

2018 Partnering for Growth: Pathway to a DSO

R E G I S T R A T I O N N O W O P E N

JULY 12-13, 2018

Grand Hyatt Denver | Denver, Colorado

DENTAL SUPPORT ORGANIZATIONS – FUTURE TRENDS

Steven E. Thorne IV *Pacific Dental Services,
Founder, President, CEO*

Dr. Rick Workman *Heartland Dental, Founder
& Executive Chairman*

CEO PANEL

Steve Delong *Bluetree Dental, CEO*

Scottie Hudsmith *Smile Doctors, CEO*

MARKETING

► Leveraging Artificial Intelligence for DSO Success

Amol Nirgudkar *Patient Prism, CEO*

CLINICAL SYSTEMS

Dr. Charles Zasso *Affordable Care, Chief Clinical Officer*

COMPLIANCE

Andy Lyness *D4C Dental Brands, Inc.,
General Counsel & Chief Compliance Officer*

DOCTOR RECRUITMENT & RETENTION

► Factors that Matter to Millennials in Choosing a DSO

TJ Kreuziger *3M, Global Leader –
Talent Acquisition and Onboarding*

► Rural Town Recruitment

Emmet Scott *Community Dental Partners, CEO*

PRACTICE EXPANSION

► Building the Infrastructure to Support a DSO

Dr. AJ Acierno *Decision One Dental, CEO*

► What's important to a DSO when Partnering for Growth?

David Pegg *Dental Care Alliance, Chief Development Officer*

Blake Rice *Planet DDS, President*

► Structuring for Growth, Scale and Sale

Neil Krugman *Waller, Partner*

Don Moody *Waller, Partner*

OPERATIONS

Dr. Aman Kaur *Samson Dental Partners, Chief Operating Officer*

David North *Dental Care Alliance, Vice President of Field Operations*

ROUNDTABLE DISCUSSION WITH ADSO BOARD MEMBERS

ADSO board members participate with attendees during formal roundtable discussions focusing on questions from the participants.

These events are designed to provide specific strategies based on the core areas of focus for developing and expanding DSOs.

The agenda will include:

- Keynote addresses from the nation's most successful DSO leaders
- Round table discussions with industry peers
- Sessions on marketing including social media, reputation management, and patient recruitment
- Next generation technology sessions
- Strategies for doctor recruitment and retention
- Sessions on private equity, mergers and acquisitions
- Information on the role of clinical directors and dentist mentorship