

COMMUNICATOR

AADP

Sharing a Better Way in Dentistry

Winter/Spring 2023



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COMMUNICATOR

AADP - Sharing a Better Way in Dentistry

Winter/Spring 2023

Editor's Notes	2
President's Message.....	3
2022-23 Sponsors and Exhibitors	4
President-Elect's Report	5
Vice President's Report.....	6
Secretary's Report	7
Proposed 2023 Revisions to the AADP Bylaws.....	8-9
Auction Committee Chair	9
Nominating Committee Report	10
Member News And Notes	11
Executive Director's Report	12
Future Meeting Dates & Sites	12
2023 Annual Meeting — Taking Your Practice to the Next Level....	13-24

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All stories, articles and photographs are due:

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Editor's Notes

Get Ready for San Antonio!

Happy 2023 to our AADP membership. This year is setting up to be a great one for our organization.



First and foremost is our upcoming annual meeting in beautiful San Antonio, TX. Dr. Heuer and Dr. Aadland have assembled an excellent program to enrich us both professionally and personally. Also, I can speak from experience regarding the luxurious accommodations at the Hyatt Hill Country (I highly recommend the "Texas float experience" around the lazy river).

In addition to the meeting, your AADP leadership team continues to help the Academy evolve. Be on the lookout for future changes to our website as it set to come online soon.

Looking beyond 2023, Karen Edds and Debra Engelhardt-Nash have gone above and beyond in their research for our 2024 venue. I don't want to spoil the big reveal, but make sure to read through this issue for a small taste of what is to come for the 2024 meeting.

Please take the time to read this issue of the *Communicator* and make sure to review the enclosed bylaws changes and nominations committee report in preparation for our members only business meeting.

Here's to a great 2023 and I look forward to seeing everyone in San Antonio.

Bren O'Connor, DDS

Happy New Year Fellow AADP Members!

Sarah B. Heuer, DDS

I am sending wishes for peace and love in the New Year!

The Academy is ramping up for final preparations for the annual meeting. We are so excited to see everyone and reconnect with our life-long learning community. This year's meeting won't disappoint, with special content in a special place! We also hope to welcome new friends and guests to the Academy. Please invite your friends and fellow dental professionals!

lectures. These speakers won't all be clinically focused! They are focusing their presentations on the things we love about AADP such as motivation, personal and professional growth, love, service, camaraderie and "heart".

You won't want to miss the Thursday luncheon, which is a continuation of the Thursday keynote speaker, Mr. Steven Rigby. He will be speaking on a different and unique approach to the DISC analysis. The luncheon fee includes your



Dr. Kangas and AADP could use your help.

Please consider donating to the auction!

You can email Dr. Kangas at julie@jungman.org.

Program chair, Dr. Kris Aadland, has put together a program that will be incredible. She has focused on the 7 AADP Pillars: Clinical, Business, Finance, Culture, Patient Experience, Leadership and Mentorship.

She has put together an incredible group of speakers, many who often do clinical

very own personalized DISC analysis. This keynote and luncheon will be great for all attendees including teams and spouses!

Look for a fun auction on Thursday evening! Thank you to Dr. Julie Kangas for organizing our auction this year! Dr. Kangas and AADP could use your help. Please consider donating to the auction!

You can email Dr. Kangas at julie@jungman.org.

We will be wrapping up the meeting with a fun Saturday evening event. Stay tuned for more details!

Please join me on March 1-4, 2023 in San Antonio, Texas for a tremendous event in a beautiful setting.

*Sarah Heuer, D.D.S.
AADP President*

2022-23 Sponsors and Exhibitors

Each year our Academy is supported by some incredible Exhibitors and Sponsors. And they were truly present and engaged at our meetings in 2022. Please continue to show your support and thanks to them throughout the year. Let them know you are an AADP member or guest, so they will continue to see the value of our annual meetings. Not only were many of these fine companies in attendance, many also provided products,

equipment and services to our auction, which was great fun for all, providing incredible bargains for members and guests. We also thank ALL of our members who so graciously provide items to the auction.

Without our Exhibitors and Sponsors strong support, we would not be able to provide our incredible meeting year after year.

Thank you to these valuable 2022-23 partners — without your help our AADP Annual Meeting would not be the tremendous success it is.

Diamond Sponsor - \$10,000

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Getting Ready for the 2024 Meeting

Debra L. Engelhardt-Nash, AA, BFA

Heading out with our Executive Director, Karen Edds and I began seeking our location for the 2024 meeting. This was a top priority closing out 2022.

For those of you who have NEVER tried to find a site to host a meeting — it is not an easy task. (Kathy made it appear effortless!) There are space considerations, food and beverage allowances, ease of travel, resort amenities and points of interest in the area and of course location, location, location.

We thought we had nailed it — several times. We were very excited about a spot — until we did our visit and determined that the sleeping rooms and hotel accommodations were a bit “tired and worn” We stepped away from that location and began the search again.

*Please consider the importance of expanding
our membership roster to improve
the vitality of AADP...*

We considered another “seemingly great” location, until we learned the parking lot and surrounding area was a respite for the area’s homeless population. And though we have no disparaging thoughts about their plight; we determined it might create some discomfort for our attendees to have to forage through potential lean-tos and makeshift tents to get to the hotel entrance. We moved away from that option and Karen continued her search.

She found some great spots — that would be great for any future MOM events — smaller venues in historic hotels, lovely resorts, and great locations.

Keeping in mind that we were on the West Coast last year, and the Midwest this year, we decided to focus on the East Coast — the warm part of the East Coast. That put us in Florida — to avoid potential cold weather (although in today’s world there are no guarantees!) So, we are happy to announce that we have signed a contract with Marriott Fort Lauderdale Coral Springs for 2024! Thanks to Karen for all her research, phone conversations, and negotiations in securing a great location.

Dr. Susan Maples has begun securing speakers for our event and her program will be robust! There will be a myriad of opportunities to learn and grow and

collaborate. She will be announcing her program and ready for your registrations at the March meeting in San Antonio.

The board has been busy working on making our meetings most impactful for you, your family, your friends, and our guests. There may be some revisions in our meetings to maximize everyone’s time during the program. This is exciting!



Dr. Sarah Heuer-Santos and I have been working with our new website design and content. She has done most of the “heavy-lifting” during this intense process. We hope to unveil it at the March meeting in San Antonio.

Of course, we continually strive for growth — to keep our organization strong. Please consider the importance of expanding our membership roster to improve the vitality of AADP — to inspire our sponsors to want to continue contributing to our meetings — to entice speakers who want to share their knowledge, expertise, and perspectives with us — to our members who will appreciate the AADP as a resource rich in learning and growing. We are an important group in today’s world. We are a strong voice for PRIVATE PRACTICE DENTISTRY. Help us be heard.

What AADP Means to Me

Julie A. Spaniel, DDS

As we start another new year, I often reflect on the gratitude I have for the most important things in my life. Recently I was asked what AADP means to me. I thought back on my introduction to the group and my first meeting. It was 1997, and two years prior; I had bought my first dental practice from Dr. LeeAnn Podruch. I was 32 years old, and I had big shoes to fill! Dr. Podruch invited me as her guest, and it changed my life.

Fast forward, through a 32-year dental career, 27 years in Vermont, raising four kids, and now five years of private practice in Oregon. I can honestly say my career and my life were enriched every year by listening to some of the best speakers available. I learned a better way to operate my business, perform my dentistry, and even raise my kids. The friends I have made over the last 24 years are friends for life. The connections I have in this

organization make me feel like I am never alone in my practice.

We do not know how many lives we touch and the effect we can have with a simple invitation to join our amazing organization. Without the mentorship from my AADP friends, connecting throughout the year and the high-quality annual meeting, I'm not sure I would be the person or dentist I am today. Let's not keep the value and benefits we all enjoy to ourselves. Let's be the change we want to see for our profession, one dentist at a time. We all know someone who would benefit from membership in AADP.

So when asked what AADP means to me, I list my association with this group at the top of my gratitude list.

AADP means a lifetime of fellowship, connection, support, and education. To be associated with high-caliber, like-minded dentists nationwide means I have a quality



professional network. It has created a dental career trajectory that otherwise would not have been.

Enjoy the start of the New Year and all that is good in our lives!

KATHLEEN UEBEL LEADERSHIP AWARD

Please accept my donation of:

- ☐ \$50
- ☐ \$100
- ☐ \$200
- ☐ \$500
- ☐ \$1,000
- ☐ Other
- ☐ I pledge to bring a guest to the Annual Meeting

Name _____

Please consider _____ for a scholarship of \$_____.

Please contact me at _____ (e-mail or phone) to discuss this guest.

Greetings from Your New AADP Secretary

Annette E. Dufour, DDS

As the new AADP secretary, I am honored to serve the academy in this capacity. I would like to give a heartfelt thank you to the outgoing secretary, Dr. LeAnn Podruch for the excellent service she provided the AADP academy. I will do my best to carry on the excellent service.

It is a joy to work with our new hard working officers and new executive director, Karen Edds.

The board has been busy since Carlsbad and has met frequently via zoom improving the AADP experience.

After the 2021 Annual meeting in San Antonio was postponed, I am excited that the Academy will be returning to the

beautiful Hyatt Regency Hill Country in San Antonio, Texas for the 2023 Annual meeting in March.

Dr. Sarah Heuer and Dr. Kristine Aadland have an excellent program planned. Be sure not to miss us in San Antonio for: "Taking Your Practice to the Next Level"

Looking forward to seeing you all there!

Please see the following proposed revisions to the AADP Bylaws. These revisions will be voted on by the membership at the upcoming annual meeting.

*Annette Dufour,
Secretary*



Proposed 2023 Revisions to the AADP Bylaws

Annette E. Dufour, DDS

AADP BYLAWS AMENDMENT

AADP Bylaws Amendment

SECTION 3. CLASSIFICATION AND QUALIFICATION

(A) ACTIVE MEMBERS

Dentists that are qualified for nomination (1) have had a current, valid license to practice dentistry for at least three years immediately prior to admission into the Academy; (2) agree with the objectives of the Academy and that they have demonstrated leadership qualities by being active in their profession and/or in their community; (3) have contributed meritorious service to the profession; and (4) have attended as a guest, a minimum of two AADPA meetings of which one must be a paid Annual Meeting within the five years preceding application; (5) have membership in good standing with the ADA (or equivalent if a resident of a country other than the United States of America) prior to admission to the Academy and agree to abide by the ADA code of ethics.

Consultants are Individuals who are qualified to provide any or all of the following services to the dental profession: consulting, coaching, business advising, marketing, financial analysis, practice transitions and other business services that help improve the management and profitability of a dental practice. These individuals must have (1) a minimum of

three years in dental consulting; (2) a written statement of their consulting philosophy; (3) two signed letters of recommendation from current clients on original letterhead; (4) agree with the objectives of the Academy and show evidence that he/she has a high degree of interest and participation in dental practice management through lecturing, writing or workshop participation; (5) have contributed meritorious service to the profession; (6) have attended as a guest a minimum of two AADPA meetings of which one must be a paid Annual Meeting.

(A) ACTIVE MEMBERS

Dentists that are qualified for nomination (1) have had a current, valid license to practice dentistry for at least three years immediately prior to admission into the Academy; (2) agree with the objectives of the Academy and that they have demonstrated leadership qualities by being active in their profession and/or in their community; (3) have contributed meritorious service to the profession **or the community**; and (4) have attended as a guest, a minimum of ~~two one~~ AADPA ~~meetings of which one must be a paid Annual meeting within the five years preceding application~~; (5) ~~have membership in good standing with the ADA (or equivalent if a resident of a country other than the United States of America) prior to admission to the Academy~~ and agree to abide by the ADA code of ethics.

Rationale:

- (1) Remains the same as this follows the Academy's position that the ideal candidate for membership would have practiced dentistry for at three years prior to being accepted into membership.
- (2) Remains the same.
- (3) Added "or the community" to allow for meritorious service to either the profession or the community as contained in (2).
- (4) Reduced the number of meetings in attendance prior to application for membership to one meeting and eliminated any number of years after attendance to be able to apply for membership.
- (5) Removed the ADA requirement as the percentage of dentists belonging to the ADA has declined significantly over the years but continue to require adherence to the ADA code of ethics as this is the dental profession's accepted code of ethics.

Consultants are Individuals who are qualified to provide any or all of the following services to the dental profession: consulting, coaching, business advising, marketing, financial analysis, practice transitions and other business services that help improve the management and profitability of a dental practice. These individuals must have (1) a minimum of three years in dental consulting; (2) a written statement of their consulting philosophy; (3) two signed letters of

Proposed 2023 Revisions to the AADP Bylaws *(continued from page 8)*

recommendation from current clients on original letterhead; (4) agree with the objectives of the Academy and show evidence that he/she has a high degree of interest and participation in dental practice management through lecturing, writing or workshop participation; (5) have contributed meritorious service to the profession **or the community**; (6) have

attended as a guest a minimum of ~~two one~~ AADPA meeting ~~of which one must be a paid Annual Meeting.~~

Rationale:

- 1.) Remains the same
- 2.) Remains the same
- 3.) Remains the same

4.) Remains the same

5.) Added “or the community” to allow for service to the profession or the community.

6.) Reduced the number of meetings in attendance prior to application for membership to one Meeting.

Auction Committee Chair

Important Reminder

Julie E. Kangas, DDS

To My AADP Friends!

I can't wait to see you all at the 2023 meeting — just weeks away in San Antonio!

Please respond ASAP with your auction donations for the meeting.

I can help with packaging, item descriptions, etc. Reply to me by February 3, 2023!!

Julie Kangas: julie@jungman.org; 760 215-0850



2022 Nominating Committee Selections

Following the recommendation of the 2022 nominating committee, I am pleased to present the following AADP nominations:

- **Dr. Julie Spaniel for President-Elect 2023/2024**
- **Dr. Dave Carpenter for Vice President 2023/2024**
- **Dr. Susan Maples and Dr. Mark Johnson for Board Members 2023-2026.**

*Submitted by
Dr. Lance A. Porter*



Julie A. Spaniel, DDS



Dave S. Carpenter, DDS, PC



Susan S. Maples, DDS, MSBA, PLLC



Mark W. Johnson, DDS

Tribute To A Dear Member Of The Academy

I am so saddened to be scribing another obituary for a beloved member. 2022 has been a brutal year! Linda Lakin was a kind, cheerful, intelligent, giving, successful professional woman. She literally started at the beginning and worked her way to the top of the ladder. I knew her as a friend, a colleague, a trusted confidant, a Board member and President and a consultant. There was nothing she would not do and nothing that was impossible.

Linda Lakin was profound, yet amusing, careful, yet wistful, charming, and yet relatable. We met at an AADPA meeting around 1994 and looked forward to seeing each other every year. Linda, with Donald at her side always encouraging her, grew up in an age when women were not consultants, were not Board members and never Presidents. She persevered and broke glass ceilings throughout her personal and professional life. I am not



sure what drew people to Linda, but we were enticed. Perhaps it was her exquisiteness inside and out. We always had dinners together, but I never spoke with her at length, because she had so many admirers who wanted to sit near her. I was happy just to be in her presence. And I loved that laugh.

Though life was sometimes not fair, she always seemed well up to the task of encountering those trials. Never a moan and never a complaint. She was able to demonstrate to life who was in charge.

Linda's enthusiasm and affection as a mother, wife, and daughter was second to none. Linda encircled her children and husband with her love and her full consideration. When I would ask how she was doing, I would hear about the children first, then Don, then what she was up to. We were all blessed to know her.

When I learned of Linda's illness I knew she was a fighter and would not give up. She was always at the gym, always attending meetings and always appearing at social events. Always the warrior, we

were not worried, because she never appeared to be concerned. We all thought, she is going to beat this thing because it was Linda. So, when I got the notice that she had passed it was a tremendous shock. Remembering how many lives she touched, how many causes she championed, how she made AADP a better place and how she gave to her children and husband, gives us solace. To say she will be missed is an understatement. Meetings, her family, and dentistry will never be the same.

Linda will always be remembered for her enthusiasm and kindness, her dedication to our Academy as a group and as individuals, her wisdom and unflagging positivity, and her great big Jewish mother's heart. She set a pattern of bravery and empathy that motivated everyone who knew her. Unfortunately, we will miss her at meetings, but our loss is God's gain!

Submitted by

Marc W. Herman, DDS, FAGD, MSHCE



Happy New Year, All!

Karen Edds, Executive Director

We are off to a great start for 2023! After Debra Nash and I dodged two hurricanes, had a disappointing site visit, and eliminating dozens of alternate locations, we have a winner for our 2024 meeting location! Our host venue will be the Fort Lauderdale Marriott Coral Springs Convention Center. There will be lots of golf, outdoor activities, and plenty of sunshine, so be sure to put it on your calendar for March 7-9, 2024.

There has been a lot going on behind the scenes getting a new event registration process in place. It is part of something we are all already familiar with – Whova! Our partners with ADS Publishing have been an integral part of getting Whova ready for registration to our 2023 Annual

Meeting in San Antonio. Go to <https://aadpa.org/register/> to sign up!

Even if you have paid your dues, please make sure to register for the meeting, and select your options for lunches and golf outings, and book your rooms. The San Antonio Hill Country Resort & Spa is a beautiful, sprawling property with plenty to do for you and your family. Mark your calendars for our March 1-4, 2023 meeting! There is a fantastic list of speakers that you won't want to miss!

Be sure to share all of the great things that AADP has to offer with your peers and vendor friends! The American Academy of Dental Practice is THE place for the private practice dentist.

Blessings to you and yours in 2023!

Karen Edds



Future Meeting Dates & Sites

- **March 1-5, 2023 - Annual Meeting.** Hyatt Regency Hill Country Resort & Spa, San Antonio, TX
- **March 7-9, 2024 - Annual Meeting.** Fort Lauderdale Marriott Coral Springs Convention Center, Fort Lauderdale, FL



AMERICAN ACADEMY OF DENTAL PRACTICE

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www.AADPA.org

AADP 2023 In San Antonio, Texas

You are invited to Taking Your Practice To The Next Level, March 1-4, 2023, at The Hyatt Regency Hill Country Resort & Spa, in beautiful San Antonio, Texas. This meeting gives AADP members, guest dentists, consultants, spouses and team members the opportunity to collaborate and learn together in a warm relaxing setting.

Why Join Us? — *We Believe in Finding a Better Way in Dentistry and Sharing It! This is THE meeting where you will take home information to apply directly in your practice to improve patient experiences.*

Be a part of this valuable innovative program to invigorate yourself and your practice. Join us in fabulous San Antonio!

We look forward to sharing our AADP camaraderie with all of you!!



Sarah B. Heuer, DDS
AADP President



Kristine M. Aadland, DMD
2023 Program Chair



Ms. Karen Edds
AADP Executive Director

2023 AADP Annual Meeting QR Codes

Go to <https://aadpa.org/2023-annual-meeting/> or scan the QR Codes provided below to access information for the 2023 AADP Annual Meeting, download a full registration brochure, make your hotel room reservations and Whova online registration.

Whova uses a two-part registration process. After you have registered and paid, please download the Whova app to your smart phone if you don't already have the app. Log into your Whova account using your email address and password. If you

new to Whova or used a new email address, you will need to create a new password at this time. Go to Agenda and you can now select the sessions you wish to attend and have paid for. Your selected sessions can also be added to your Calendar or Google Calendar.

PLEASE NOTE: Your cell phone is mandatory for all Whova registrations. Each person registered must have their own unique email address – no duplicates!

2023 Meeting & Brochure



Scan For Link

Hotel Reservations



Scan For Link

Whova Online Registration



Scan For Link

Members Only Business Meeting
Wednesday, March 1, 2023 • 5:00-6:00 P.M.

Important meeting — attendance required for all members.

Welcome, Cocktail Reception & Light Dinner
Wednesday, March 1, 2023 • 6:15-9:00 P.M.



Morning Keynote

Thursday, March 2, 2023 • 9:00 A.M.-12:00 P.M.

Mr. Steve Rigby

Know Thyself

Three-hour group discussion and interaction based on personal DISC behavioral style assessment.

Objectives:

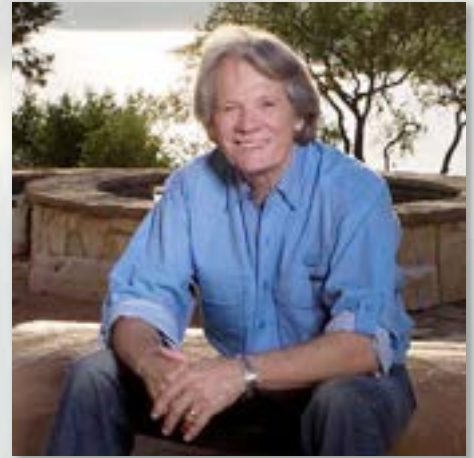
1. Identify individual behavioral strengths and limitations.
2. Recognize behavioral style of others.
3. Learn to make purposeful adjustments to better communicate and relate with other styles.

Bio: For nearly two decades, Steve Rigby served the homebuilding industry as both a student and a teacher of selling, managing, and training. He was responsible for directing the sales efforts for three of the nation's top-ten public homebuilders. As a result, those companies experienced tremendous growth with very healthy bottom lines.

In the past decade plus, Steve has continued to prove his proficiency as a thought leader through his own business, New Wings Consulting, LLC, which serves companies across a variety of industries. As he's accustomed to seeing, those companies are also experiencing tremendous growth and very healthy bottom lines.

Steve resides on Lake Travis, just outside Austin, Texas, with his wife, Susan, their two horses, Blondie and Envy, and their dog, Drizzle.

AGD/PACE Subject Codes & CE Credits: Codes 550,770 - 3 hours



Special Luncheon With Steve Rigby

Open To All Attendees Including Spouses

Thursday, March 2, 2023 • 12:00-1:00 P.M.

Mr. Steve Rigby

DISC Analysis

Deep dive into different personality types and everyone who participates will have their own personality test analyzed and how we take this analysis and communicate with others and their personality types. It's really cool and is for everyone.

Cost: \$60 per person for analysis PLUS \$75 per person for lunch (\$135 per person)

AGD/PACE Subject Codes & CE Credits: Codes 550,770 - 1 hour

Early Afternoon Keynote • Thursday, March 2, 2023 • 1:00-3:00 P.M.

Dr. Tarun Agarwal

The Comma Mentality

Tarun's focus is always to better the professional and personal lives of dentists everywhere. He has an excellent way of motivating his audience to reduce the noise of life, make it less complicated but more productive.

Objectives:

1. Discuss why we do things the way we do in dentistry
2. How do go beyond traditions to accelerate our lives
3. Make your journey your own

Bio: Tarun Agarwal, DDS is considered one of the top dentists in the country. He is a recognized speaker, author, and dental leader. He has been featured on CBS, NBC, ABC, FOX, and News 14 Carolina. Dr. Agarwal has been awarded '40 under 40' Business Leaders by the Triangle Business Journal.

He is regularly invited to teach other dentists around the world and recently built a training center within the practice dedicated to sharing his expertise.

Most importantly he is a loving husband and dedicated father of three wonderful children. His biggest accolade was being voted 'Best Dad in the World' by two of his three kids.

AGD/PACE Subject Codes a& CE Credits: Codes 550,770 - 2 hours



Late Afternoon Keynote • Thursday, March 2, 2023 • 3:00-4:00 P.M.

Dr. Tim Anderson

The Technology Driven Practice

This topic will focus on the day-to-day dentistry that Dr. Anderson provides incorporating clinical pearls in using the latest technologies in dentistry.

Objectives:

1. What does the future of dentistry look like with the technology available today in dentistry
2. The ROI of technologies. What makes sense to you.
3. Give your patients a wow factor

Bio: Dr. Tim Anderson has a fee for service practice in Bismarck, North Dakota that has incorporated all of the latest technologies to serve his patients. From restorative to surgery, Tim combines the latest CAD/CAM, 3D Printing, and lasers giving his patients a phenomenal experience while also maintaining a profitable practice.

AGD/PACE Subject Codes & CE Credits: Codes 250,610,670,690 - 1 hour



Exhibitors & Cocktails (Cash Bar)

Thursday, March 2, 2023 • 4:00-5:00 P.M.

Live Auction

Thursday, March 2, 2023 • 5:00-6:00 P.M.

Morning Keynote

Friday, March 3, 2023 • 8:00-11:30 A.M.

Dr. Chris Salierno

Thinking Like a CEO

This topic will focus on the economic factors today that are threatening the way our practices have traditionally operated. With the looming threats of increased competition and decreasing revenue, dentists will benefit from learning how to think like a CEO. In this workshop we will learn about how to use popular management models to re-imagine our businesses.

Objectives:

1. Determine the popular management models of business today
2. Identify factors that are threatening traditional dental practices and how they are operating
3. Develop business strategies on how to prepare your practice for the future

Bio: Dr. Chris Salierno is a general dentist from Long Island, New York. He graduated from Stony Brook School of Dental Medicine in 2005. Dr. Salierno has served as National President of the American Student Dental Association, Chair of the ADA New Dentist Committee, and as the President of his local dental society.

He lectures Internationally on clinical dentistry, practice management, and leadership development. He has been a practice owner of Broadhollow Dentistry for over 10 years. In 2017 he became the Chief development Officer with the Celebrant Consulting Group. He was the Chief Editor of Dental Economies from 2014-2021. In 2021, he became the Chief Dental Officer at Tend.

AGD/PACE Subject Codes & CE Credits: Code 550 - 3.5 hours



Sponsor Presentation
Friday, March 3, 2023 • 11:30 A.M.-12:00 P.M.

Mr. Pete Johnson



***Marketing for Today's
Dental Practice***

AGD/PACE Subject Codes & CE Credits: Code 550 - 0.5 hours

Spouse Spa Luncheon
Friday, March 3, 2023 • 12:00-1:30 P.M.

***Spouse Luncheon
at the Windflower Spa***

Experience true relaxation and bliss at Windflower Spa. Housed in a refurbished barn, with a homey interior feel, this is truly a unique spa experience. Book a massage, body treatment, facial, or nail service, and make sure to leave time before and after your appointment to enjoy our secluded outdoor pool, steam room, sauna, and indoor and outdoor relaxation areas. We will have a Spa Blend Bar for making salt scrubs. **Cost: \$95 per person**



**Golf • Friday, March 3, 2023
12:30-5:00 P.M. • Shotgun Start At 12:45 P.M.**

Golf Tournament at the Hill Country Golf Club

Sprawling over 200 acres, the Hill Country Golf Club offers a scenic, dramatic and balanced 27-hole championship course, featuring four sets of tee placements for every level of golfer. Designed by Arthur Hills and Associates to capture the beauty and landscape of the Texas Hill Country, the Club features diverse terrain, from link-style, rolling-meadows and lush hillsides to tree-shaded plateaus and tranquil lakes and ponds.



Ranked in the Top 25 Southern U.S. Golf Resorts by Condé Nast Traveler in 2012, Hill Country Golf Club is a remarkable golf course in San Antonio, TX. Our state-of-the-art golf destination features a stocked pro-shop, GPS-equipped golf carts, a full-service clubhouse, and practice area with putting green and instruction area. The 9-hole Family Express Golf course offers tees at shorter distances to make golf more playable and enjoyable for the whole family. Shotgun start at 12:45 p.m.

Cost: Golf \$150 per person, Grab & Go Lunch \$42 per person.

Golf clubs rentals are available for \$70 per person plus tax. Call the Golf Shop at (210) 520-4040 to reserve your clubs.

Women Dentist Mastermind Friday, March 3, 2023 • 1:30-2:30 P.M.

An opportunity for women dentists and to visit and share practice successes and new ideas.



Early Morning Keynote

Saturday, March 4, 2023 • 8:00-10:00 A.M.

Dr. Daron Praetzel

Extreme Team

What is holding you back from creating your dream team? Let's ditch the assumptions and really get to the nitty gritty of how to create the ideal culture and environment that you want in your practice.

Objectives:

1. Explore what defines a team.
2. Learn about the assumptions of who does what in a dental practice.
3. Discuss the possibilities and efficiencies of the dream team

Bio: Dr. Praetzel is from Erie, Pennsylvania. He completed his oral and maxillofacial surgery residency at the Wilford Hall Medical Center at Lackland Air Force Base in San Antonio, Texas, and he served for 13 years as an active duty surgeon with the U.S. Air Force. Dr. Praetzel also founded the "Faces Foundation," which is a non-profit organization that provides facial surgery to correct cosmetic and functional deformities for patients who otherwise would not be able to have surgery.

AGD/PACE Subject Codes & CE Credits: Code 550 - 2 hours



Closing Keynote

Saturday, March 4, 2023 • 10:00 A.M.-12:00 P.M.

Dr. Dianna Batoon

The ABC's of Sleep, Airway and Dentistry

Is sleep apnea and airway a concern for dentistry? Why should we concern ourselves about a medical condition that we cannot diagnose? This level of service definitely has a place in our dental practices and the task of getting your team and patient on board may discourage your motivation to incorporate this type of treatment. Be inspired about changing people's lives! Come and learn how....

Objectives:

1. Introduction to Dental Sleep Medicine for the dental provider to use in everyday practice.
2. Understand the role of the dental provider in screening for airway and other sleep disorders.
3. Implement steps and collaboration using an integrative approach in your practice.

Bio: Dr. Diana Batoon founded AZ Center for Breathing & Sleep Wellness in Scottsdale, AZ. She has been treating many of these conditions for years in her dental practice and saw the need for additional service in this area. A graduate of Tufts University with specialized training in Dental Cosmetic from the American Academy of Cosmetic Dentistry. She completed a General Practice Residency at VA Hospital in Loma Linda, California. Dr. Batoon has extensive training in Full Mouth Rehab, TMJ, and Dental Implant Restorations. She has been most successful with her patients' overall health and pairing it with the right treatment. It's been proven in our dental office that this approach leads to long-lasting restorations and overall improvement in oral health. Dr. Batoon spends a lot of time and attention to detail and her patients' desires to achieve the right outcome.

Dr. Batoon is a leader in the dentistry profession, an international speaker and an active member in multiple industry organizations. She contributes her time and services at dental events serving the local community. Her areas of expertise include Restorative Dentistry, Sleep Medicine in the Dental Practice, Sleep Disordered Breathing in the Pediatric Population and more.

She participates in continuing education to provide her clientele with the latest techniques and technology to provide the best dental care available. Dr. Batoon enjoys doing her Health and Wellness seminars for the public to educate and inform about their oral and overall health. Dr. Batoon always finds time to be active in the community and give back. She enjoys spending her free time with her husband and three boys.

AGD/PACE Subject Codes & CE Credits: Code 730 - 2 hours

President's Install Luncheon & 2024 Program Presentation

Saturday, March 4, 2023 • 12:00-2:00 P.M.

Tex-Mex Closing Fiesta • Saturday, March 4, 2023 • 6:00-10:00 P.M.

Join us for our Tex-Mex fiesta celebration with great food, music and dancing. Experience your final chance to relax with friends before we all take off for home the next day!



Date Received _____ Member # _____ Check # _____ Amount \$ _____

Please print, only one person per registration form...you may copy this form.
 Deadline: February 11, 2023 — Limited Attendance.

Name: ☐ Dr. ☐ Mr. ☐ Ms. ☐ Mrs. _____ Badge Name: _____

Address _____

City/State/Zip _____

Phone (_____) _____ E-Mail _____ AGD# (if applicable) _____

Cell Phone (_____) _____

In an effort to get to know each other better, please provide a word or two for your badge as a conversation starter:
 "Ask me about _____."

For guest dentists: Is this your first AADP meeting? ☐ Yes ☐ No How did you hear about AADP? _____

Three-day meeting (all Sessions, Wednesday evening through Saturday, March 1-4, 2023): INCLUDES Wednesday Evening
 Cocktail Reception & Light Dinner, Saturday Installation/President Induction Luncheon and Saturday Night Dinner/Entertainment

FULL PROGRAM

	Fee Per Person	Cost
☐ (1) Active Member of AADP — Included in dues.....NC		\$NC
Would you like to pay your dues now? ☐ Yes ☐ No (Senior Active \$825 or Life Dues \$395)	\$1,395	\$ _____
☐ (2) Senior Active Member Meeting Fee.....	\$570	\$ _____
☐ (3) Life Member Meeting Fee	\$695	\$ _____
☐ (4) Spouse of AADP Member Fee	\$795	\$ _____
☐ (5) Team of AADP Member Fee	\$795	\$ _____
☐ (6) Guest Dentist/Guest Consultant Fee	\$1,795	\$ _____
☐ (7) Spouse of Guest Dentist/Guest Consultant Fee.....	\$895	\$ _____
☐ (8) Team of Guest Dentist/Guest Consultant Fee.....	\$895	\$ _____
☐ (9) Dental Student/Resident Fee	\$695	\$ _____

OPTIONAL

- ☐ (10) Special Luncheon with Steve Rigby, Thursday, March 2, 2023, 12:00-1:00 p.m.\$135/person \$ _____
- ☐ (11) Spouse Spa Luncheon, Friday, March 3, 2023, 12:00-1:30 p.m.\$95/person \$ _____
- ☐ (12) Golf Tournament at The Hill Country Golf Club, Friday, March 3, 2023, 12:30-5:00 p.m.,
 Shotgun start at 12:45 p.m.# of Players _____ @ \$150/person \$ _____
 Playing with (golfer's names) _____
 Grab & Go Lunch.....\$42/person \$ _____
- ☐ (13) President's Installation Luncheon & 2024 Program Preview, Saturday, March 4, 2023, 12:00-2:00 p.m.
 _____ Will attend _____ Will not attend (included with full registration)
- ☐ (14) Tex-Mex Closing Fiesta, Saturday, March 4, 2023, 6:00-10:00 p.m. (included with full registration)

TOTAL DUE \$ _____METHOD OF PAYMENT: ☐ Check enclosed (made out to AADP) ☐ Credit Card:☐ MasterCard ☐ VISA ☐ Amex Card # _____ Sec. Code _____

Expiration Date ____/____/____ Signature _____

Name on card: _____

Late fee or Cancellation fee charge after February 11, 2023 is \$150 per person + Hotel Cancellation Fee \$150/room.

TO REGISTER ONLINE, go to <https://whova.com/web/PogyNKqB%40VP1irevmd1zapgjbC-V1o73h3VflFzr0t8%3D/>
 or use the QR code on page 2 of this registration brochure.

TO MAKE ROOM RESERVATIONS ONLINE at The Hyatt Regency Hill Country Resort and Spa, go to <https://www.hyatt.com/en-US/group-booking/SANHC/G-AA23>
 or use the QR Code on page 2 of this registration brochure. You can also call (210) 647-1234 and tell them you are with the AADP room block.

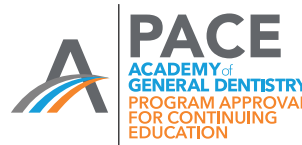
TO REGISTER, print out pages 11 and 12 of this registration brochure, make necessary copies (1 set per person) and complete.

Return with your check or credit card information before February 11, 2023.

Mail or email to: AADP c/o Karen Edds, Executive Director, 503 Navajo Trail, McGregor, TX 76657, (254) 563-5354, aadp.execdir@gmail.com

For questions on fees or categories, please call
(254) 563-5354.

Please check the session you would like to
attend. Transferable whenever space allows.



American Academy of Dental Practice
Nationally Approved PACE Program
Provider for FAGD/MAGD credit.
Approval does not imply acceptance by
any regulatory authority or AGD endorsement.
07/01/2022 to 06/30/2025
Provider ID# 218328

WEDNESDAY, MARCH 1, 2023 — 5:00-6:00 P.M.

(15) _____ **Members Only Business Meeting:** *Important meeting — attendance required for all members.*

WEDNESDAY, MARCH 1, 2023 — WELCOME, COCKTAIL RECEPTION & LIGHT DINNER, 6:15-9:00 P.M.

(16) _____

THURSDAY, MARCH 2, 2023 — MORNING KEYNOTE, 9:00 A.M.-12:00 P.M.

(17) _____ **Mr. Steve Rigby:** *Know Thyself*

THURSDAY, MARCH 2, 2023 — SPECIAL LUNCHEON WITH STEVE RIGBY, 12:00-1:00 P.M.

(Indicate on registration front page as well)

(18) _____ **Mr. Steve Rigby:** *DISC Analysis (Open to all attendees including spouses - \$135 per person)*

THURSDAY, MARCH 2, 2023 — EARLY AFTERNOON KEYNOTE, 1:00-3:00 P.M.

(19) _____ **Dr. Tarun Agarwal:** *The Comma Mentality*

THURSDAY, MARCH 2, 2023 — LATE AFTERNOON KEYNOTE, 3:00-4:00 P.M.

(20) _____ **Dr. Tim Anderson:** *The Technology Driven Practice*

THURSDAY, MARCH 2, 2023 — EXHIBITORS & COCKTAILS (CASH BAR), 4:00-5:00 P.M.

(21) _____

THURSDAY, MARCH 2, 2023 — LIVE AUCTION, 5:00-6:00 P.M.

(22) _____

FRIDAY, MARCH 3, 2023 — MORNING KEYNOTE, 8:00 A.M.-11:30 P.M.

(23) _____ **Dr. Chris Salierno:** *Thinking Like A CEO*

FRIDAY, MARCH 3, 2023 — SPONSOR PRESENTATION, 11:30 A.M.-12:00 P.M.

(24) _____ **Mr. Pete Johnson, LassoMD:** *Marketing for Today's Dental Practice*

FRIDAY, MARCH 3, 2023 — SPOUSE SPA LUNCHEON, 12:00-1:30 P.M.

(Indicate on registration front page as well)

(25) _____ **Spouse Spa Luncheon:** *At The Windflower Spa (\$95 per person)*

FRIDAY, MARCH 3, 2023 — GOLF, 12:30-5:00 P.M. (Indicate on registration front page as well)

(26) _____ **Golf Tournament:** *Held at the Hill Country Golf Club (\$150 per person)*

(27) _____ **Grab & Go Lunch** *(\$42 per person)*

FRIDAY, MARCH 3, 2023 — WOMEN DENTIST MASTERMIND, 1:30-2:30 P.M.

(28) _____

SATURDAY, MARCH 4, 2023 — EARLY MORNING KEYNOTE, 8:00-10:00 A.M.

(29) _____ **Dr. Daron Praetzel:** *Extreme Team*

SATURDAY, MARCH 4, 2023 — CLOSING KEYNOTE, 10:00 A.M.-12:00 P.M.

(30) _____ **Dr. Dianna Batoon:** *The ABC's of Sleep, Airway and Dentistry*

**SATURDAY, MARCH 4, 2023 — PRESIDENT'S INSTALLATION LUNCHEON &
2024 PROGRAM PRESENTATION, 12:00-2:00 P.M. (Indicate on registration front page as well)**

(31) _____

SATURDAY, MARCH 5, 2023 — TEX-MEX CLOSING FIESTA, 6:00-10:00 PM

(Indicate on registration front page as well)

(32) _____