



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.

<b>Thursday: 8:00 am – 5:30 pm</b>	393TL	\$249	6 CE Hours
<b>Friday: 8:00 am – 5:30 pm</b>	598RL	\$249	7 CE Hours
<b>Thursday &amp; Friday</b>	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*

