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YOU. YOUR STORY. MAKE AN IMPACT!

The Big Picture
A hilarious and wildly motivating journey through the power of story to help you form stronger teams, enhance patient relationships, be more impactful managers, and re-engage in what you do and why you do it.

“Laughing the whole way.”

Keynote Speaker: KELLY SWANSON

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• LEADERSHIP | Leadership Lessons for Dental Teams
• SELF-IMPROVEMENT | You Got This! Leading With Charisma & Confidence
• TEAMWORK | Tackle Crickets, Complainers & Clock Watchers
• PRACTICE GROWTH | From Start-up to Build-up
• PHONE SKILLS | Learn to Convert All of Your Calls Into Appointments
• CONFIDENCE | 50 Shades of Amazing—Why Not?

AND SO MUCH MORE!

Lead Image
SPECIAL PRE-CONFERENCE SESSIONS!

AADOM’s Train the Trainer All Day Skills Camp
Heidi Arndt, RDH, BSDH & Deena J. Ali, RDH, BS, MBA
For dental group trainers, managers and regional managers who want to improve the success of their group with strong systems and skills training they can bring back to their teams. Attendees will leave this camp ready to create a positive impact and drive success in their dental group.

Dental Insurance Field Guide (Insurance Basics)
Teresa Duncan, MS, FAADOM
Be your office’s incredible insurance resource! We’ll talk about today’s biggest reimbursement issues and then wrap up with Teresa’s popular look ahead so you can be prepared for any changes.

You’re In This Position, Now What?
Laura Hatch, BS, MS, FAADOM
Transitioning into a new role is never smooth. We can help! Laura will guide you through the first stages of this very crucial shift. Come away with an action plan that shines!

All this plus...
> Explore the River Walk and the Alamo with other AADOM members
> Super Teams Panel - Expert Panel Discussion on How To Elevate Your Team!
> Technology Rodeo!
> Newbie Welcome Session! Meet other members and learn how AADOM can help you!
> Practice Administrator of the Year
> Forum Live!

Your HR GPS
Ginny Hagerty, SPHR
Let’s shed some light on the risks and rewards of the new world of real-time information and instantaneous feedback, learn how to avoid common missteps and hire, develop and retain the right team members.

Simple Changes; Big Rewards
Leaders spend upwards of 75% of their time communicating; it’s critical that practice leaders are prepared for these crucial conversations. Join me and learn simple, yet profound changes that will positively impact you, the team, the patients and YES, the bottom-line.

From Start-up to Build-up
Theresa Narantic
Start-ups or existing practices – are you ready to grow your practice? We’ll explore the basics of starting a successful practice and focus on laying a solid foundation for growth.

Yes, Yes, Yes! Where Do We Start?
Case presentation can be frustrating – we know! We’ll find out how a team can motivate their patients to want to complete treatment. Let’s increase acceptance for healthier mouths and schedules!

Expect the YES! and Forget the Rest!
Dana Watson, FAADOM
The first phone call sets the tone for the patient’s visit. Learn how to confidently handle questions and set expectations so that you can convert those calls into appointments!

Row Your M.O.E. Harness the “Mentality of Excellence” Within Your Team!
Are you worried about the competition? You’re not alone. Let’s walk through how to create a more productive schedule, a loyal patient base, and a work atmosphere that rocks!

Keynote Speaker
KELLY SWANSON

KEYNOTE
You. Your Story. Make an Impact! The Big Picture

FOCUSED WORKSHOP
You. Your Story. Make an Impact! The Deep Dive

Why Would Anyone Want to Visit Your Dental Office?
Brad Barbera
Learn how to create a great experience for your customers without adding costs, working harder, or sacrificing the actual health care that you provide.

Tackle Crickets, Complainers & Clock Watchers!
Judy Kay Mauzolf
This fun session will teach you to confidently facilitate meetings that will empower your team. Imagine your team is more focused, energized and efficient. Judy Kay can make it happen!

Leadership Lessons for Dental Teams
Dr. Mark Murphy
Leadership lessons from one of our most requested speakers! Communication, culture and team growth will be the focus of this dynamic course.

50 Shades of Amazing—Why Not?
Janice Hurley
Janice will help you embrace your own formula for an amazing YOU! In a group setting, let’s plan for your health, happiness and success.

Dental Spouse Business Network (DSBN)
You Got This! Leading with Charisma & Confidence
Janice Hurley
Discover how to love being the Practice Partner! Confidence in your role can make a difference in the life of a dental spouse. Learn from each other and face your fears!

Keynote
You. Your Story. Make an Impact! The Big Picture

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