

TIME | 12:30 pm TO 1:20 pm
THEATRE | 5
CATEGORY | 3



Digital Dentistry and Connectivity

Digital dentistry is here to stay and is the way of the future. Our digital scanning and lab experts will be exploring the world of digital versus traditional practices. While diving deep into digital impressions there will be a focus on ortho and implant workflows, as well as what to consider when choosing an intraoral scanner. There will be time spent as well on the lab side of the business and how that is correlated with in house scanning.

Speakers: Jamie Sullivan, CAD/CAM Specialist
Denise Kusinski National Sales Manager of Zahn Lab Sales

TIME | 12:30 pm TO 1:20 pm
THEATRE | 6
CATEGORY | 3



Don't Delay! Tax Strategies for 2018

Confused or worried about the new government tax changes starting in 2019? Our presentation will show you how to plan around these new changes. Whether you are an associate starting out, an established practice owner or a retiring/retired Dentist, there are strategies to help maximize your financial situation before 2019 and ongoing. There is a solution or a combination of solutions out there for your unique professional and personal situation. Don't wait and start seeking the professional integrated advice with TMFD Financial to avoid any unnecessary mistakes.

Speakers: Josh Belliveau, Senior VP Advisory Services and
Chris Molloy, Senior VP Advisory Services

TIME | 12:30 pm TO 1:20 pm
THEATRE | 9
CATEGORY | 3



Extending the care beyond your chair

- Explore and discuss today's patient challenges. See how easy it is to implement new technologies clinically proven and designed to elevate patient care.
- Empower your patients in between hygiene appointments to Virtually Eliminate Gingivitis!
- Experience for yourself the latest innovations and take home the tools to plan, implement and evaluate patient home care...
Everybody wins when patients get healthier

Speaker: Robyn Shields, National Operations Manager

TIME | 12:30 pm TO 1:20 pm
THEATRE | 10
CATEGORY | 3



Why the Dental Service Organization is a good fit for some but not for all

The corporate dental phenomenon has captured the interest of the profession coast to coast. What's really going on? I worked for Canada's first corporate entity in the late 1980's and have had a fascinating experience following that company, and every other company since then. We have established a unique and empirical viewpoint of the past 30 years. ROI Corporation is equipped with an unmatched and unparalleled wealth of qualitative and quantitative information. No one in the industry has the information at their fingertips that we possess. We bring clarity and simplicity to a myriad of rumor and speculation.

- Why solo dentistry remains the preferred business model of the majority of Canadian dentists
- Group practice – a look back to its formation in the 1970's to today – why has it not attracted more dentists?
- Benefits of selling to a DSO
- Competitive Landscape – from the DSO and the new solo dentists setting up in your area

Speaker: Timothy A. Brown, CEO and Broker of Record for ROI Corporation