‘Exciting time to be a DSO’

The Association for Dental Support Organizations (ADSO) views itself as the primary champion and representative of the group-practice/dental-support business model in the U.S. The association represents the interests of emerging DSOs through education, training and mentorship, and it further supports national DSOs through its advocacy efforts.

Because of ADSO’s access to sector leaders, the association has been able to regularly host a comprehensive DSO annual conference, which this year is set for March 11–13 in National Harbor, Md., at the Gaylord National Resort and Convention Center. By calling on its members to share their insights and experiences, the association has been able to deliver a uniquely thorough educational experience for a sector that has been growing every year since its inception in 2014.

According to the association, it’s an exciting time to be a DSO or group practice leader — especially with the cooperation and support available within the ADSO community, which enables members to effectively share insights in support of the continued development of the business model.

This year, for the first time, the summit will have sessions and panels organized into tracks to help attendees better determine exactly which educational opportunities will be the most valuable to them. The 2020 summit tracks are: Leadership; Growth & Development; Compliance; Operations; Technology; and Partnering For Growth.

The Partnering For Growth track will include topics touched upon in the other six tracks but specifically from the standpoint of emerging DSOs in the earliest stages of their growth.

The association invites prospective attendees to join the gathering in March at National Harbor to hear from some of the most successful names in the industry as they share what they have learned on their paths to success. Membership

New courses, programs debut at Hinman 2020

The Thomas P. Hinman Dental Meeting — described by organizers as the nation’s leading dental meeting and comprehensive source of continuing education in dentistry — has announced several new educational programs and tracks for dentists of all ages and levels of experience. Hinman 2020, which will be held March 19 to 21, will offer the “GO Track” for emerging and new dentists, the “SILVER Track” for experienced dentists planning for retirement and a Student Program designed especially for dental students.

Hinman 2020 is filled with new educational programs and courses designed
With ADSO is not required for DSO and group-practice attendees, but it’s worth noting that members do receive complimentary registrations.

Organizations that provide products and services to DSOs and group practices who are interested in attending, sponsoring, speaking or exhibiting at the ADSO Summit 2020 must join the ADSO Industry Partner program. You can request additional information by sending an email to Membership@TheADSO.org.

If you would like to know more about ADSO’s annual summit, you can email ADSO at Info@TheADSO.org, or you can call (703) 940-3860.

The association’s mission is to work with members to create practice environments where dentists can choose the administrative services that best enable them to focus on patients, expand access to quality dental care and improve the oral health of their communities.

(Source: ADSO)
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to help everyone from the new dentist who wants to set up a practice for success to the established dentist who may be looking to transition the practice in preparation for retirement,” said Dr. Bob O’Donnell, general chair for Hinman 2020. “Also, Hinman invites dental students to attend the meeting to take advantage of numerous networking opportunities, free courses and an enormous exhibit hall featuring every dental product and service imaginable.”

Designed specifically for new and emerging dentists, the “GO Track: How New Dentists Can Go Further, Faster!” (Course Fr500) is a half-day session led by Dr. Sully Sullivan on Friday, March 20, from 1 to 4 p.m. Sullivan practices in Brentwood, Tenn., and is the creator and host of the Millennial Dentist Podcast.

Sessions include “What It Takes to Transition from Associate to Owner,” “Keys to Early Success After Graduating Dental School” and “Leveraging Technology to Go Further, Faster.”

With emphasis on the established dentist, the “SILVER Track” offers a full day of courses that can be taken together or individually on Saturday, March 21, between 9 a.m. and 4 p.m. Topics cover everything from forming multi-generational partnerships to understanding the value of your practice. The courses include “Collaboration of Generations is a Recipe for Success,” “Stress, Life Balance and Second Chances,” “An Aggressive, But Legal Approach to Taxes” and “Understanding the Value of the Dental Practice in a Seller’s Market.”

Hinman 2020 offers several networking opportunities for dental students, including Happy Hour in the Exhibit Hall – Friday, March 20, 4 to 5 p.m., and Hinman’s Night Out at the Tabernacle, Friday, March 20, 7 to 10:30 p.m. In addition, students can take advantage of more than 280 courses (half of which are free) during the three-day meeting, including these special courses:

• “GO Track: How New Dentists Can Go Further, Faster!” with Dr. Sully Sullivan,
• “Top 10 Management Tools for a Successful Practice” with Lois Banta,
• “Owning Your Practice: The Key to Your Financial Future” with Charles Loretto,
• “Stuff Worth Knowin’ About Money, Practice and Life” with Dr. Wayne Kerr,
• “Hands-On Oral Surgery Workshop for Dental Students Only” with Dr. Amy Kuhmichel.

The Hinman Dental Meeting is designed with a commitment to quality and professionalism and a high regard for the value of continuing education. The Thomas P. Hinman Dental Meeting is sponsored by the Hinman Dental Society, a non-profit organization, and excess revenue is invested and gifted in the form of individual scholarships to dental, hygiene and assisting students and in contributions to institutions that foster dental education.

For more details and to register for Hinman 2020, you can visit Hinman.org. Contact Sylvia Ratchford, executive director, at (404) 231-1663.

(Source: Hinman Dental Society)