

THURSDAY

CE ON THE EXHIBIT SHOW FLOOR

**NO CHARGE****Registration Required**

Please note that these courses will be held on the **Yankee Exhibit Show Floor** and will be subject to ambient noise.

A special "Thank You" to our sponsors! Without their support, these FREE CE courses would not be possible.

Benefits of Owning Commercial Real Estate

10:00 am – 12:00 pm 385TL

Michael Lynch • Michael Spencer

- Compare owning versus leasing
- Discuss building wealth through commercial real estate
- Understand how to qualify for a commercial real estate loan

**CE CREDIT WILL NOT BE GRANTED****D**

Treatment Planning and Creating Value

10:00 am – 12:00 pm 386TL

Emilia Erardi

- Discover how to close treatment plans
- Utilize methods to track progress of treatment plans
- Create a sales process to generate growth

2 CE Hours

**DO**

All Things DSO

10:00 am – 12:00 pm 387TL

Brian Colao

- Identify the keys to a successful DSO
- Understand how each generation of DSOs has performed and progressed
- Know what to expect in the new generation of DSOs

2 CE Hours

**D**

Dental Implants Basics and Maintenance

10:00 am – 12:00 pm 388TL

Lynn Pencek

- Review history of osseointegration and dental implant therapy
- List treatment options and considerations for single-tooth and full arch treatment concepts
- Identify dental implant components

2 CE Hours

**DH**

Leveraging Artificial Intelligence in Dental Diagnosis and Treatment Planning

10:00 am – 12:00 pm 393TL

Christopher Balaban, DMD

- Understand how AI works, its capabilities, and its limitations
- Review case studies to see how AI enhances clinical decision-making, elevates clinical consistency, and reduces decision fatigue
- Learn how AI provides evidence supported documentation that can increase insurance claim approvals

2 CE Hours

**D**

Prepare for Practice Transitions

2:00 – 4:00 pm 390TL

Brian Alfermann • Greg Whitmer

- Understand the importance of developing an emergency exit strategy
- Determine practice valuations and what factors have the most impact on value
- Explain if a buy-in/buy-out is a good transition option

2 CE Hours

**D**

Tired of Insurance Hassles and Overhead? Boost Revenue and Overcome Challenges

2:00 – 4:00 pm 391TL

James McCreight, DDS

- Create customized treatment plans that incorporate high-demand facial esthetic procedures
- Describe the steps necessary to integrate facial esthetics into the practice effectively
- Define key terms and concepts related to facial esthetics and their applications in dental practice

2 CE Hours

**DHO**

Associate to CEO: Yes You Can!

2:00 – 4:00 pm 392TL

Peter Gantos

- Identify the risks and benefits of either starting from scratch or buying an existing dental practice
- Determine steps to take to prepare yourself financially
- Build your team of professionals

2 CE Hours

**D**

Expanding Dental Practices: The Impact of Adding Locations on Practice Valuation

2:00 – 4:00 pm 394TL

John Wlodarek

- Implement the critical steps and considerations for planning the expansion of your dental practice
- Understand whether you should expand your practice by adding another specialty or by adding another location
- Define clinical coaching tactics to help providers ensure consistency in day-to-day operations

2 CE Hours

**D**

FRIDAY

CE ON THE EXHIBIT SHOW FLOOR



NO CHARGE

Registration Required

Please note that these courses will be held on the **Yankee Exhibit Show Floor** and will be subject to ambient noise.

A special "Thank You" to our sponsors! Without their support, these FREE CE Courses would not be possible.

If They Can Do It, So Can You!

10:00 am – 12:00 pm **596RL**

Cathy Burgess

- Learn how to overcome obstacles and make your practice successful
- Determine how to accomplish your own goals dealing with patient satisfaction and a thriving practice

2 CE Hours



The Appropriate Use for Mini and Conventional Dental Implant Placement

10:00 am – 12:00 pm **599RL**

Josh Brower, DDS

- Compare differences between single stage and two stage implants, one piece and two piece implants with a focus on various prosthetics
- Examine the protocols for immediate implant placement and loading
- Discover what is possible and not possible with mini dental implants

2 CE Hours



Implant Game Changers: Techniques, Technologies, and Workflows

10:00 am – 12:00 pm **597RL**

Eric Block, DMD

- Review real-world case examples of successful implant placement and restoration seating
- Understand the critical role that proper education and training plays in overall success
- Build a solid foundation for success with dental implants

2 CE Hours



Marketing Your Practice Online and Growing Your Revenue in the Era of AI

10:00 am – 12:00 pm **600RL**

Joshua Gindea, DDS

- Incorporate new digital marketing plans to make your office more efficient and patients much happier
- Compare internal marketing tools and strategies to determine which will work in your practice
- Implement a review generation system that generates an impeccable online reputation

2 CE Hours



Increase Treatment Acceptance and Get Paid!

10:00 am – 12:00 pm **598RL**

Debra Engelhardt-Nash

- Discuss financial arrangements and how to create a win-win relationship
- Understand the importance of integrating technology into your practice
- Explain the roles of the entire dental team

2 CE Hours



FRIDAY

CE ON THE EXHIBIT SHOW FLOOR



NO CHARGE

Registration Required

Please note that these courses will be held on the **Yankee Exhibit Show Floor** and will be subject to ambient noise.

A special "Thank You" to our sponsors! Without their support, these FREE CE Courses would not be possible.

Dental Hygiene in the Digital Age: Navigating New Technology and AI

2:00 – 4:00 pm 601RL

Maria Rodriguez-Nunez, RDH

- Use digital tools and new technologies for patient education and communication in a dental setting
- Understand the importance of technology in the dental field and its contributions to modern-day practices
- Compare the ethical and legal considerations associated with the use of social media and technology in dental hygiene

2 CE Hours



Increasing Operational Efficiencies and Profitability: Achieve the Highest Value

2:00 – 4:00 pm 604RL

**Maryann Czarnota, CPA • Brad Gilmore, CPA
Brian Tortolano, CPA • Michael Zepf**

- Review a typical transition timeline, and the reason that planning in advance is vital, and how it impacts the value of your practice
- Discuss all of your practice transition options
- Understand how financial and management softwares help you to understand the accounting and financial reporting along with your practice performance statistics

2 CE Hours



Tech Talk: Elevate the Patient Experience with Marketing & Practice Solutions

2:00 – 4:00 pm 602RL

Keith Washington

- Recognize the impact of patient expectations, the rising need for services, and staffing shortages on practices
- Identify low-, mid-, and high-tech options that can be used at any stage of the patient experience
- Understand how technology can impact practice communication, staff efficiency, and schedule control

2 CE Hours



Practice Transitions 2025

2:00 – 4:00 pm 605RL

Daniel Baccari, JD

- Obtain an understanding of practice valuation
- Identify and compare different transitional options that are available and the pros and cons of each option
- Examine the process of practice transitions, the legal consideration, and a general overview of all processes

2 CE Hours



Road Map To a Successful Practice Transition Closing

2:00 – 4:00 pm 603RL

Brian Alfermann

- Examine motivations of buyers and sellers
- Identify buyer and seller needs and wants during a transaction
- Determine the importance of having the right team on both sides

2 CE Hours



This or That: Soft Tissue Management for the RDH

2:00 – 4:00 pm 609RL

Amber Auger, RDH

- Discover the latest technologies in power instrumentation and air polishing
- Identify how to differentiate the services between a preventive oral health visit and nonsurgical periodontal therapy
- Explore chairside technologies to diversify treatment and improve patient outcomes

2 CE Hours



SATURDAY



NO CHARGE

Registration Required

Please note that these courses will be held on the **Yankee Exhibit Show Floor** and will be subject to ambient noise.

CE ON THE EXHIBIT SHOW FLOOR

A special "Thank You" to our sponsors! Without their support, these FREE CE Courses would not be possible.

Precision Power Prevention: Mastering Clinical Care and Prevention Strategies

9:30 am – 12:30 pm 775SL

William Paveletz, DMD • Joy Void-Holmes, RDH

- Demonstrate proficiency in air polishing, ultrasonics, and hand instrumentation
- Apply ergonomic principles throughout clinical procedures to enhance practitioner comfort and reduce the risk of musculoskeletal disorders
- Tailor diagnostic and therapeutic approaches to meet the unique needs of each patient, ensuring personalized and effective care

3 CE Hours



An Objective Take on DSOs: To Sell or Not to Sell

10:00 am – 12:00 pm 774SL

Jonathan Eskow, Esq.

- Determine what it means to sell to a DSO
- Understand the process of selling to a DSO from start to finish
- Compare the pros and cons of selling to a DSO as opposed to a private dentist

2 CE Hours



Communication and Customer Service Skills for the Clinical Team

10:00 am – 12:00 pm 776SL

Debra Engelhardt-Nash

- Discover internal communication skills
- Utilize how to grow your practice through excellent patient experience
- Build a team culture that leverages each person's strengths

2 CE Hours



Screening for Sleep Apnea: Workflows for Success

10:00 am – 12:00 pm 778SL

Kevin Postol, DDS

- Describe the benefits of screening for sleep apnea in your practice
- Implement simple protocols to incorporate screening patients for sleep apnea into patient examinations
- Identify patients suspected of having obstructive sleep apnea

2 CE Hours



Leveraging Artificial Intelligence in Dental Diagnosis and Treatment Planning

1:00 – 3:00 pm 777SL

Christopher Balaban, DMD

- Understand how AI works, its capabilities, and its limitations
- Review case studies to see how AI enhances clinical decision-making, elevates clinical consistency, and reduces decision fatigue
- Learn how AI provides evidence supported documentation that can increase insurance claim approvals

2 CE Hours

