in K-5 and 3rd grade who attend one of the randomly sampled schools will receive an oral health screening during the fall semester. Please help us by telling your patients with children about this activity and encouraging them to participate - consent forms will be sent home by the school to those children who are implicated, but screenings cannot be done unless the parent sends the form back! The information gathered by the OHNA-2007 will help to improve dental public health resources statewide. If you have any questions, please contact Deborah Bode-Hinson at [bodehidk@dhec.sc.gov](mailto:bodehidk@dhec.sc.gov) or 803-898-0824.

## SCDA August Board Meeting

The Board held its meeting on August 3<sup>rd</sup> and considered many items of interest that included:

- A commitment to sponsor EdVenture again in 2008 with their "The Future is Now" exhibit.
- A report from Dr. Shannon Wilson, who represented the SCDA at the ADA's New Dentist Committee meeting in Oregon.
- A report from legislative Chair, Dr. Rusty Newton, on a legislative agenda for 2008.
- Approval of a new look to the 2008 dues statement.
- The establishment of a Public Relations Task Force and a Water Fluoridation Strike Force. If you are interested in either of these, please let me know.

## SCDA Mediation

Please note at the end of the bulletin this month is a white paper regarding the SCDA Mediation process. Chairman Chris Griffin wrote a very good white paper regarding the mediation process, how it works and what it means to have as a member benefit. Please take the time to read and discuss among your peers.

I hope everyone had a great summer. It is hard to believe that fall, school and football have started again.

*"The ongoing partnership between the SCDA and . . . DHEC has led to many projects aimed at improving public oral health."*

## WITH PROVEN EXPERIENCE AND EXPERT PARTNERSHIPS, WE KNOW THE DRILL.

It's more than what you know; it's who you know. For two decades, we have worked with top financial strategists in the dental industry to develop our approach to financial security that integrates both your practice and your personal life.

And one of our most important partners is the Academy of Dental CPA's (ADCPA).

Getting help with the business challenges of your practice will allow you to focus your time on clinical excellence and patient service. Coleman & Ureda can assist with tax planning, retirement planning, and everything in between.

Let us put our team to work for you, so that you can enjoy the rest of your life.

240 Stoneridge Dr, Ste. 300 • Columbia, South Carolina • 1.800.680.4171 • [www.cu-cpa.com](http://www.cu-cpa.com)



Representatives for  
the Carolinas  
**ADCPA**  
ACADEMY OF DENTAL CPAs  
[www.adcpa.org](http://www.adcpa.org)

# Say "Aahhh."

...because that's how you'll feel after learning how to deal with the major source of stress for most dentists—personnel issues.

Dealing wisely and effectively with complex employment issues can be particularly challenging. Due to the increasing variety of state and federal labor regulations, doctors often find themselves in court regarding employment issues. Such lawsuits can be emotionally draining and financially devastating.

Join **Evelyn Horne of Dental 360** and **Tim Twigg of Bent Ericksen and Associates** for an Employment Law Compliance Seminar geared toward doctors. Learn proven, professional personnel management techniques to some of the most common personnel problems such as:

- Your degree of personal and professional exposure
- How to ensure compliance with state and federal regulations
- The top 10 human resources mistakes and how to avoid them
- How to reduce the high cost of turnover
- The steps for properly handling terminations, pregnancy leave, seminar pay, reference checking, and more.

Workshops will take place on **October 3** in Columbia and **October 4** in Greenville. To register, call (800) 679-2760.

**DENTAL 360°**  
PRACTICE MANAGEMENT AND FINANCIAL STRATEGY

6 Monckton Boulevard, Columbia, SC 29206  
803.743.9600 OFFICE 803.743.9616 FAX

Help keep South Carolina **Kool**,  
one **smile** at a time.



Dr. Tu Tran, DDS Dr. Tim Pham, DDS

- Avoid the hassles of owning your own practice
- No buy-in required or lab fees
- Guaranteed base salary plus production bonus  
(earn up to **\$200K a year!**)
- Opportunities available in:  
**Sumter, Greenville & Anderson**

Please contact: Andrea Jett

**T:** 770.916.5023 **email:** [ajett@ncdrllc.com](mailto:ajett@ncdrllc.com)



General Dentistry for Kids

[www.koolsmilespc.com](http://www.koolsmilespc.com)



# 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

\* All programs subject to credit approval and loan amounts are subject to creditworthiness. Some restrictions may apply.

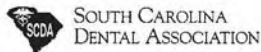
\*\* Banc of America Practice Solutions may prohibit use of an account to pay off or pay down another Bank of America account.

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

**Bank of America**



*Helping you build your practice, one case at a time*



## Big lab capabilities. Small lab service.

When Joe Sherer founded our laboratory in 1968, he established a foundation - a commitment which we strive to accomplish every day.

We want each doctor, staff member, and patient to know that our passion is to provide the best possible product along with the best possible service.

Quite simply, we want to do whatever it takes.

*Proudly serving  
South Carolina dentists  
since 1968*

Sherer Dental Lab  
Rock Hill, South Carolina  
800-845-1116  
www.shererdentallab.com





# South Carolina Dentists Can Benefit From Fortress Strength



## **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 Insurance Company***

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

## **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?

***"Our Only Business is  
Protecting Dentists."***



## **THE GENERAL AGENCY**

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

## SCDA Mission Statement

The South Carolina Dental Association is an association of dentists organized to provide optimal oral health to all citizens in the State of South Carolina through the promotion and the improvement of the art and science of dentistry.



## Now you're in the neighborhood of eImagine<sup>®</sup>

### > Powerful, FREE, easy-to-use supply management software

Once you've tried the eImagine electronic ordering system, ordering supplies any other way will seem like a dead end. **eImagine** is customized for you and it **pays you back** with every use!\*

- Preloaded with your practice's order history and invoices, eImagine is faster and more powerful than a Web site
- Patterson Plus<sup>™</sup> customers automatically earn 1% cash back annually on all eImagine purchases\*
- eImagine Mini scan<sup>™</sup> allows wireless bar code scanning in the supply room
- Alerts notify you of Patterson Automatic Free Goods and business partner promotions
- eImagine lets you track your orders via UPS and access FREE online MSDS

Plus much more!

Bring the **speed, power, ease** and **convenience** of eImagine to your practice.



\*Program rules apply. Contact your local Patterson representative for complete details.



**Charleston Branch**  
2300 Clements Ferry Rd.  
Suite 103  
Charleston, SC 29492  
800.237.8187

**Columbia Branch**  
400 Arbor Lake Dr.  
Suite A100  
Columbia, SC 29223  
800.845.8833

**Greenville Branch**  
18 A Brozzini Court  
Greenville, SC 29615  
800.354.3326

P8163 (6/07)

## SCDA Member Benefits Group Corner

By Mark K. Brown



**Instructor Patrick J. Sammon, Ph.D.** is a professor emeritus, Department of Oral Health Science, University of Kentucky College of Dentistry

### UPCOMING SEMINAR

The SCDA is sponsoring a seminar, in conjunction with the Dental College of Kentucky, on how to recognize prescription and other drug abuse. The seminar will be held at Holland Avenue Baptist Church in Columbia, SC, on Friday, October 12, and will offer 4 hours of continuing education.

Contact Elaine Stafford at 859-323-8155 or via e-mail at [ejstaf1@email.uky.edu](mailto:ejstaf1@email.uky.edu) to register for this seminar. The cost is \$100 for SCDA members and \$50 for each staff member. The Non-SCDA member registration fee is \$125. This seminar has sold out in many other states, and space is limited, so register now!

## 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](http://www.falegacy.com)



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

— wealth management —



**PIEDMONT DISTRICT DENTAL SOCIETY**

FALL HOFFMAN MEETING—FRIDAY OCTOBER 19, 2007

PEACE CENTER FOR THE PERFORMING ARTS  
GUNTER THEATER  
320 S. MAIN ST.  
GREENVILLE, SC 29601

**“BETTER DENTISTRY WITH PARTIAL COVERAGE  
PORCELAIN RESTORATIONS”**

**SPEAKER: WILLIAM C. STRUPP, JR. DDS**

8CEU'S

SEMINAR 8:30AM-5:00PM

LUNCH /BUSINESS MEETING 12:00- 1:30PM

REGISTRATION 7:45AM- 8:15AM

-----  
**THIS IS A TICKETED EVENT. NO ADMITTANCE WITHOUT A TICKET**

**PLEASE MAIL OR FAX THIS FORM BY OCTOBER 5, 2007**

**TO RECEIVE YOUR TICKET. MAIL THIS FORM TO:**

PEACE CENTER BOX OFFICE

320 S. MAIN ST.

GREENVILLE, SC 29601

FAX: 864-467-3025

**CHARGE BY PHONE: 467-3000 OR 1-800-888-7768**

**FORMS MUST BE RECEIVED BY OCTOBER 5 2007**

**TICKETS AVAILABLE ON DAY OF EVENT AT BOX OFFICE ON FIRST COME FIRST SERVE  
BASIS UNLESS EVENT SELLS OUT**

Please list doctors name, address, and staff members attending: \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

|  |                       |
|--|-----------------------|
| PDDS Member (includes lunch) :   | No charge             |
| Auxiliary/Staff (including lunch)  | \$35.00 each          |
| SCDA Member (non PDDS) attending seminar   | \$125.00 each         |
| Non SCDA member  | \$245.00 each         |
| Peace Center Convenience charge for each <b>paid</b> ticket:<br>(no charge for PDDS members) | \$6.00 x # of tickets |
|  | Total \$ _____        |

Please make checks payable to Piedmont District Dental Society



## 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.

...

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](http://www.transdent.com) or call Mercer Transitions 800-588-0098.

...

Cerec 3 complete system available. Extremely excellent condition. Easy to use. Patterson maintained and protected. Get the latest CAD-CAM technology for a fraction of the cost! 864-579-7833

...

Dental Practice for Sale: Great opportunity to step into an established general dental practice in South Carolina. FOUR OPERATORIES with 5th partially equipped. FREE STANDING OFFICE BUILDING near new medical campus. ANDERSON, SC is located on Lake Hartwell between Atlanta and Charlotte on I-85. A long-term, dedicated staff, continuous new patient enrollment and 42 years of goodwill. 2006 collections exceeded \$300,000 for only 3.5 doctor days per week. Seller is retiring. Contact: Dr. Andy Adams or Catherine at 864-226-6278 (W) or 864-226-4483 (H).

...

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

...

2'x10.5' "Dentist" sign for dental office. Used only 6 months. Lighted with timer. Photo available upon request.

Ready for mounting and use. \$1850.00 Buyer responsible for shipping charges. Contact Lake Bowen Dental at 864-592-1647.

...

Physicians Preferred Mortgage Program! 103% Financing, No P.M.I. or Escrows, Below Market Rates, Program Valid Down to 620 FICO, Rate Fixed for 5 Years. Call Lori (803-708-1901) or Bryan (803-730-0027). First Reliance Offers: Totally Free Checking and Online Banking, NO Fee ATM Network, 8am to 8pm Mon-Sat.

...

For Sale: 1 yr old Dent-X 810 Basic x-ray processor with stand and auto fluid replenishers, excellent condition. Asking \$3,000. Call Dr. Rutecki at 843-303-2891 or email [rutecki2002@yahoo.com](mailto:rutecki2002@yahoo.com). Charleston area.

...

Belmont Ex01000 Panoramic 15 yrs. Old, Dent-X 810 Basic Processor 2 yrs. Old, Pan Film 6 Boxes of 100 (Green), Ceph Film 1 Box of 100, Margraf Wall-mount Cephalometric Patient Aligner. Call for individual or package pricing: Dr. Steve Adkinson 803-581-2345.

...

Sci Can Statim 900. Good condition. \$1950.00. Contact Jeffrey Gardner at 843-884-0335.

## Help Wanted

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

...

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.

...

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

...

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

...

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](mailto: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](mailto:aharper@esourceshr.com).

...

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

...

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 administrative 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 864-225-9373.

...

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](mailto:walters.rdm@gmail.com). New grads encouraged.

...

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,

### 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.

Invisalign. \$800,000 annual gross. Progressive community, good schools. Contact Dr. William Laney at 843-537-9044 or [DrTeethcd@earthlink.net](mailto:DrTeethcd@earthlink.net)

\*\*\*

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.

\*\*\*

\$10K Sign On Bonus! Kool Smiles PC: Now hiring full time dentists. Positions available in Atlanta, Columbia, Dalton, Macon & Valdosta, GA. Base salary & production bonus. Positions also open in AZ, IN, KY, MA, VA & SC. Contact Ryan Murdock at 770-916-7044 or email [rmurdock@ncdrllc.com](mailto:rmurdock@ncdrllc.com).

\*\*\*

Practice owner in Charlotte, NC is interested in adding a full time (will consider part time) associate dentist to his practice. Monday through Friday work week. Must be comfortable performing extractions. Call Brian at 1-800-313-3863 ext. 2290 or email [brian.whitley@affordablecare.com](mailto:brian.whitley@affordablecare.com) to learn more.

\*\*\*

The Woman's Shelter Dental Center (located at 3425 North Main Street in Columbia) is looking for a hygienist. Serious Inquiries only. 28-32 Hours per week with a salary of \$22-23 per hour. Must be x-ray certified and South Carolina licensed. Please contact Kathy Riley at 803-779-4706 or fax resumes to 803-254-0056.

\*\*\*

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

\*\*\*

Augusta, GA: Full time associate needed for busy, upscale family practice located in one of the nicest areas of Augusta. Opportunity exists for equity position. Practice gross in excess of 850K. Call 843-991-0344 for further information.

\*\*\*

ACC Consultants is looking for dentists wanting weekend work in the state of South Carolina. ACC is looking for dentists to travel to military facilities and perform basic dental exams on military personnel. Please contact Jana Cruickshank if interested 505-323-1300 ext. 17 or email [jana@accidental.com](mailto:jana@accidental.com).

\*\*\*

Florence associate opening in well established, modern, clean practice with loyal, long-term staff. We need FT/PT associate to participate like a solo/owner doctor without the administrative burdens. We are a family practice with a cosmetic emphasis. We offer either a salaried or

commission package with health insurance available. Call 1-800-thanksu and visit [www.carolinasmile.com](http://www.carolinasmile.com) today!

\*\*\*

COLUMBIA—Full time associate dental position available immediately in Columbia. Excellent benefit and compensation package available with equity position a possibility immediately or in future. Beautiful new office with modern equipment. Practice will gross almost \$700,000 this year. Associate Dr. should expect to make \$125-150,000/first year. If interested call 803-920-0581 anytime.

\*\*\*

Dentist Wanted: This position requires a DDS or DMD with a current South Carolina dental licensure. This is a professional, direct service/ employee position, with direct reporting to and supervision by the Director of the Children and Adult Dental Clinics of Family Service Center. Duties include: provide clinical services in preventative, restorative and curative dentistry; (primarily adults). This is a part time position, 12 hours per week. (Monday, 8:30- 5:00) and (Tuesday, 12:30- 5:00). Fax résumé to 803-576-2995, Diane Bouknight

\*\*\*

Whitten Center, a 300 bed intermediate care facility providing treatment for individuals with developmental disabilities, is recruiting a dentist to provide evaluation and treatment services at the on-site Dental Clinic. This is a part-time position, up to 30 hours per week; liability insurance provided. State benefits depend on hours worked. Contact Randy Davis at 864-938-3596 or email [rdavis@ddsn.sc.gov](mailto:rdavis@ddsn.sc.gov).

\*\*\*

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

\*\*\*

**DDS wanted for Premier Practice:** Excellent opportunity to join a motivated team of quality-oriented dental professionals who are committed to providing patient-focused care. The candidate must possess compassionate patient skills and detailed clinical abilities with superior dental care being a top priority. Full schedule available immediately with outstanding income potential, competitive benefits and no buy-in required. Enjoy practicing in an all digital, state-of-the-art office while being supported by well-trained and experienced colleagues who possess an uncompromising commitment to long-term dental care for the entire family. The scenic location in the foothills of the

Blue Ridge Mountains provides the benefit of excellent schools, a solid local economy and affordable cost of living and is only a short drive to metropolitan areas. Contact Dr. John Gravitte at 336-719-2273.

\*\*\*

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

\*\*\*

Do you enjoy working with kids? Do you want to help provide a much needed service to children who don't have access to dental care? If so, then we need you! Dental assistant needed for mobile dental clinic doing school based dentistry in Newberry County schools. Workday is Fridays 8am-2pm. Position may be available for hours in regular practice. Job begins September, 2007. Please contact Missy at 803-276-8087 or send resume to: Baker Family Dental Clinic, PO Box 513, Newberry SC 29108 or email: [erwinbakerdmd@bellsouth.net](mailto:erwinbakerdmd@bellsouth.net).

\*\*\*

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

## 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 [jktmd@yahoo.com](mailto:jktmd@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](mailto: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 [haworthj@scda.org](mailto:haworthj@scda.org)

# SOUTH CAROLINA DENTAL ASSOCIATION

Organized 1869 • A Constituent of the American Dental Association



July 25, 2007

## **Introduction from the Chair to White Paper on Mediation for the South Carolina Dental Association**

The profession of Dentistry has many benefits, among them the satisfaction a well executed case provides the dentist and the patient. It can be a great source of pride and accomplishment. Unfortunately all cases do not turn out the way that the dentist nor the patient envisions. It may be something that was not predicted, an unrealistic expectation or any number of a hundred reasons. Probably the greatest source of dissatisfaction is communication breakdown. Once this process is set in motion, there is little turning back without a neutral source intervening. Often breakdown in communications leads to unnecessary legal proceedings such as malpractice lawsuits.

As a benefit to members of the South Carolina Dental Association, a Mediation Committee has evolved to meet this need thus seeking to avoid the mental and financial anguish of a malpractice lawsuit for its members. Previously known as Peer Review, the Mediation Committee seeks to reconcile disputes among member dentists and patients, or family members of those patients. The goal of the mediator is not to examine the patient, but only to open lines of communication to settle perceived differences of opinion. Often it may involve only a couple of brief phone calls and the issue is resolved. Upon reaching a settlement accepted by both parties, a contract is signed and sent to the South Carolina Dental Association for archive and the dispute is settled based upon the terms of the signed, legally binding contract. Terms of the contract, be it financial or otherwise, are distributed through and by the South Carolina Dental Association. In the event of an unsuccessful negotiation, the member dentist and/or the patient may choose to pursue any avenue they see fit to resolve their dispute.

Respectfully submitted,

Christopher T. Griffin DMD, FAGD  
150 West Cambridge Ave.  
Greenwood, SC 29646

## **Mediation Benefit for the South Carolina Dental Association**

### **I. Definition**

Mediation is the attempt to bring about a peaceful settlement or compromise between disputing parties through the benevolent intervention of a neutral individual or group.

### **II. Eligibility / Requirements**

- Member in good standing with the South Carolina Dental Association
- Patient of member in good standing with the South Carolina Dental Association

### **III. Objective or Goal of Mediation**

- Open dialogue between member dentist and their patient (and/or family member of the patient)
- Avoid unnecessary legal action in our state judiciary branch of government (i.e. lawyer involvement / fees, court fees, judicial action, etc.)
- Provide meaningful, negotiated resolutions accepted by the concerned parties of the member dentist and the patient (and/or family member of the patient)
- Acquire legal binding contracts signed by the member dentist and the patient (and/or family member of said patient) indicating that the conflict has been resolved and a peaceful settlement or compromise has been achieved thus avoiding further legal litigation.

### **IV. Mediation Committee**

- The Mediation Committee shall consist of 16 member dentists including the chair of the committee; 4 members from each district.
- Members of the committee are selected based on the demonstration of advanced clinical knowledge and skills and the highest ethical and moral values expressed in the profession of dentistry.
- Committee members are selected throughout the state to ensure that cases are mediated by a committee member with little personal involvement with the member dentist concerning each case.
- Member dentists are appointed to serve on the Mediation Committee by the Board of Governors at the recommendation of the incoming Vice President.
- The term each Mediation Committee member shall serve will be 4 years.
- The committee chair shall be named by the Board of Governors.
- Mediation Committee members are to keep all cases in the strictest of confidence.
- Discussion of active and/or settled cases outside of the purview of the Mediation Committee is strictly forbidden.
- Mediation Committee members can and shall be removed by recommendation of the Board of Governors for actions and/or behavior unbecoming of the standards set forth in this section.

### **V. Duties of the Mediation Committee Member**

- Establish communication between member dentist and patient (and/or family member of the patient) whereby providing a liaison to reconcile any difference of opinion on dental treatment or consultation provided by the member dentist.
- Acting as a liaison for both parties, the Mediation Committee member hears the concerns expressed by the member dentist and the patient (and/or family member of the patient).
- After acknowledgement of the concerns of the involved parties, the Mediation Committee member negotiates or attempts to arrive at a settlement that is satisfactory among the member dentist and their patient (and/or family member of the patient).
- Since Mediation is not peer review, it is not the duty of the Mediation Committee member to decide whether a standard of care was not executed and/or achieved by the member dentist nor shall the Mediation Committee member be required to examine the patient or evaluate the dental treatment rendered.
- The primary duty the Mediation Committee member is charged with is obtaining successful negotiations



that avoid unnecessary but possible future litigation.

- The final duty of the Mediation Committee member in a successful mediation is to acquire a legal binding contract signed by both parties before distribution of any funds, refunds or execution of any settlement.
- The signed legal contracts are to be archived with the South Carolina Dental Association at the following address:

South Carolina Dental Association  
120 Stonemark Ln.  
Columbia, SC 29210

- Upon signing the legal document, the member dentist or the patient will pay all settlement funds to the South Carolina Dental Association.
- Once the funds and the legal contract are received, it will be the responsibility of the South Carolina Dental Association to disburse funds to the appropriate parties involved per terms outlined in the signed contract in a timely manner.

#### VI. Unsuccessful Mediation

- In the event of unsuccessful mediation, the member dentist and/or the patient (and/or family member of the patient) shall further pursue any avenue they see fit to resolve their dispute.
- Because the South Carolina Dental Association has no influence or jurisdiction passed mediation, once negotiations have ceased to be effective mediation is terminated.