

The Business of Dentistry

Build the Practice Behind the Practice

Course Description

Designed for growth-oriented practitioners ready to lead at the next level, this course builds the business acumen and leadership capability needed to run a thriving practice, not just a clinically excellent one. You'll move beyond day-to-day operations to think strategically: how to read the financial story behind your numbers, where efficiency is being lost, and how strong leadership turns a good team into a high-performing one. Through practical frameworks and real-world application, you'll strengthen practice management, drive sustainable profitability, and build the kind of team culture that supports long-term growth..

Learner Outcomes

- Apply operational best practices to streamline daily workflows and reduce inefficiencies across the practice
- Interpret KPIs and dental analytics to make informed, data-driven decisions about performance and growth
- Analyze P&Ls and EBITDA to understand the financial health and profitability drivers of the practice
- Adopt a growth and efficiency mindset to identify opportunities for scaling and continuous improvement
- Practice servant leadership principles to build trust, accountability, and engagement across practice teams

When: Q2 or Q3, 2027

Where: TBD

CE Credits

Approx. 8 CE Credits

Instructors



Dr. TJ Patel

Dr. TJ Patel is a practicing dentist, dental entrepreneur, and healthcare investor whose career spans clinical care, practice leadership, and private equity. A UNC-Chapel Hill graduate with a double BA in Chemistry & Economics and a DDS, he founded Matthews Family Dentistry in 2003 and has spent more than two decades in clinical practice, specializing in implant dentistry and full mouth cosmetic rehabilitation while staying current through ongoing continuing education. He now serves as Chief Clinical Operations Officer at Guardian Dentistry Partners,, and is Co-Managing Partner at Enliven Capital, where he's invested in healthcare, hospitality real estate, and other private equity ventures for nearly two decades. Dr. Patel also mentors aspiring clinicians and is active in philanthropy, including as an Advisory Board Member for A Kid Again and a Board of Visitors member at UNC-Chapel Hill.



Howard Lindholm

Howard serves as Senior Director of Clinical Education at GDP, bringing a career built at the intersection of dentistry, learning science, and leadership development. He holds a PhD from Michigan State University along with degrees from the University of Glasgow and the University of Southern California. His background spans clinical research, faculty development, and hands-on teaching, giving him a ground-level understanding of how clinicians actually learn and grow. A passionate thought leader in the education space, Howard has launched multiple award-winning programs, and corporate universities corporate universities across both the DSO and health insurance industries.