

COMMUNICATOR



AADP

Sharing a Better Way in Dentistry

Winter/Spring 2022,

Vol. 50, No. 2



**DEFINING
moments**
Extraordinary Impact

Memories of 2021 in Santa Fe

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COMMUNICATOR

AADP - Sharing a Better Way in Dentistry

Winter/Spring 2022; Vol. 50, No. 2

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Editor's Notes

Stay Safe and Healthy

First and foremost, I hope all of you are staying safe and healthy during this ongoing pandemic.



These are truly unprecedented times for our profession and the Academy. I feel so fortunate to be a member of this organization and to have such a valuable support network to work through the many challenges we are all facing.

That said, I am extremely excited for our upcoming annual meeting in Carlsbad, California. The combination of world class venue, an incredible program, and the opportunity to share fellowship with our members will make for another unforgettable meeting.

If you haven't done so, please register for this year's annual meeting and plan to attend another special event with our academy, you won't regret it!

This meeting will also provide our membership the opportunity to properly recognize and honor our exceptional Executive Director, Kathy Uebel as she transitions to a well-deserved retirement.

Enjoy this issue of the *Communicator* and see you in California.

Your Editor,
Bren O'Connor, DDS

Please submit all stories in Microsoft Word, via email to editor and Denise Znamenacek-Knuppel, ADS - production@ADSFC.com. High-resolution photos may be sent via email or surface mailed to Denise. Should you have very large files or any questions, please call ADS at (970) 223-1743.

A Renewed Spirit and Value to Our Membership

Steven L. Pejsar, DDS

I hope you were all able to attend our Annual Session meeting in Santa Fe New Mexico this past October. I sensed a renewed spirit in our Academy. The challenges of the past two years have proven beyond a doubt the value of our unique group. The safe and welcoming environment, the deep personal relationships and the vast wealth of

unforgettable program in a beautiful setting. The Westin hotel is a boutique type resort with unparalleled views of the ocean, excellent work out and spa facilities and an onsite newly renovated 18-hole golf course. We have assembled a fantastic group of speakers, exhibitors and events. Come and recharge your mind and body. Please plan to attend and bring a guest or

Through the course of online meetings and webinars as well as reestablishing in person meetings, our Academy has been an invaluable resource and support group.

knowledge, reinforced the value of membership. Through the course of online meetings and webinars as well as reestablishing in person meetings, our Academy has been an invaluable resource and support group. This is adding a renewed spirit and value to our membership. As we approach our Annual Session in Carlsbad California I believe we will experience as close to a “normal” meeting as possible but with an added sense of purpose and excitement, I believe we will experience a new standard of excellence.

My Program Chair, Debra Engelhardt-Nash has put together an over the top,

two. No one will be disappointed. It will change your life.

It is with mixed emotions that I must inform all of you that our preeminent Executive Director, Kathy Uebel, has announced her retirement at the conclusion of our March Carlsbad California meeting. There is no way to convey the amazing dedication, hard work and joy she has brought to our Academy the past 33 years.

She will be truly missed but her retirement is well deserved and we wish her longevity, peace and happiness.



It would be an incredible gesture for all of you to attend the Carlsbad meeting and join in honoring Kathy and her amazing career and service to our Academy. I know this would be an everlasting memory for her to see all of you; those she has worked so closely with in her amazing career, and the life long friendships that were created. Please consider a donation to the Kathy Uebel Leadership Award (KULA) and scholarship fund. Give generously to carry Kathy's legacy forward and for always in her honor.

2021-22 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 2021. 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 2021-22 partners — without your help our AADP Annual Meeting would not be the tremendous success it is.

Gold Exhibitors:

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435-659-5758
danny@swellcx.com
Danny Laneri
Chase Meyer
Jackson Haslam

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Bronze Exhibitors:

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tallmon@smilesource.com
Tom Allmon
Dan Walker

Affiliate Partners:

SCN

Lois@BantaConsulting.com
816-847-2055
Lois Banta

Thank You for the Support!

Lance A. Porter, DDS

It is with a grateful heart that I thank you for the support and grace you showed me during my Presidential term. I would have never expected to be celebrating the end of the term during the month of October in Santa Fe. This year

*I hope that I left it
a little better for
the next President.*

and a half stretched and challenged me, but I would not want to pour my heart into any other organization. I hope that I left it a little better for the next President. I also hope the speakers provided the

opportunity for your continued growth both personally and professionally. I know that it moved me forward in my growth journey. We have such a wonderful profession that allows us to impact people in such positive ways while bringing enjoyment to our own lives.

I hope that you continue to make the AADP an integral part of that growth process for others by being intimately and actively involved. I look forward seeing everyone in Carlsbad, CA in the spring of 2022.

Thanks again from the bottom of my heart!

God Bless,

Lance Porter, Past President 2020-21



KULA 2021 Member Award

*Congratulations to
Dr. Dale Kennedy for
being the 2021 KULA
Award Winner and we
are grateful for his many
years of outstanding
service, visionary
guidance and dedication
to AADP and Dentistry!*

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.



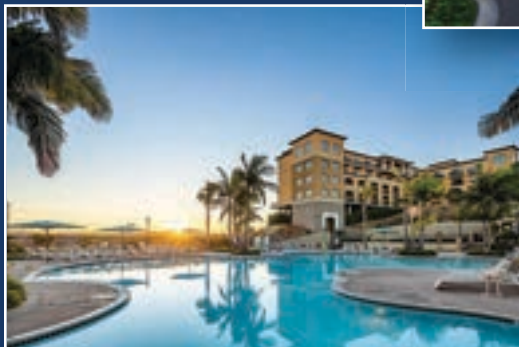
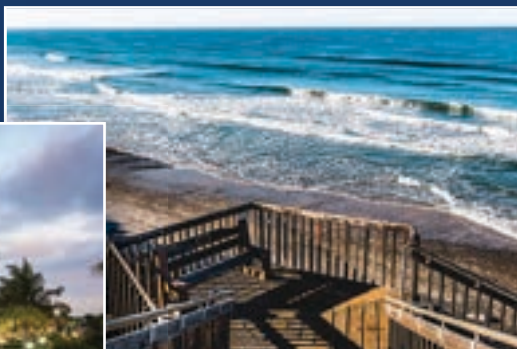
AMERICAN ACADEMY OF DENTAL PRACTICE

OCEANS OF DISCOVERY

March 2-5, 2022

**The Westin Carlsbad
Resort & Spa**

5480 Grand Pacific Drive
Carlsbad, California 92008
760-827-2800



www.AADPA.org • Online Registration Fall 2021 • 847-934-4404

Every year, we gather and reconnect with friends — old and new. Every year, we have an outstanding program featuring dynamic, thought changing (and for some, life changing) speakers. Every year we host numerous sponsoring partners who introduce us to products and services that assist and improve our services to our clients. Every year, we have fun — during the **Live Auction** and the **Saturday night festivities**.

Every year, Kathy Uebel, our Executive Director carefully scouts beautiful locations and negotiates amazing offers for our attendees. The board of members who volunteer their time to serve the Academy work hard to bring significance to their constituents and perpetuate our mission of private practice dentistry and finding a better way.

2022 will meet all the criteria of providing an outstanding meeting for AADP members and their guests. This is a year not to miss! From our opening evening session with **Mr. Dan Clark** who will remind us of our *Seven Pillars of AADP* — to our sessions with **Mr. Todd Williams** from Ritz Carlton Training, **Dr. Howard Glazer**, **Dr. Bruce Bavitz**, **Rita Zamora**, **Dr. Roy Shelburne**, and **Ms. Dana Watson** — we will gain valuable clinical, practice management and personal growth insights.

Our **Lunch and Learn Sessions** will remind attendees of how we serve

others with our own members, **Dr. Julie Spaniel**, **Dr. Randy Shoup** and **Dr. Jim Jenkins**. The other Lunch and Learn Session will teach us how to maximize social media for our practices — a critical component of today's innovative marketing.

Mr. Dan Clark will close our session with his presentation *The Art of Significance — Achieving the Level Beyond Success*. Our President, Dr. Steven Pejsar will be bringing the band **The Raw Nerve** for our Saturday night **Beach Party**. Dr. Jim Jenkins, Dr. Bruce Bavitz, and other dentists (including a sometimes — guest appearance by Dr. Phil Strivey) are the infamous band members.

Not only do we have an outstanding program with world-renown speakers inside and outside our industry, but we have a special reason to gather this March. This will be Kathy Uebel's last meeting as Executive Director of AADP. She will be retiring following our 2022 meeting in Carlsbad. She has served our Academy well for many years and the skills and experience she has brought to our group

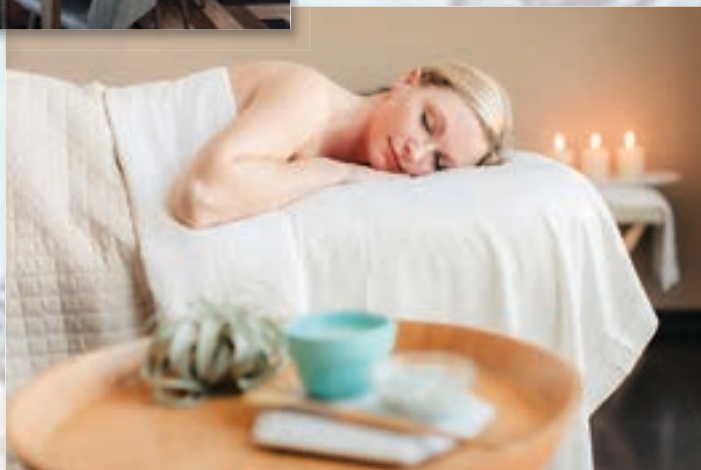


*Debra Engelhardt-Nash,
Program Chairperson
and Vice President Elect*

is obvious. We will celebrate her at this meeting.

For those of you who have come to know, love, and appreciate Kathy, will want to be at this — her last meeting. For those of you who want to invite important friends (or just average friends) to our meeting, this would be the time. Let us show Kathy our admiration in our numbers and our commitment to further the AADP for many years to come.

Registration is open — for the hotel and the program. Please sign up soon and be prepared for a fantastic Kathy Uebel Retirement Send-Off and a Great Meeting!



Thank You Members, Guests and Speakers for Making Our 2021 Meeting a Huge Success!

Julie A. Spaniel, DDS; 2020 Program Chair

In reflecting on the past couple years of unprecedented difficulties, it is immeasurably beneficial to focus on gratitude. We were finally able to meet in person for our 2021 annual AADP meeting in Santa Fe. As 2021 program director, I never thought this would be such an incredible journey. The support from members of our Academy was invaluable as we made multiple changes to

It's these simple things we have come to find more important now.

We enjoyed a fabulous line up of speakers who were all equally as flexible to the new accommodations. Whether it was the executive with Southwest flying to the wrong city, or our Generational speaker flying out of the wrong airport...we moved forward seamlessly and these did not become defining moments.

*We are a group of friends and colleagues
both old and new that really needed
this time of personal connection.*

our venue, our speakers, and most of the plans for this event. I will forever be grateful for the flexibility, fluidity and tolerance it took to create such a memorable meeting in Santa Fe

Beautiful Santa Fe, and Hotel Santa Fe were so warm and welcoming to all of us. We are a group of friends and colleagues both old and new that really needed this time of personal connection. Venue and the area lent itself to renew our connections and share a smile or a hug.

Only at The American Academy of Dental Practice will you have the extraordinary impact of hearing 2 National Speaker Hall of Famers, Anna Liotta and Chad Hymas. Our lives and dental practices are changed when we implement the wisdom of our own Dr Susan Maples in Oral Systemic health and Dr David Seaman in "Deflaming" our lifestyle.

AADP is known by all of us as a meeting where we recharge. Our lives are changed when we return home after gaining



perspective from the world-class speakers and from spending time with our dear friends and colleagues.

During the Pandemic, we have lost connection, isolated and have been out of touch. As we move quickly toward our March 2022 meeting in Carlsbad, let us remember where we renew our spirit and reconnect. Looking forward to seeing you all again soon. Thank you again to all who helped make this meeting incredible!

Memories of **DEFINING MOMENTS** Extraordinary Impact



2021 Nominating Committee Selections

Following the recommendation of the 2021 nominating committee, I am pleased to present the following AADP nominations:

- Ms. Debra Engelhardt-Nash for President-Elect 2022/2023
- Dr. Julie Spaniel for Vice President 2022/2023
- Dr. Randy Jungman and Ms. Pam Sletten for Board Members 2022-2025.

*Submitted by
Dr. Arlet R. Dunsworth*



Debra L. Engelhardt-Nash, AA, BFA



Julie A. Spaniel, DDS



Randy Jungman, DDS



Pam Sletten

2021 Annual Business Meeting Minutes

American Academy of Dental Practice 2021 Annual Business Meeting Hotel Santa Fe Santa Fe, NM October 13, 2021

Welcome and Call to Order: The meeting was called to order by President Lance Porter at 5:00 PM.

Determination of Quorum: Dr. LeeAnn Podruch stated that there was a quorum.

Invocation: Dr. Dave Carpenter

Eulogy: Dr. Bob Fraser for Dr. Richard Klein

Introduction of New Members: Mr. Kyle Simmons will be inducted in 2022.

REPORTS:

President's Report: Dr. Porter presented his report on the status of AADP.

President Elect: Dr. Steve Pejsar reported on the 2022 Meeting and future webinars.

Secretary – Minutes/Constitution/Bylaws: Dr. Podruch presented the Minutes of the 2020 Annual Meeting as printed in the Communicator. The minutes were approved.

Exhibitors 2021: Dr. John Mason reported on the exhibitors present at this meeting and requested that all members interface with them during the conference.

KULA Recipients: Dr. Clint Fulks, Dr. Tina Nichols, Dr. Stephen Harrison

Nominations Committee Report: Dr. Porter reported for the Nominations Committee Chair Dr. Ryan Love and presented the slate from the Nominations Committee as approved by the Board:

Board Members: Dr. Theresa Kujala and Dr. Daron Praetzel

Vice President: Ms. Debra Engelhardt-Nash

President-Elect: Dr. Sarah Heuer

Dr. Porter presented each position for office and board individually, calling for nominations from the floor. With no nominations from the floor, President Porter requested the Secretary to cast one ballot for each position and declared the slate elected as presented.

Treasurer's Report: Mr. Jack Simmons presented his audited report on the finances of AADP virtually.

Old Business: None

New Business: None

Meeting Adjourned: 5:45 PM.

*Respectfully submitted,
LeeAnn Podruch, Secretary, AADP*

Are Club's Dead?

Sarah B. Heuer, DDS

Greetings to my fellow AADP members! I hope you are enjoying your winter and planning for the spring meeting in Carlsbad. The AADP meeting is a great way to kick off spring and enjoy some California sunshine.

A wise millennial marketer has said: "Club's are dead. People are looking for a CE experience."

The American Academy of Dental Practice is so unique. We have a great community of unique and forward thinking dentists and practice management consultants. We also have meetings that are incredible experiences!

What makes a great continuing education experience? Ask an AADP meeting attendee and they will tell you it is the "heart" in the meeting planning, speakers and fellow attendees. So many of our members will tell you that this Academy

has shaped who they are as both dental professionals, family members and community members.

This message needs to be shared to help make sure our organization does not go away.

How can you help our organization continue to viable and relevant in the future? Share your AADP story with a dentist in your community. Let people know what a special meeting this is.

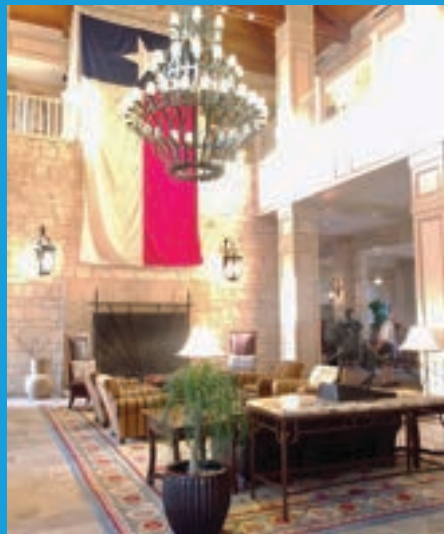
As I write this report, I plan to email my fellow study club members and invite them to the meeting. I will send them a link to the program brochure so that they can see the great things that are planned. Some of them, I have invited before. I will continue to share my great experience. I hope you do as well!

See you in Carlsbad in March 2022! It will be a great experience!



Save the Date for the 2023 Annual Meeting!
MARCH 1-5, 2023

Hyatt Regency Hill Country Resort & Spa • San Antonio, TX



Old Friendships and Making New Friends

LeeAnn Podruch, DDS, JD

It seems like only a few weeks ago that we were meeting in Santa Fe, renewing old friendships and making new AADP friends. Now, as we prepare for the 2022 Annual Meeting in March, let's hope we have glorious California weather, we are healthy, and we are all looking forward to "Oceans of Discovery!"

Please find the 2021 Annual Meeting Minutes for your review and approval at the 2022 Annual Meeting.



Future Meeting Dates & Sites

- **March 2-5, 2022 - Annual Meeting.** The Westin Carlsbad Resort & Spa, Carlsbad, CA
- **March 1-5, 2023 - Annual Meeting.** Hyatt Regency Hill Country Resort & Spa, San Antonio, TX

Get Registered Now for the 2022 AADP Annual Meeting!

Kathleen S. Uebel, Executive Director

After experiencing our **exceptional in person 2021 Annual Meeting in Santa Fe** in October, we are ready to do it again in beautiful Carlsbad, California! Everyone agreed how great it was to finally get together in a safe environment where interaction, learning and fellowship were shared and enjoyed by all. **The Hotel Santa Fe's entire team did a tremendous job of welcoming all of us** to their one of a kind property! Each member of the Hotel Santa Fe worked many different roles, during these difficult pandemic times, to assure that our Academy had a wonderful experience and the collaboration we saw and received from all them was refreshing and inspiring. President Dr. Lance Porter and Program Chair, Dr. Julie Spaniel, created a great meeting for us and they both flowed so well with all of the necessary adjustments and changes that had happened during the course of events that had taken over the past year. A special thank you for an especially long term of service, but a job very well done!

Steps necessary prior to joining us for the "Oceans of Discovery" AADP Annual Meeting March 2-5, 2022!

Have you **registered online**, if not click on **"Learn More"** on the home page and you will find the registration form and link to the Westin Carlsbad Hotel. Be sure to mention you are with the AADP room block. Or you may call The Westin

Carlsbad directly at 760-827-2800 and receive our special AADP rate of \$239 per night.

Have you **invited a guest** that you can introduce to the Academy who would benefit by becoming a member eventually? This is a wonderful opportunity to introduce a first time guest to experience our Academy to see how rewarding it can be for them. So many of our existing members have come to our Academy through a special invite from a close friend or even relative who wanted to show them why our Academy is so unique compared to other Dental Associations.

We will have a **golf outing on Friday** or you can decide to tour the many interesting sights in the area or just relax and meet with old and new friends to exchange ideas.

It was so much fun and very successful having our **Wine Pull, Silent and Live Auction** that Pam Sletten organized beautifully for us in Santa Fe with some outstanding new items! **And guess what...** Pam has volunteered once again to be Chairperson of this valuable event for us in 2022 and already has some great things secured for our Auction! She will need your help with some interesting gifts that add to the excitement, so start thinking about what you might like to donate to help out our Academy and keep the momentum going! As we all know, it is



so much better when we are all personally involved and participate with the entire group. Our interaction and fellowship sets us apart and allows us to have these enriched experiences.

AADP invites you to join us at this meeting and enjoy the friendly atmosphere that clearly defines what AADP is truly about.

Are you ready to meet us in California March 2-5 2022? We hope so and look forward to seeing you there!

Happy Retirement Kathy!

Marc Herman, DDS, FAGD, MSHCE

It gives me great pleasure to applaud Kathleen Uebel on her 33 years of stellar work with AADP and wish her a relaxing and gratifying retirement. I am sure we all acknowledge, value, and treasure the valuable contributions she has made to our organization. The skills, wisdom, and other positive qualities that Kathy has instilled in us through example have helped shape each of our careers. Today, we all realize how painful it is to say goodbye to someone who is not only an Executive Director and a director but also a colleague and a dear friend. We

enormously fortunate to have worked under her loving leadership. Words alone are inadequate to articulate how much we are going to miss her.

Some of us may remember when AADP was facing some fiscal struggles years back. Kathy's wisdom, expert talents, and capacity to make quick decisions permitted us to get out of a very intimidating state of affairs. She brought confidence back to the organization by reestablishing financial viability during a time when businesses were waning left and right.



express our sincerest gratefulness to Kathy for her amazing contributions not only to this organization but to each and every one of us individually.

Kathy has spent the last three plus decades leading and inspiring AADP. Some of us have known her for years, while others have only had the enjoyment of working beside her for a short time. It feels like it was just yesterday that I helped interview Kathy for the Executive Director position. I see myself and my colleagues as

Kathy, your extraordinary qualities have inspired us in so many ways. For that, we cannot thank you enough. You will be remembered not just for the things you have achieved as the leader of this organization, but also for your diplomacy, attention, and clarity. If it were up to me, I would veto your retirement so we do not have to tackle the prospect of carrying on without you at the helm of the ship. It is, however, your day to harvest what you have planted. You have labored so hard and achieved so much, and now it is time

for you and Fred to kick back and relish it. I trust each of us can continue to follow your example after your departure until the day our retirements finally come around.

Kathy I am so proud to have worked under your guidance. Not only are you an astounding Executive Director, but you have also shown yourself to be a tender and compassionate person. You advised us and gave us moral support personally. Organization-wise, AADP was more your darling than it was ours. Your creativeness, kind support, and words of inspiration helped us in good times and in bad. I will never forget the positive influence that you had on me both individually and professionally. I am proud we created the Kathleen Uebel Leadership Award, which will carry your name in perpetuity.

Kathy through your empathetic support and courageous leadership, you have put smiles on all of our faces time and time again. Your many contributions to the success of AADP are incalculable. I know I speak for all of us when I say having you as an Executive Director has made working for the organization comfortable, gratifying, and fulfilling. Thank you for establishing so many opportunities for AADP and her members and for being so zealous about her well-being.

On behalf of AADP and my colleagues, I wish you good luck and success in all of your future activities. You will be missed, but never forgotten!

*Love,
Marc Herman*

Under Kathy: Membership Committee, Board of Directors Member, Secretary, Vice President, President, Past President, Program Chair, Treasurer, Applied Strategic Planning, Foundation Board of Directors, and Friend.