

KEYNOTE SPEAKER · PRACTICING DENTIST · PODCASTER

Dr. Tarun Agarwal, DDS

Dr. Tarun “T-Bone” Agarwal is a practicing dentist who still runs the practice he built — teaching from the chair, not from a stage he retired to.

THE TALKS

1 Busy Isn't Winning

The old playbook — fill the schedule, work harder — stopped working. Here's what winning looks like now.

2 Case Acceptance Isn't Sales

More patients saying yes to more dentistry — full plans, bigger cases, fewer visits — without anyone feeling sold.

3 Building Your Implant Practice

How implants become an everyday part of your general practice — the clinical techniques, the digital workflow, and the business behind it.

4 The Digital Dentistry Game Plan

What's real, what's worth it, and where to start — a clear plan for technology in your practice.

27 YEARS IN THE CHAIR · 10,000+ DENTISTS TRAINED · 5 NATIONAL
MAGAZINE COVERS · 50+ TRADE-JOURNAL ARTICLES · STAGES UP TO 7,000 ·
CO-FOUNDER, TOWNIE MEETING · HOST, DENTISTRY MADE SIMPLE

BOOKING

Meredith — meredith@3d-dentists.com

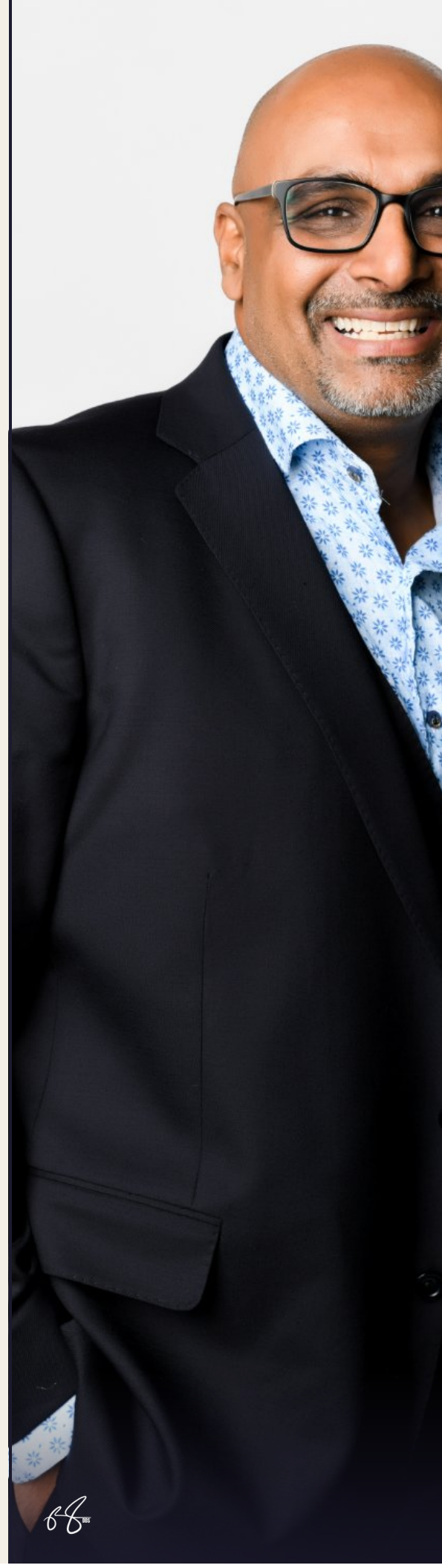
Fees on request · Based in Raleigh, NC (RDU)

HEAR HIM FIRST The *Dentistry Made Simple* podcast — on all platforms.

    @tbonespeaks

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speaker page —
URL TBD



THE PROOF

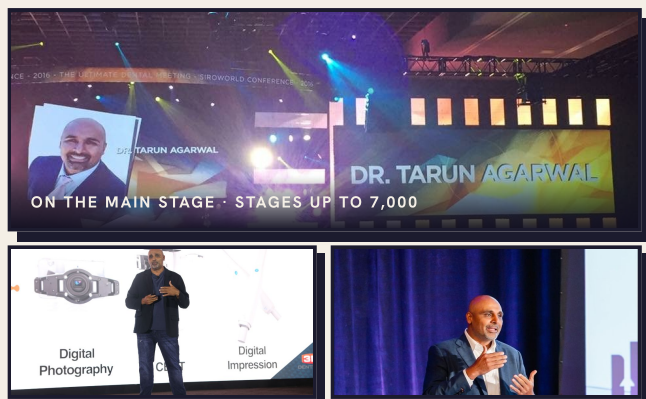
Five covers. Fifty articles.
Hundreds of stages.
One dentist behind all of it.



COVER FEATURE



DENTALTOWN '05 · DENTAL SLEEP PRACTICE '18 · DENTAL ECONOMICS '14 · DENTISTRY TODAY '17 · DENTALTOWN / CARECREDIT



PAST STAGES

- Chicago Midwinter
- Greater New York Dental Meeting
- Dentsply Sirona World
- AGD chapters (CA, NC, VA)
- Yankee Dental Congress
- Florida Dental Convention
- Thrive Live
- *and many more*

AS SEEN ON

ABC · CBS · NBC · FOX · News 14 Carolina ("The Monday Makeover Dentist") · Triangle Business Journal · News & Observer

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Busy isn't winning.

— T-BONE

1 Busy Isn't Winning

FLAGSHIP KEYNOTE

Most dentists did everything they were told — filled the schedule, bought the tech, took the CE — and the practice didn't change. That's not a work-ethic problem. The playbook expired. This talk lays out what changed, what winning looks like in dentistry today, the stages every practice moves through, and the levers that actually move you — the schedule, the team, how patients say yes. You leave knowing where your practice is and what to work on first.

OBJECTIVES

- identify which stage your practice is in and its defining constraint
- distinguish the expired volume playbook from a productivity model
- prioritize the single lever that moves your practice to the next stage

FORMATS Keynote 60–90 min

2 Case Acceptance Isn't Sales

CASE ACCEPTANCE

Most case acceptance problems aren't sales problems. They're diagnosis problems — deciding what a patient can afford before they've heard the full plan. This talk covers the fix: diagnose fully, present without apologizing, and let the patient say no instead of saying no for them. How to handle the money conversation, keep big plans from overwhelming patients, and turn full treatment plans into fewer, better visits. Presenting everything isn't selling — saying no for the patient is.

OBJECTIVES

- identify where “saying no for the patient” caps diagnosis and presentation
- separate the clinical yes from the financial yes
- apply an overwhelm framework that keeps large plans moving

FORMATS Keynote 60 min · Half-day · Full-day program

3 Building Your Implant Practice

SIGNATURE 2-HOUR EVENING PROGRAM · REP TERRITORY EVENTS

Three things in one evening. Clinical techniques that make implant placement predictable for the GP. The digital workflow that does the heavy lifting. And the business side nobody teaches — case selection, fees, scheduling, and how implants actually pay inside a general practice. Taught by a GP who places implants in the practice he still runs — and has trained thousands of dentists to do the same. You leave with things you can use Monday morning.

OBJECTIVES

- apply case-selection criteria for GP-appropriate implant cases
- describe the guided digital workflow from scan to final restoration
- implement the business framework — fees, scheduling, team — for implants inside a general practice

FORMATS 2-hour evening program (rep territory events) · Keynote 60–90 · Half-day

4 The Digital Dentistry Game Plan

TECHNOLOGY · CORPORATE / MANUFACTURER LANE

Scanners, printers, mills, software — everybody's selling you something, and it's easy to feel behind. This program cuts through it: what the technology actually does, what a digital practice realistically looks like, and a step-by-step way to get started — 3D printing, chairside dentistry, milling, building a practice lab — without turning your office into a science project. From a dentist who runs this workflow every week and has bought, returned, and re-bought his share of technology along the way.

OBJECTIVES

- map the capture-design-manufacture workflow to your current equipment and gaps
- evaluate which technologies earn their place by the care they enable
- sequence getting started without stalling production

FORMATS Keynote 60–90 · Half-day · Corporate/manufacturer programs

“Our speaker today is one of the few people teaching dentistry from the chair, not from a stage he retired to. Dr. Tarun Agarwal — you’ll know him as T-Bone — has spent 27 years practicing, and he still owns and runs Raleigh Dental Arts, the multi-doctor practice he built from scratch in 2001. He co-founded the Townie Meeting, has appeared on five national magazine covers, has written more than fifty trade-journal articles, hosts the Dentistry Made Simple podcast, and through 3D Dentists has trained more than ten thousand dentists to take control of the dentistry and the business around it. He teaches one thing only: what he actually does in his own practice. Please welcome Dr. Tarun ‘T-Bone’ Agarwal.”

PROGRAM-BOOK BIO

Dr. Tarun “T-Bone” Agarwal has spent 27 years in the chair — and still runs Raleigh Dental Arts, the multi-doctor practice he built from scratch in 2001. Through 3D Dentists, he’s trained more than 10,000 dentists to do the same: build a business that serves the owner instead of running them into the ground. His gift is simplification — taking the tangle of clinical skill, case acceptance, and practice economics and making it doable. Tough but fair, he’s on a mission to level the playing field for the individual dentist. Because busy isn’t winning.

mini & full-length versions supplied on request

SPEAKING REEL



reel link — URL TBD · opens on the speaker page (never embedded)

LOGISTICS

AV	wireless lavalier · confidence monitor · own clicker · 16:9 · house audio for video	TRAVEL	based Raleigh, NC (RDU) · speaker books own travel, billed at cost
BOOKING	fees on request · session recording by arrangement only	PROMOTION	approved headshots, bios & talk descriptions supplied — please use verbatim

