



DENTAL GROUP

EXPO 2018

BALLY'S LAS VEGAS



Building Better Groups Together

31

JANUARY

3

FEBRUARY

ADA American Dental Association®
SPECIAL PRE-MEETING SEMINAR JANUARY 31

SPONSORED BY
AMERICAN ACADEMY OF
DENTAL GROUP PRACTICE

JOIN US FOR THE BEST IN GROUP PRACTICE DENTISTRY!

Make plans to attend AADGP's Dental Group Expo '18, featuring an all-star faculty 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 2018 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.

And of course, by popular demand we are again holding our conference right in the middle of the action in Las Vegas, where we have reserved room blocks for you at both Bally's and Paris, giving you ample choices and access to all the fun Vegas has to offer.

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.



BIG IDEA 2018



Discovering Group Practice

ADA American Dental Association®

Before the 2018 Dental Group Expo kicks off, the ADA will be hosting a 1 day seminar on Wednesday, January 31 - "Discovering Group Practice".

The attendees of the ADA seminar will be able to take advantage of the AADGP's group hotel rates as well as going to the AADGP's reception later that evening.

Attendees will have to fill out a separate registration forms for the seminar and the Dental Expo. Please register for both on the AADGP website.

SCHEDULE OF EVENTS



WED., JAN. 31

9:50pm - 5:00pm

American Dental Association's
Discovering Group Practice Seminar

ADA separate registration is required.

Download the ADA registration form at

www.AADGP.org on the Special Event page.

2:00pm - 5:00pm

AADGP Registration

5:00pm - 7:00pm

AADGP Opening Reception With Exhibitors

THUR., FEB. 1

7:45am - 8:45am

Breakfast With Exhibitors

9:00am - 10:30am

OPENING SESSION - Bring It On...Strategies To
Create A Positive Workplace: Meg Soper

10:30am - 10:45am

Refreshment Break

10:45am - 12:00pm

OPENING SESSION - Bring It On...Strategies To
Create A Positive Workplace: Meg Soper

12:00pm - 1:30pm

Luncheon & Academy Business Meeting

1:30pm - 2:30pm

Networking With Exhibitors

2:30pm - 3:30pm

Building Out A Centralized Operational Infrastructure:
Dr. Scott Leune, DDS, Breakaway Dental

3:45pm - 4:45pm

The Data Driven Dental Practice: Dr. Mark Costes,
DDS, Mastermind Founder

5:00pm - 6:00pm

Having It Both Ways: Effectively Delivering
Orthodontics In A Dental Model: Dr. Ben Burris

6:00pm - 7:30pm

Reception With Exhibitors

FRI., FEB. 2

7:45am - 8:45am

Breakfast With Exhibitors

9:00am - 10:30am

Acquisition Trends And Activities In The DSO/
Group Practice Market: Brian Colao, J.D., Dykema

10:30am - 12:00pm

Networking With Exhibitors

12:00pm - 1:00pm

Luncheon & Academy Business Meeting -
Sponsored by Strauss Diamond

1:00pm - 2:30pm

Dental Trends - Driving A Paradigm Shift: Dr. Dave
Preble, DDS., J.D., American Dental Association

2:45pm - 3:30pm & 3:45pm - 4:30pm

Concurrent Breakout Sessions: Steve Miller, Banyan
- Social Media & Mike Sieber, Dental Branding

4:30pm - 6:00pm

Business Roundtables

6:00pm - 7:30pm

Reception With Exhibitors

SAT., FEB. 3

7:00am - 8:00am

Breakfast With Exhibitors

8:00am - 9:00am

Networking With Exhibitors

9:00am - 10:30am

Financing for Group Practices & DSO: Gareth
Petsch and Amine Lahlou

10:30am - 10:45am

Refreshment Break

10:45am - 12:00pm

Financing for Group Practices & DSO: Gareth
Petsch and Amine Lahlou



MEG SOPER Sharing the stage with greats like Ray Romano and Elle DeGeneres; as well as many television appearances. Meg uses her healthcare experience as a former Registered Nurse (RN) and humor to inspire and touch her audiences. Changing their perspectives and giving them the tools to face daily challenges. For this energizing session Meg Soper will kick off the expo. You'll be learning how to create a positive environment in the workplace. Demonstrating how to effectively communicate and change the work culture. While leaving you laughing you'll gain the tools to build use individuals strengths and build relationships in the work place.



DR. BEN BURRIS Creator of North America's largest orthodontic scholarship program. His philanthropic endeavors continued when he offered affordable teeth cleaning to the uninsured. Even giving up his specialist license to ensure he could offer such services. In this thought provoking two hour session Dr. Ben Burris will discuss homogenizing the specialties of dentistry and Orthodontic care. Dr. Ben Burris' insight will help you maximize patients and revenue capture. Demonstrating how to successfully run a multi specialty practice, and what issues to avoid.



BRIAN COLAO, J.D. Brian Colao, J.D. is the Director of the Dykema DSO industry group. With over 15 years of experience Brian is the leading authority on corporate practice. Creating regulatory business models focused on issues like fee splitting, HIPPA, Fraud, and more, which is still influencing laws to this day.



DR. DAVE PREBLE, DDS., J.D. After 20 years of a practicing dentistry Dr. Dave Preble, DDS., J.D. was appointed as the Director of the ADA council of Dental Programs. He was then appointed the Vice President of the ADA's practice institute. The Practice Institute helps ADA members by providing products and services to improve their practices. This session will look at the driving forces in the dental industry and the impact they will have on doctors and patients. Exploring topics like the economic trends appearing in dentistry, and third party payers. Dr. Dave Preble, DDS., J.D. will be giving you and your practice the resources to prosper.



DR. MARK COSTES, DDS The founder of The Dental Success institute and the Horizon School of Dental assisting. As well as a #1 bestselling author with his book 'Pillars of Dental Success'. Mark is also known for his informative and insightful podcast 'Dentalpreneur' igniting a curiosity for those in the dental field. In this session Mark will be sharing the tools to operate a smooth practice. So you'll be able to develop your business, while maintaining some independence and free time.



MIKE SIEBER Mike has 15 years of expertise focused in the medical and dental field. He is currently the Marketing Specialist at Dental Branding. Mike's session will help dentist understand the benefits of using strategic marketing in healthcare to help you take control of your business by being proactive instead of reactive.



STEVE MILLER Shortly after graduating college Steve Miller became co-founder of Banyan. Using social media, websites, and review to help doctors and patients connect in this technology driven world. Banyan exclusively concentrates on dentistry and it goal is to humanize healthcare. Steve will show you how to embrace social media while still being HIPPA compliance.



DR. SCOTT LEUNE, DDS Dr. Scott Leune, DDS is the creator of Breakaway Practice one of the leading expert in group practice profitability. After starting his career with 3 start up practices they quickly expanded to over a dozen locations. Scott now lectures across the nation, sharing his proven system. With the growing number of group practices adding locations, Scotts session will be teaching you about the innovate approach of Centralization. This exciting opportunity will show you how centralization can be used to gain predictability and consistency.



AMINE LAHLOU & GARETH PETSCH Amine and Gareth lead the Citigroup Healthcare Practice Finance Group (HPFG). Founded in 2012, HPFG helps dentists navigate the complexity of practice financing, from solo to large scale practices, as well as Dental (DSO) support/ service organizations. They will provide a forum for your questions and concerns regarding practice finance.

AADGP DENTAL GROUP EXPO '18

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
2017 AADGP Paid Members (as of 07.31.2017)	\$445	\$495	01W
Non-Members	\$545	\$595	02W

- 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
	<input type="checkbox"/> DDS/DMD <input type="checkbox"/> Member <input type="checkbox"/> MGMT/ADMIN <input type="checkbox"/> Non-Member	
2. NAME	TITLE	FEE
	<input type="checkbox"/> DDS/DMD <input type="checkbox"/> Member <input type="checkbox"/> MGMT/ADMIN <input type="checkbox"/> Non-Member	
3. NAME	TITLE	FEE
	<input type="checkbox"/> DDS/DMD <input type="checkbox"/> Member <input type="checkbox"/> MGMT/ADMIN <input type="checkbox"/> Non-Member	
4. NAME	TITLE	FEE
	<input type="checkbox"/> DDS/DMD <input type="checkbox"/> Member <input type="checkbox"/> MGMT/ADMIN <input type="checkbox"/> 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

2018

RECEIVE A COMPLIMENTARY MEMBERSHIP

Group practice non-member registration fees include a 2018 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, 2018, less a \$55 per person processing fee. CANCELLATIONS RECEIVED AFTER JANUARY 2, 2018 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

ADA SPECIAL EVENT REGISTRATION INFORMATION

Attendees of ADA's Big Idea Seminar on January 31st, 2018 must complete a separate registration form. Download the ADA registration form at www.AADGP.org on the ADA Special Event Page.



American Academy of Dental Group Practice

2525 E. Arizona Biltmore Circle

Suite 127

Phoenix, AZ 85016

www.aadgp.org

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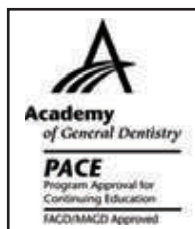


BALLY'S LAS VEGAS

Book your room today using the codes SBAAD8 (Bally's) and SPAAD8 (Paris) to receive the discounted group rate. Call 877.986.9563 or online by using the link provided on the Annual Expo page of the AADGP website.

NETWORK & LEARN

For the Dental Group Expo '18, the focus is on learning how to grow your practice with advice from industry leading professionals, 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.