

105th NDA NATIONAL DENTAL ASSOCIATION CONVENTION 2018

ORLANDO, FLORIDA July 11 – 15 Rosen Centre Hotel

New Dentists' Sessions

Friday, July 13, 2018

9:00am - 11:30am



"Catch the Wave ... Products, Services, and Technology Every Practice Can Use"

Moderator: **Dovetta Johnson**

*Our industry is moving faster than ever before and products, technology and innovative services are leading the way. The dental industry continues to align itself with the momentum. To make sure you are able to bring your patients along during this exciting time you need to see and source the latest the industry has to offer. For approximately 10 minutes, each company will present a product, technology advancement or service and related research in an informative, obligation-free way. **Join your colleagues in the NDA Product Theater to learn how to enhance your practice and patient experience.***

1:30pm - 3:30pm



"The Ambitious Dentist Practice Owner" (All Attendees Welcome)

Simone Ellis, DDS

- Clear solutions and strategies to implement ambitious growth
- Identify critical KPI's (Key Performance Indicators) to help track your success,
- How to identify good team members in today's generation to achieve goals
- How to set realistic goals and expectations for a growing practice with today's dental entrepreneur challenges
- How to create an amazing internal and external marketing strategy that sets you apart from your competitors

Saturday, July 14, 2018

8:30am - 10:30am



NDA Presidents Symposium (Plenary Session-All Attendees Welcome)

"Value-Based Reimbursement: Quality Not Quantity – the Wave of the Future"

Moderator: **Nathan Fletcher, DDS**

Sponsored by DentaQuest



"Disruptive Innovation Change Model "

Allen Finkelstein, DDS

- To transform the dental insurance reimbursement model to one built on better practice outcomes.
- To create a model that will support the use of risk-based interventions and with the ability to reimburse for them.
- To develop a financial model that supports this philosophy and allows for changes within the current structure that are needed to achieve the desired shift in dental care to a preventive based medical intervention.



"Aligning Financing to Shift the Paradigm to Person-Centered Health"

Rebekah Matthews

- Grow understanding of how use of alternative payment mechanisms can improve the system of oral health through focus on prevention and individualized care.
- See how the Healthcare Payment Learning and Action Network's (HCPLAN) Alternative Payment Model framework applies to the current state and growth path of dental reimbursement.
- Gain knowledge on how providers can enhance their preparations for success in new payment approaches focusing on value and quality.

Saturday, July 14, 2018 Continued

New Dentists' Sessions



"A View from the Government, and Now The 'Real' World"

Lynn Douglas Mouden, DDS, MPH, FAGD, FACD

- Why dentistry is stuck in volume-based reimbursement
- The role of Federal policy in payment innovation
- Recent CMS policy efforts on value-based payment
- How the real world develops value-added services and addresses value over volume

11:30am - 1:30pm



"Professional Networking, Mentorship and Success As A New Dentist"

Moderator: Darwin K. Hayes, DDS, MHA, FAGD

Panelists: Colonya Calhoun, DDS, PhD, Oral Maxillofacial Surgeon, Residency Program Director;
Terry Crawford, DMD, MS, Endodontist, Private Practice Owner;
Evelyn T. Samuels, DMD, GP /Owner, Practice Consultant, and Author;
Rashondia Gaines, DMD, MS, GP/PreDoctoral Faculty;
Melissa Williams DMD, GP, Military, Locum Tenens

1:30pm - 3:30pm



"Creating the Ultimate Team & Patient Experience" (All Attendees Welcome)

Elijah Desmond, RDH, BS

Sponsored by CareCredit Patient Financing

- Develop an exceptional Patient experience, resulting in more patient referrals
- Understand how the importance of social media and marketing practices can have effective input but also determine how your office is perceived
- Apply your team's strength to best serve your patients
- Design a case presentation program that helps your patients say yes
- Identify communication and flow that keeps your office consistent