

# MINUTEMAN LECTURES

February 1 SATURDAY COURSES

## **NO CHARGE** Registration Required

Registration is required for all **NO CHARGE** courses. Your seat will be held for 10 minutes after the start of the course. When the room is filled, no additional people will be admitted and no standing is allowed per order of the fire marshal.

### **Evolving Options for Practice Transitions**

8:00 – 9:00 am ..... 745SL

Ben Larkin, JD

- Describe the various options for practice transition
- Compare transaction structures offered by various potential transition partners
- Develop strategies for transitioning their practices, no matter their circumstances

**The Optimal Practice Transitions, LLC grant has been applied to this course.**

1 CE Hour



### **The Biofilm Breakthrough: Management Strategies & Innovations in Air Polishing**

8:00 – 9:00 am ..... 746SL

Joy Void-Holmes, RDH

- Characterize the complex nature of biofilms
- Explain the relationship between biofilms, infection, and systemic disease
- Analyze the resistance mechanisms inherent in biofilms

**The Love Hygiene grant has been applied to this course.**

1 CE Hour



### **I Found the Practice: Now What?**

9:30 – 10:30 am ..... 743SL

Brian Alfermann • Blake Cohen

- Determine if your practice purchase price is fair
- Identify what happens after you sign the LOI
- Explain what due diligence is

**The Rosen Summit Dental Advisors, LLC grant has been applied to this course.**

1 CE Hour



### **Seal the Deal: Pro Tips in Adhesive Dentistry**

9:30 – 10:30 am ..... 747SL

Rolando Nunez, DDS

- Identify essential protocols to avoid post-op sensitivity
- Enhance your protocols to bond to zirconia restorations
- Review updated information on how to bond to glass ceramics

**The BISCO grant has been applied to this course.**

1 CE Hour



### **How to Transition a Dental Practice**

11:00 am – 12:00 pm ..... 748SL

Kathy Ells • Ronald Perry, DMD

- Discover how to set priorities for both the buyer and the seller
- Understand the mechanics of the offer and the acceptance (letter of interest)
- Perform your due diligence and compare key performance indicators

**The Next Step Dental Consulting, LLC grant has been applied to this course.**

1 CE Hour



### **Do Your Financial Due Diligence**

11:00 am – 12:00 pm ..... 749SL

Andrew Schwartz, CPA

- Understand the overhead for dental practices in your area
- Develop confidence in analyzing and understanding practice management data when presented with an opportunity
- Recognize key attributes of a target practice that provide the best opportunities for a buyer

**The Schwartz & Schwartz, CPAs grant has been applied to this course.**

1 CE Hour



### **The Impact of Illuminating Demineralization**

1:00 – 2:00 pm ..... 750SL

Flora Couper • Michael McCarthy

Megan Pugash-Gordon, PhD

- Recognize patient risk factors that could initiate incipient caries lesions
- Understand the urgency and importance of early caries detection
- Compare demineralization, caries prevention diagnostics, and treatments

**The Calcivis grant has been applied to this course.**

1 CE Hour



### **Financing Your Dental Practice Ownership Dreams**

1:00 – 2:00 pm ..... 751SL

Danny Cammarosano • Daron Goulette • Chris Hutzelman

- Incorporate strategic financial planning to ensure sustainable expansion
- Recognize critical financial indicators and benchmarks for dental practice health
- Develop techniques for leveraging financing to enhance service offerings and patient satisfaction

**The Provide grant has been applied to this course.**

**⚠️ CE credit will NOT be granted for this course.**



### **Conquering Dry Mouth: Revolutionary Insights and Solutions**

2:30 – 3:30 pm ..... 752SL

Sarah Balaster, DMD

- Understand the prevalence and underlying causes of xerostomia (dry mouth)
- Incorporate evaluative salivary assessment techniques into clinical practice for accurate diagnosis and management
- Identify the causes of dry mouth and implement screening methods to detect it early

**The K Pharmaceutical grant has been applied to this course.**

1 CE Hour



### **Dissolving Whitening Strips: High Efficacy: Low Sensitivity and Convenience**

2:30 – 3:30 pm ..... 753SL

Mark Livingstone • Ian Stevens

- Detail the clinical studies that show how dissolving strips provide reduced levels of tooth sensitivity versus other products
- Explain the role of convenience and taste of dissolving whitening strips in increasing patient compliance and whitening efficacy
- Demonstrate how dissolving strips provide reduced nonrecyclable waste versus other whitening formats

**The BSolve Dental grant has been applied to this course**

1 CE Hour

