

DR. SULLY SULLIVAN

"THE MILLENNIAL DENTIST"

BIOGRAPHY

Dr. Sully Sullivan is not your typical dentist. As the founder of The Millennial Dentist podcast and co-owner of Sullivan Dental Partners in Brentwood, Tennessee, Sully is on a mission to revolutionize dentistry through technology, team leadership, and intentional growth.

Since taking over his family's practice in 2015, Sully has helped grow Sullivan Dental Partners from a 1.5 Million solo operation to an 8.2 Million dental business. He is a partner in 3D Dentists, a national education platform that teaches dentists how to level up clinically, grow their practices, and avoid burnout.

A passionate speaker, entrepreneur, and dad, Dr. Sully brings humor, practicality, and high-energy real talk to every stage he steps on.

PAST PRESENTATIONS

Dentsply Sirona World
Hinman Dental Meeting
Florida Dental Convention
Alabama Dental Association
Voices of Dentistry Summit
Sprintray 3D NEXT
Medit WAVE
BioHorizons Oral Reconstruction Foundation
The Closing Institute
3D Dentists Growth Summit
3D Dentists Clinical & Business Courses
Dental Learning Webinar
UTHSC Slagle Dental Meeting
Metro Denver Dental Society
Study Clubs Nationwide
Chicago Lab Day
Neodent Symposium
ADA Annual Meeting



DIGITAL SMILE DESIGN

Welcome to the future of smile design.

In this high-energy, hands-on workshop, Dr. Sully Sullivan breaks down how to seamlessly integrate digital smile design into your practice — from digital impressions to design to delivery.

Supported by leading partners Medit, SprintRay, and exocad, this course gives you the real-world skills to design smiles efficiently, create powerful trial smiles, and deliver results your patients will rave about.

Whether you're just starting with digital workflows or looking to sharpen your skills, you'll leave confident and ready to start designing smiles that change lives.

- **Live exocad hands-on training:** Learn the design process from scan to smile.
- **Post-processing workflows:** Understand how to finish and prepare trial smiles using SprintRay technology.
- **Full clinical walkthrough:** From Medit scanning to exocad design to SprintRay printing.
- **Build patient confidence:** Learn how trial smiles can boost case acceptance and wow patients.
- **Business impact:** How implementing digital design elevates your brand, workflow efficiency, and production

SUGGESTED AUDIENCE

DENTIST + TEAM MEMBER*

LAB TECHNICIANS

*We strongly recommend that dentists bring a team member to this workshop to help ensure better implementation.



DR. SULLY SULLIVAN

WHY PATIENTS SAY NO: TURNING REJECTION INTO RELIABLE CASE ACCEPTANCE

Let’s be honest, most patients don’t say no because they don’t need the treatment. They say no because of **time, fear, money, or trust**. In this real-world, practical course, Dr. Sully Sullivan breaks down each of those barriers and gives you a proven, team-driven approach to increase case acceptance without feeling pushy or scripted.

In this lecture Dr. Sully shows how to shift the conversation from “convincing” to connecting. You'll learn how to use the right diagnostics and communication techniques that empower patients to take ownership of their oral health—at their level of understanding, not yours.

This isn’t about selling; this course is all about creating clarity and concern in the patient’s mind—without overwhelming them with the technical details of dentistry.

It’s practical, it’s powerful, and it works.



Key Takeaways:

- Understand the 4 big objections: Time, Fear, Money, and Trust
- How to use diagnostics to spark patient concern and commitment
- Ways to present treatment in simple, relatable language that motivates action
- Strategies to involve your entire team

SUGGESTED AUDIENCE

DENTISTS
DENTAL HYGIENISTS
DENTAL ASSISTANTS
TREATMENT COORDINATORS
ADMINISTRATION TEAM

DURATION: 2-3 Hours

FORMAT OPTIONS:
IN-PERSON LECTURE
VIRTUAL LECTURE
WEBINAR (WITH LIVE Q&A)

DR. SULLY SULLIVAN

ARE YOU READY FOR AN ASSOCIATE?

Bringing on an associate dentist can be one of the most exciting — and intimidating — decisions a practice owner makes. Done right, it’s a game-changer for growth. Done wrong, it can cause major setbacks.

In this real-world, no-fluff lecture, Dr. Sully Sullivan shares the lessons learned from both wins and failures in hiring, training, and growing associate dentists. You'll walk away with a clear understanding of when it’s the right time to hire, how to avoid common mistakes, and what it takes to build a team that thrives — not just survives.

Whether you're a practice owner considering an associate, or a dentist stepping into an associate role, this course is packed with practical strategies, mindset shifts, and honest conversations to help you create lasting success.

Key Takeaways:

- How to know when you’re ready for an associate (and when you’re not)
- The biggest mistakes practice owners make — and how to avoid them
- How to set clear expectations and create a growth pathway for associates
- Mindset shifts for both owners and associates to build trust and collaboration
- How to create a win-win relationship that fuels long-term practice growth



DURATION: 2 Hours

FORMAT OPTIONS:
IN-PERSON LECTURE
VIRTUAL LECTURE
WEBINAR (WITH LIVE Q&A)

SUGGESTED AUDIENCE:
DENTISTS
(OWNERS AND ASSOCIATES)

DR. SULLY SULLIVAN

3D DENTISTS

DIGITAL TREATMENT PLANNING WITH A PURPOSE

Do you ever feel nervous to start big cases? Or do you feel like you lack confidence in treatment planning and communication?
If so, then this course is for you. Learn how the implementation of digital photography, CBCT and IOS becomes the gateway to comprehensive treatment planning. Understand how the teeth fit in the face and the different modalities to facially generated treatment planning. Communication and a buying process become the keys to success.

It's time to go beyond the single tooth and embrace a purpose-driven approach to dentistry that transforms smiles and lives.



Key Takeaways:

- Implement the diagnostics that will take your practice to 2030: full-face photography, digital impressions, and CBCT for every patient.
- Using AI annotation in radiographs to communicate better with patients
- Learn how to go beyond single-tooth dentistry to a more comprehensive approach
- Put in place a buying process that allows more patients to say, "Yes."

DURATION: 2-3 Hours

FORMAT OPTIONS:
IN-PERSON LECTURE
VIRTUAL LECTURE
WEBINAR (WITH LIVE Q&A)

SUGGESTED AUDIENCE

DENTISTS
DENTAL HYGIENISTS
DENTAL ASSISTANTS
TREATMENT COORDINATORS
ADMINISTRATION TEAM

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AI IN DENTISTRY: FROM HYPE TO HABIT

Artificial intelligence is changing dentistry fast, but figuring out what is actually useful can feel like drinking from a digital firehose. In this practical, engaging course, Dr. Sully Sullivan cuts through the hype and shows how dental teams can begin using AI today to improve clinical confidence, simplify everyday workflows, strengthen patient communication, and give valuable time back to the team.

From AI-enhanced radiographs and treatment presentation to automated documentation, phone systems, patient communication, and everyday administrative tasks, attendees will see real-world examples of where AI fits into the modern dental practice. Today's platforms already span radiographic analysis and patient education, voice-driven charting and documentation, and AI-assisted phone and scheduling workflows.

KEY TAKEAWAYS

- **Identify practical ways AI can improve clinical, administrative, and communication workflows**
- **Learn how AI can support diagnosis, treatment presentation, and patient understanding**
- **Recognize which repetitive tasks can be streamlined or automated**
- **Understand the limitations of AI and where human judgment still matters most**



DURATION:
2 Hours
FORMAT OPTIONS:
IN-PERSON LECTURE ·
VIRTUAL LECTURE ·
WEBINAR WITH LIVE Q&A

SUGGESTED AUDIENCE

DENTISTS
DENTAL HYGIENISTS
DENTAL ASSISTANTS
TREATMENT COORDINATORS
ADMINISTRATION TEAM

SCALE YOUR FULL ARCH PRACTICE

Offering full arch treatment is one thing. Building a system that consistently generates, converts, and delivers 3–4 or more cases each month is something entirely different. In this practical course, Dr. Sully Sullivan breaks down the business systems behind growing a predictable full arch program, designed for dentists who are ready to move beyond doing an occasional All-on-X case and create a true practice within their practice.

From marketing and lead intake to diagnostics, consultations, financing, scheduling, and team communication, attendees will learn how each part of the patient journey impacts case acceptance and growth. Dr. Sully shares the workflows, communication strategies, and team systems used to manage higher case volume efficiently, create a better patient experience, and build a full arch program that can grow without creating chaos inside the rest of the practice.



KEY TAKEAWAYS

- Build a repeatable marketing, intake, and consultation workflow designed to increase full arch case volume
- Improve case acceptance through stronger diagnostics, patient communication, and financing strategies
- Learn how to schedule and structure full arch cases without disrupting the rest of the practice
- Create clear team roles, communication systems, and workflows to support consistent growth

DURATION: 3HR OR Full Day

FORMAT OPTIONS:
IN-PERSON LECTURE
VIRTUAL LECTURE
WEBINAR (WITH LIVE Q&A)

SUGGESTED AUDIENCE:
DENTISTS
(OWNERS AND ASSOCIATES)
TREATMENT COORDINATORS

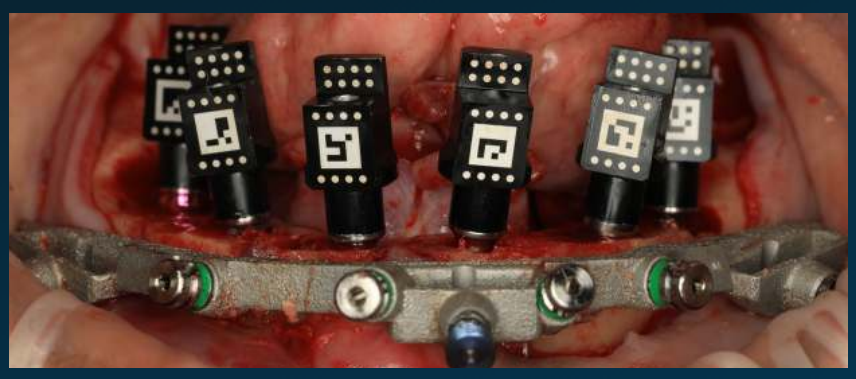
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3D DENTISTS

DIGITAL ALL ON X

Digital workflows are transforming full-arch dentistry by making complex procedures more predictable, efficient, and repeatable. In this course, Dr. Sully Sullivan walks through the complete digital All-on-X workflow, from pre-operative diagnostics and treatment planning to surgery, intraoperative data collection, photogrammetry, and 3D printed prosthesis delivery.

Attendees will see how each step of the workflow connects, which technologies are most valuable at each stage, and how digital data can improve communication between the surgical, restorative, and laboratory teams. Whether presented as a lecture, webinar, or lecture plus hands-on experience, this course gives clinicians a practical framework for implementing a more streamlined and confident full-arch workflow.





DURATION: 3HR, Full Day OR 2 Day

FORMAT OPTIONS:
IN-PERSON LECTURE
VIRTUAL LECTURE
WEBINAR (WITH LIVE Q&A)

SUGGESTED AUDIENCE:
DENTISTS
(OWNERS AND ASSOCIATES)

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THE MILLENNIAL DENTIST

HOW TO CONNECT:

MILLENNIAL DENTIST PODCAST

Welcome to The Millennial Dentist Podcast— a raw, real, and ridiculously motivating podcast for dentists who are ready to take their practice, leadership, and life to the next level.

With over 300 episodes, the show has become a go-to resource for young docs, practice owners, and teams across the country. Whether you're feeling stuck, scaling up, or just need a kick in the scrubs — this podcast has something for you.

LISTEN AND SUBSCRIBE:

3D Dentists Pro App—where dental success isn't just a dream, it's a plan! Join a vibrant online community of like-minded dental professionals, from dentists to admin teams, hygienists, assistants, and lab techs.

3D DENTISTS PRO APP

Connect in lively discussions, level up with top-tier online courses, soak up wisdom from engaging podcasts, dive into practical blogs, and shine in virtual masterclasses. This isn't just a community—it's the ultimate growth hub for every dental team member. Get ready to connect, learn, and turn your dreams into reality!

SULLY SULLIVAN **@MILLENNIALDENTIST**