

Agenda

WEDNESDAY, JULY 19, 2023

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|-------------------------------|---|
| 7:00 a.m. – 4:00 p.m. | TUSK Partners Workshop
<i>(Breakfast and lunch provided. Registration required, no same-day walk-ins.)</i>
<i>Proudly brought to you by Tusk Partners</i> |
| 9:00 a.m. – 3:00 p.m. | Scale Your Dental Practice Bootcamp
<i>(Breakfast and lunch provided. Registration required, no same-day walk-ins.)</i>
<i>Proudly brought to you by SMC National and Fischer's Professional Group</i> |
| 12:00 p.m. – 4:00 p.m. | Building Blocks of HR Due Diligence Workshop
<i>(Lunch provided. Registration required, no same-day walk-ins.)</i>
<i>Proudly brought to you by HR for Health</i> |
| 12:00 p.m. – 4:00 p.m. | Dental Tech Discovery Workshop
<i>(Lunch provided. Registration required, no same-day walk-ins.)</i>
<i>Proudly brought to you by Revere Partners</i> |
| 2:00 p.m. – 4:00 p.m. | ADSO CEO Roundtable
<i>(Member and invite only.)</i> |
| 3:00 p.m. – 7:00 p.m. | Dykema DSO Conference Registration Desk Open
<i>Proudly Sponsored by Large Practice Sales</i> |
| 3:00 p.m. – 6:00 p.m. | Champagne Welcome
<i>Proudly Sponsored by Caber Hill</i> |
| 4:00 p.m. – 6:00 p.m. | Women in DSO Networking Event
<i>Proudly Sponsored by Henry Schein</i> |
| 6:00 p.m. – 7:00 p.m. | Conference Kick-Off Mixer
<i>Proudly Sponsored by Dentist Job Connect</i> |
| 7:00 p.m. – 10:00 p.m. | Dinner and Reception Under the Stars
<i>Proudly Sponsored by Membersy, CareStack and SolutionReach</i> |

Agenda

THURSDAY, JULY 20, 2023

- 7:00 a.m. – 7:00 p.m.** **Registration Desk Open**
Proudly Sponsored by Large Practice Sales
- 7:00 a.m. – 8:00 a.m.** **Morning Yoga**
Proudly Sponsored by Oakpoint
- 8:00 a.m. – 6:00 p.m.** **Professional Headshot Studio Open**
Proudly Sponsored by Align Technology
- 8:00 a.m. – 6:00 p.m.** **Relax and Recharge Lounge Open**
Proudly Sponsored by GLO Science Professional
- 8:00 a.m. – 9:00 a.m.** **Breakfast**
Proudly Sponsored by Videa Health
- 9:00 a.m. – 9:30 a.m.** **DSO Difference Makers – Presented by the Dykema DSO Group**
Brian Colao, Director of the Dykema DSO Industry Group
Zack Hoard, Member, Dykema
Virgil Ochoa, Member, Dykema
Eric White, Member, Dykema
Craig Woods, Member, Dykema
- 9:30 a.m. – 9:45 a.m.** **Jeff Civillico – Conference Emcee**
Proudly Sponsored by CareCredit
- 9:45 a.m. – 10:30 a.m.** **State of the Industry and Discussion**
Steve Thorne, Founder and CEO, Pacific Dental Services
- 10:30 a.m. – 11:00 a.m.** **Break**
Proudly sponsored by Medix Dental IT
- 11:00 a.m. – 11:30 a.m.** **Industry Perspectives from Industry Leaders**
Guy Amini, President, dentalcorp
Stan Bergman, Chairman of the Board and CEO, Henry Schein
Steve Bilt, CEO, Smile Brands
Dr. Ray Cohlma, Executive Director and COO, American Dental Association

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THURSDAY, JULY 20, 2023 (continued)

11:30 a.m. – 12:00 p.m.

Same-store Growth Discussion

Speakers to be announced soon.

12:00 p.m. – 12:30 p.m.

Key Inflexion Points in the Growth of Your DSO

Bob Fontana, Founder and CEO, Aspen Dental

More speakers to be announced soon!

12:30 p.m. – 2:00 p.m.

Lunch

Proudly Sponsored by Dental Care Alliance

2:00 p.m. – 3:30 p.m.

Breakout Sessions

Rotation one begins at 2:00 p.m., rotation two begins at 2:45 p.m.

Each session is 40 minutes.

Breakout 1: Burning Questions: Legal

Eric Fingerhut, Member, Dykema

Brian Forbes, Member, Dykema

Eric Klein, Member, Dykema

Rich Lieberman, Member, Dykema

Donna McElroy, Member, Dykema

Breakout 2: DSO Lending

Angela Baker, Vice President, Business Development, Wintrust

Evan Barker, Commercial Relationship Manager, CapStar Bank

Amine Lahlou, Senior Vice President, Citi

Mike Montgomery, Senior Vice President, Live Oak Bank

Breakout 3: To be announced soon!

Breakout 4: Leveraging Real Estate Investment

Trusts in Your Business Plan

Presented by Sunset Technologies

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THURSDAY, JULY 20, 2023 (continued)

Breakout 5: Cyber Protection

Presented by National Dental Healthcare REIT

Breakout 6: DSO Accounting

Derek Kaulfuss, Principal, Plante Moran

Mark Rudolph, Shareholder, Elliott Davis

Mike White, Principal, CLA

Breakout 7: Patient Financing

Presented by PrimaHealth Credit

Patients are overwhelmed with the cost of care and are delaying treatment. Providers are juggling too many finance partners to get their patients approved for care. Join us to discuss how DSOs can profitably serve most patients including the underserved with one easy-to-use solution.

Breakout 8: Measuring Associate Productivity

Dr. Hisham Barakat, Chief Clinical Officer, Guardian Dental Partners

Dr. Jon Mason, Chief Clinical Officer, Select Dental Management

Dr. Jon Meis, CEO, Smart Choice Dentistry

Dr. Charles Moser, Dental Success Coach, Underbite Dental Management

3:30 p.m. – 4:00 p.m.

Break

Proudly Sponsored by Birdeye

4:00 p.m. – 4:30 p.m.

Presentation of the 2023 Dental Titan Award

4:30 p.m. – 5:00 p.m.

Buy-Side Panel

J. Hedrick, CEO, Smile Doctors

Danny Kawas, CEO, Guardian Dental Partners

David Pegg, Chief Growth Officer, DCA

Lane Theriault, CEO, Independence

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THURSDAY, JULY 20, 2023 (continued)

- 5:00 p.m. – 5:30 p.m.** **Growing Your DSO in 2023: Solving Top 5 Challenges to Ignite Growth**
Jeff Koziel, President, DCA
Geoff Ligibel, CEO, 42 North Dental
DeAnn McClain, Executive Vice President, COO, Heartland Dental
Cindy Roark, Senior Vice President and CCO, Sage Dental
Moderator: Amol Nirgudkar, CEO, Patient Prism
- 5:30 p.m. – 6:00 p.m.** **Middle-Market DSO**
Heidi Arndt, Founder and CEO, Evolve Dental Advisors
Sam Gruenbaum, CEO, West Coast Dental
Mick Janness, CEO, Oakpoint
Lee Provow, CEO, Oak Dental Partners
- 6:00 p.m. – 6:30 p.m.** **Women in DSO Panel**
Speakers to be announced soon!
- 6:30 p.m. – 11:00 p.m.** **Dykema DSO Reception and Party**
- 8:00 p.m. – 8:45 p.m.** **Musical Opening Act – The Spazmatics!**
Proudly Sponsored by CLA (CliftonLarsonAllen)
- 9:00 p.m. – 9:10 p.m.** **Colorado's Largest Drone Show!**
Proudly Sponsored by Patterson Dental
- 9:10 p.m. – 11:00 p.m.** **Headliner Musician – Belinda Carlisle**
Headliner band transportation is proudly sponsored by Live Oak Bank

FRIDAY, JULY 21, 2023

- 7:00 a.m. – 11:00 a.m.** **Registration Desk Open**
Proudly Sponsored by Large Practice Sales

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FRIDAY, JULY 21, 2023 (continued)

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|--------------------------------|---|
| 8:00 a.m. – 12:00 p.m. | Professional Headshot Studio Open
<i>Proudly Sponsored by Align Technology</i> |
| 8:00 a.m. – 12:00 p.m. | Relax and Recharge Lounge Open
<i>Proudly Sponsored by GLO Science Professional</i> |
| 8:00 a.m. – 9:00 a.m. | Breakfast
<i>Proudly Sponsored by Glidewell</i> |
| 9:00 a.m. – 9:30 a.m. | New Innovations for Increasing Same-Store Growth
Sina Amiri, Vice President of Revenue, Zentist
Nikki Dean, Director of Strategic Accounts, Pearl
Jinesh Patel, Co-Founder and CEO, Uptime Health
Stephen Sweeney, Founder, iCreditWorks |
| 9:30 a.m. – 10:00 a.m. | Lessons from PE investors
Steve Cohen, Managing Director and General Counsel,
InTandem Capital Partners
Robbie Isenberg, Managing Director, Clairvest Group |
| 10:00 a.m. – 10:30 a.m. | An Interview with Andre Agassi |
| 10:30 a.m. – 11:00 a.m. | Break
<i>Proudly Sponsored by Overjet</i> |
| 11:00 a.m. – 11:30 a.m. | Sell-Side Panel
Kevin Cumbus, President, TUSK Partners
Kurt Harvey, Managing Director, Caber Hill Advisors
Brannon Moncrief, Principal, CEO, McLerran and Associates
More speakers to be announced soon! |
| 11:30 a.m. – 12:00 p.m. | DEO Panel |
| 12:00 p.m. – 12:30 p.m. | Grab-and-Go Lunch
<i>Proudly sponsored by Dentsply Sirona</i> |

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