



The Multi-Site Summit is the perfect spot for current or potential multi-site owners, DSOs or those thinking about selling to a DSO, and dental entrepreneurs to connect and collaborate about the unique opportunities multi-site dental practices provide. Join the very best and brightest to discuss the future of dentistry and how to grow your practices while operating more efficiently.

Thursday: 8:00 am – 5:30 pm	393TL	\$249	6 CE Hours
Friday: 8:00 am – 5:30 pm	598RL	\$249	7 CE Hours
Thursday & Friday	394TL	\$395	13 CE Hours

Pricing includes continental breakfast and lunch each day.

THURSDAY, JANUARY 25

8:00 am: Continental Breakfast and Networking

8:30 - 8:35 am: Welcome Remarks: David Lustbader, DMD

8:35 – 9:00 am: Keynote: Brian Scalabrine, Former NBA Player, NBC Sports Analyst for Boston Celtics



State of the Industry

9:00 – 10:00 am

Brian Colao

- Recognize the challenges and potential solutions associated with managing your organization
- Identify innovative strategies and best practices employed by successful dental practices to enhance efficiency

10:00 – 10:30 am: Break & Exhibits (adjoining Ballroom)

CEO Roundtable: Challenges and Successes

10:30 – 11:30 am

David Lohmann • Andrew Mintz • Grant Perelman

Craig Saltzman

Moderator: William Neumann

- Succeed in challenging economic times
- Understand recruitment and acquisition strategies

The Next Generation of Dentists: Challenges and Opportunities, an Interview with Dean Karimbux



11:30 am – 12:00 pm

Nadeem Karimbux, DMD • Andrew Smith

- Where is the practice of dentistry going?
- How can DSOs and dental school faculty work together to ensure clinical/practice readiness for newly graduated dentists?

Specialty DSOs

12:00 – 12:30 pm

Rick Hall • Scotte Hudsmith

Moderator: Brian Colao

- Gain an understanding of the mechanics of specialty DSOs
- Learn the best clinical practices in operating a specialty organization

12:30 – 1:30 pm: Lunch & Exhibits (adjoining Ballroom)

Clinical Quality Oversight and Measures

1:30 – 2:30 pm

Nabil Fehmi, DDS • Yahya Mansour, DDS • Mariz Tanious, DDS
Moderator: Heidi Arndt, RDH

- Understand the concept of clinical quality oversight in dentistry and its importance in delivering high-quality oral healthcare
- Explore process measures in dentistry, focusing on adherence to evidence-based guidelines and protocols for dental procedures

Scaling Your Practice in 2024



2:30 – 3:30 pm

John Geary • Chris Salierno, DDS • Elliot Zibel

Moderator: Andrew Smith

- Identify the key performance indicators to monitor when contemplating scaling the practice
- Understand the elements of organizational culture critical for successful growth

3:30 – 4:00 pm: Break & Exhibits (adjoining Ballroom)

DSO Ownership Structures Presented by Women in DSO

4:00 – 4:30 pm

Lorri Detrick • Shawna Eury • Maria Melone

Jasmin Henville, DMD

Moderator: Aman Kaur, DMD

- Understand of the ownership structures within Dental Services Organizations.
- Acquire valuable insights into how different models impact operations, decision-making, dentist autonomy, patient care, finances, and regulatory compliance.

Same Store Growth Through Innovation

4:30 – 5:30 pm

Amol Nirgudkar • Stephen Sweeney • Ophir Tanz

Moderator: Brian Colao

- Gain insights into practices employed by practices to consistent growth within their existing locations
- Discuss the role of patient experience, customer service, and reputation management in driving same store growth

5:30 – 6:30 pm: Reception Immediately following in the Pre-Function Area Sponsored by Dykema & Women in DSO



FRIDAY, JANUARY 26

8:00 am: Continental Breakfast and Networking

8:30 – 8:35 am: Welcome Remarks: David Lustbader, DMD

CEO Roundtable: Scaling Your Dental Group

8:35 – 9:35 am

Geoff Ligibel • Adam Richichi • Stephen Saukaitis

Moderator: William Neumann

- Define recruitment and acquisition strategies
- Describe what the future holds for the dental industry and DSOs

Best-in-Class Operations

9:35 – 10:35 am

Scott Leune • Linda Ryan

Moderator: Dee Fischer

- Understand the key principles and strategies behind best-in-class operational efficiency in dentistry
- Identify the latest technological advancements and tools that can be utilized to enhance operational efficiency and productivity

10:35 – 11:00am: Break & Exhibits (adjoining Ballroom)

How to Get Your Financials Market-Ready

11:00 – 11:30 am

Emily Brems, MBA • Elyse Coty, MSA, CPA

- Discuss the importance of real time data for your practice
- Evaluate and analyze key performance indicators (KPIs) to benchmark against yourself and the industry

Scaling Up Dental Hygiene Operations

11:30 am – 12:30 pm

Jayne Carey, RDH • Tania McPherson, RDH

Moderator: Erin O'Neil Kierce, RDH

- Design and implement best practices regarding patient care management, disease management, and co-discovery
- Identify strategies for retaining hygienists through salary parameters, bonuses, and other incentive formulas

12:30 – 1:30 pm: Lunch & Exhibits (adjoining Ballroom)

Merging Success: Navigating M&A and HR Compliance

1:30 – 2:00 pm

Ali Oromchian, JD

- Explore the legal aspects, potential pitfalls, and essential considerations involved in HR due diligence
- Learn effective strategies when addressing employee situations and grievances to foster a productive and compliant work environment

What Buyers Are Looking for When Onboarding

2:00 – 3:00 pm

Sarah Montgomery • Mike Panahi, DMD • Mandy Gast

Moderator: Brian Colao

- Understand the motivations and factors that drive organizations to consider joining a DSO, gaining insights into the benefits and value propositions offered by the DSOs
- Discuss the importance of cultural alignment between the dental practice and the DSO, including shared values, mission and vision, and how it contributes to a successful partnership

3:00 – 3:30 pm: Break & Exhibits (adjoining Ballroom)

Sell-Side Panel

3:30 – 4:30 pm

Kurt Harvey • Brannon Moncrief • Virgil Ochoa

Moderator: Brian Colao

- Discuss the key reasons why dental practice owners choose to sell their practices to a DSO
- Choose the right partner when looking to start the transactional process

Scaling Through Funding

4:30 – 5:30 pm

Angela Baker • Brian DuPont • Chip Fichtner

Moderator: Eric White

- Understand the different funding options available for scaling your operation, including private equity, venture capital, and strategic partnerships and their respective advantages, risks, and implications
- Realize the process of securing funding, including key steps such as business valuation, due diligence, negotiation, and ensuring the investment deal

In partnership with ADSO, Dykema, Group Dentistry Now and HR for Health.



In media partnership with DSO DataCONNECT

