

DENTAL GROUP

EXPO 2019

LAS VEGAS PLANET HOLLYWOOD

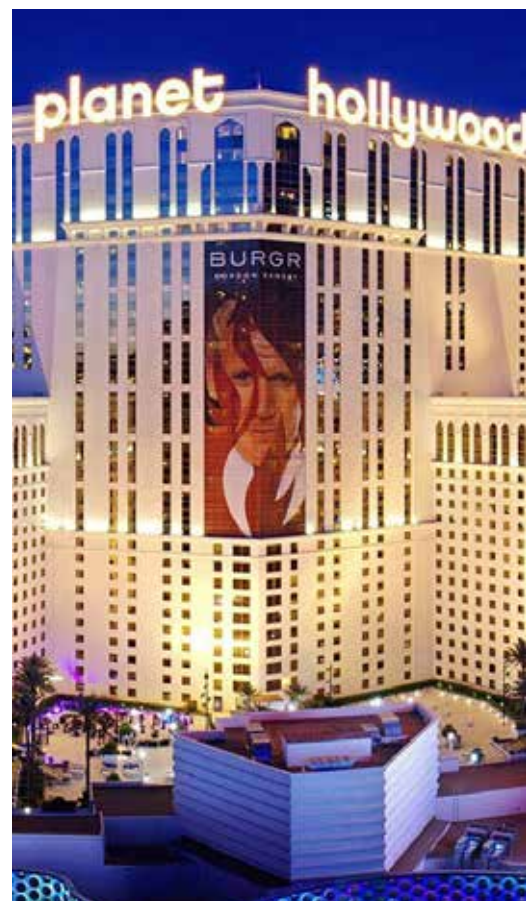
3-DAY 3-TRACK AGENDA

PRACTICE MARKETING

GROUP/DSO
FINANCE ISSUES

THE DENTAL LEGAL
ENVIRONMENT

AADGP 45TH BIRTHDAY EVENTS



JANUARY 30TH - FEBRUARY 2ND, 2019



AMERICAN ACADEMY OF
DENTAL GROUP PRACTICE

Building Better Groups Together

SCHEDULE OF EVENTS



WED., JAN. 30

2:00 – 5:00pm

Registration

5:00 – 7:00pm

Reception with Exhibitors

THUR., JAN. 31

7:45am – 8:45am

Breakfast with Exhibitors - Sponsored by Align Technology

9:00am – 10:30am

OPENING SESSION - Win More Patients. Save More Lives. *Stewart Gandolf* **(TRACK 1)**

10:30am – 10:45am

Refreshment Break

10:45am – 12:00pm

OPENING SESSION - Win More Patients. Save More Lives. *Stewart Gandolf* **(TRACK 1)**

12:00pm – 1:30pm

Luncheon & Academy Business Meeting

1:30pm – 2:30pm

Networking with Exhibitors

2:30pm – 4:00pm

Scaling Up Your DSO: *A.J. Peak* **(TRACK 1)**

4:15pm – 5:45pm

The DSO Acceleration Principle: How to Attract Investors: *Jeromy Dixson, DMD* **(TRACK 3)**

6:00pm – 7:30pm

Reception with Exhibitors

FRI., FEB. 1

7:45am – 8:45am

Breakfast with Exhibitors

9:00am – 10:30am

Getting to Yes: The Conflict Resolution Process: *Stewart Levine* **(TRACK 2)**

10:30am – 10:45am

Refreshment Break

9:00am – 10:30am

Getting to Yes: The Conflict Resolution Process: *Stewart Levine* **(TRACK 2)**

12:00pm – 1:30pm

Luncheon & Academy Business Meeting

1:45pm – 3:15pm

Covering Your Ass(ets): *Benjamin Dyches, DDS, JD* **(TRACK 2)**

3:30pm – 5:00pm

Business Roundtables

5:00pm – 6:00pm

Networking with Exhibitors

6:00pm – 7:30pm

AADGP 45th Birthday Reception with Exhibitors

SAT., FEB. 2

7:00 – 8:00am

Breakfast with Exhibitors

8:00 – 9:30am

Getting Ready for Analytics: A CPA's Perspective: *Brian Tortolano, CPA* **(TRACK 3)**

9:30 – 10:30am

Data Mining: Tools to Understand Your Practice: *Kip Rowland, RDH, MS* **(TRACK 3)**

10:45 – 12:00pm

Managing Growth: Creating a Stable Path to Success: *Genevieve Poppe* **(TRACK 1)**

OUR SPEAKERS



AJ PEAK CEO and founder of **Peak Dental Services**. Under A.J.'s leadership, Peak Dental Services has developed 27 locations since 2008. A.J. will be sharing his strategic leadership skills to help attendees rapidly and effectively grow their group. You will learn tactics to improve productivity, key success factors to launching de novo practices, and much more.



STEWART LEVINE Stewart is the founder of **Resolution Works**. He is a "Resolutionary" mediator, trainer, author, and widely recognized for creating agreement and empowerment in the most challenging circumstances. Stewart counsels and trains executives and managers to resolve work place conflicts. In doing so, reduces costs, improves efficiency, and increases job satisfaction.



JEROMY DIXON, DMD Jeromy is the Founder and CEO of **The DSO Project**. He was formerly the CEO and founder of Smiles Services LLC and Smiles Dental Group PC. During this time, Smiles Dental was recognized three years in a row by INC Magazine as one of the fastest growing privately held companies in the U.S. Under his leadership, Smiles Dental roughly tripled the number of locations, revenue, EBITDA and organizational valuation. Jeromy will educate the audience on what private equity looks for in a group practice and DSO investments.



GENEVIEVE POPPE Genevieve is co-founder of **Stepping Stone Dental Partners**, an organization that facilitates practice acquisition. Her expertise is proven by years of success in all aspects of practice operations. Poppe has built and facilitated numerous practice acquisitions, transitions and relocations. She will share her approach to generate growth and create stability in order to create a thriving practice of any size.



BENJAMIN DYCHES, DDS, JD After 13 years and 6 start-up practices, Dr. Dyches saw a need at the intersection of healthcare and law. Dr. Dyches educates healthcare providers across the country on successfully navigating the legal climate. Dr. Dyches will empower providers with an understanding of liability and lawsuits, their far-reaching impact and the legal corporate structures that protect assets from being taken in a lawsuit.



STEWART GANDOLF Stewart is the Chief Executive Officer, Creative Director and Co-Founder of **Healthcare Success**. He is a national speaker to thousands of healthcare clients across North America. Stewart has also accumulated over 20 years of experience in creating marketing programs for providers and corporations. Stewart will share his expertise in healthcare advertising and marketing and how this can be applied to the dental industry.



BRIAN TORTOLANO, CPA Brian D. Tortolano, CPA, is a Partner at **Rosen & Associates, LLP**. Brian has primarily served clients within the Dental and Healthcare industries for over 15 years. This industry-specialized expertise ensures that Brian understands the specific accounting, tax, and business needs of dental and medical professionals and their businesses.



KIP ROWLAND, RDH, MS Kip is the Strategic Account Manager for **Practice Analytics**, a dental technology company. She has published research in the Journal of American Dental Hygienists Association and served on the advisory boards of various dental hygiene and assisting schools.

JOIN US FOR THE BEST IN GROUP PRACTICE DENTISTRY!

Make plans to attend AADGP's Dental Group Expo '19, featuring an all-star lineup of experts and trainers who have the experience and tools to show

you how to keep your group prospering, combined with the largest gathering of group practice-focused exhibitors and vendors of any dental conference. And of course, our unique networking and roundtable sessions will keep you in touch with your colleagues.

Our 2019 Dental Group Expo has been designed to maximize your opportunities to see and evaluate exciting new technologies from your trading partners. By concentrating exhibit time to specific intervals, we have enhanced the value of both your time and that of your suppliers when you're not in our seminar sessions.

For over forty years AADGP's annual conference has been the focal point and gathering place for individuals who are part of the dynamic group practice environment. This year join hundreds of practitioners, managers, administrators, and auxiliaries in Las Vegas to learn and network among industry leaders.



YOU'RE INVITED...

TO CELEBRATE AADGP'S 45TH BIRTHDAY!

In 1974 , AADGP became the first and only organization to represent the interests of group practice dentistry by advocating for the group concept within the profession, and by providing educational resources to our members.

Join us in celebrating 45 years of continued success with a champagne toast and birthday cake!



AADGP DENTAL GROUP EXPO '19

GROUP / ORGANIZATION NAME

DATE

STREET ADDRESS

CITY

STATE

ZIP/POSTAL CODE

CONTACT NAME

PHONE NUMBER

E-MAIL ADDRESS

Primary Function of Organization

*Please provide direct contact information

Early Bird

After Dec. 15

Code

2018 AADGP Paid Members (as of 07.31.2018)

\$445

\$495

01B

Non-Members

\$545

\$595

02B

☐ Large Block/Group Discounts*

*Applies to single group practice location,
paid by a single transaction, if no other discounts have been applied.

5 -9 Attendees

15% Discount

10 -14 Attendees

20% Discount

15+ Attendees

25% Discount

Please print full names and titles of ALL registrants, identify ALL DENTISTS (Dr., DDS, etc.) and administrators and select the appropriate membership status. Submit additional names on a separate sheet of paper.

☐ DDS/DMD

☐ Member

☐ MGMT/ADMIN ☐ Non-Member

1. NAME

TITLE

FEE

☐ DDS/DMD

☐ Member

☐ MGMT/ADMIN ☐ Non-Member

2. NAME

TITLE

FEE

☐ DDS/DMD

☐ Member

☐ MGMT/ADMIN ☐ Non-Member

3. NAME

TITLE

FEE

☐ DDS/DMD

☐ Member

☐ MGMT/ADMIN ☐ Non-Member

4. NAME

TITLE

FEE

☐ DDS/DMD

☐ Member

☐ MGMT/ADMIN ☐ Non-Member

5. NAME

TITLE

FEE

Registration Fee Total: \$

*The AADGP reserves the right to adjust application codes and/or fees as appropriate.

☐ Check Enclosed (Make check payable to: AADGP)

Charge my: ☐ Visa

☐ MasterCard

☐ AmEx

☐ Discover

CREDIT CARD NUMBER

EXP. DATE

CSV/CID Code

CARDHOLDER'S NAME

CARDHOLDER'S SIGNATURE

CARDHOLDER'S ADDRESS

CARDHOLDER'S CITY

STATE

ZIP/POSTAL CODE

2019

RECEIVE A COMPLIMENTARY MEMBERSHIP

Group practice non-member registration fees include a 2019 membership in the AADGP at no cost. Administrators and dentists will be provided full member privileges in their category.

CANCELLATIONS

All cancellations must be in writing. Refunds will be made for cancellations received prior to January 2, 2019, less a \$55 per person processing fee. CANCELLATIONS RECEIVED AFTER JANUARY 2, 2019 WILL NOT BE ELIGIBLE FOR A REFUND.

MAIL, EMAIL OR
FAX:

2525 E. Arizona
Biltmore Cir., Suite 127
Phoenix, AZ 85016
FAX: 602.381.1093
aadgp@aadgp.org

QUESTIONS?

Call us at: 602.381.1185



American Academy of Dental Group Practice

2525 E. Arizona Biltmore Circle

Suite 127

Phoenix, AZ 85016

www.aadgp.org

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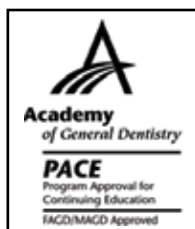
Phoenix, AZ
Permit 639

PLANET HOLLYWOOD LAS VEGAS

Book your room today using the codes SBAAD9 to receive the discounted group rate. Call 866-317-1829 or online by using the link provided on the Annual Expo page of the AADGP website.

NETWORK & LEARN

For the Dental Group Expo '19, the focus is to learn how to grow your practice with advice from industry leading professionals, participate in roundtable discussions, social and networking opportunities and exhibits from the top dental suppliers in the industry. Don't miss out on this fantastic opportunity!



EARN AGD CREDITS

AADGP is an approved PACE Program Provider by the Academy of General Dentistry. The formal continuing education programs of this meeting are accepted by AGD for Fellowship, Mastership and Membership Maintenance credit. Approval does not imply acceptance by a state or provincial board of dentistry.