WHAT NEW DENTISTS NEED TO KNOW

New dentists need to be not only skilled and competent clinicians but capable and efficient business owners. It is important for them to be familiarized as early as possible with the tools needed to run a dental practice.

Designed for the new dentist – in the first five years of practice - this course offers an entertaining and informative look at the ever changing world of private practice dentistry. Drawing from Dr. Simon’s 30 plus years' experience in practice ownership which has included multiple fee-for-service and Medicaid practices, moves, build outs, space-sharing, practice acquisition, associates and a recovery from a major office fire.

Learn what to consider when buying or starting a new practice, what to look for in an associateship, practice ownership and management principles, office design and build out concepts, marketing tips, technology to consider, choosing a dental laboratory, referring to specialists, financial planning concerns, and risk management.

This course also highlights some of the unexpected things, both clinical and administrative, that a new dentist may encounter along the way. Attendees will appreciate the pearls of wisdom shared and common mistakes avoided when they apply Dr. Simon’s lessons and position themselves for a successful career in dentistry!

Learning Objectives - Mix & Match to customize a presentation for your next meeting!
- Historical Perspective on Dentistry - where dentistry has been/is going
- Associateship vs. Ownership – understand advantages / disadvantages
- Office Design – considerations/tips for creating optimum outcomes
- Financial Planning – estate, retirement and insurance planning concerns
- Practice Management – responding to challenges while advancing team/leadership
- The role of the Office Manager in practice success
- Marketing – internal/external strategies and activities
- New Technology – evaluating options/their impact on patient perceptions
- Choosing a Dental Laboratory – assessing lab choices to determine best fit
- Referring to Specialists – building strong referral relationships
- Risk Management – understand various issues/compliance guidelines
- Other Pearls of Wisdom...and much more!

Suggested Format: Full or Half-Day Lecture Workshop Keynote

Suggested Audience: New Dentists Dental Students Practice Managers

What Dental Students Need to Know

Customized for the third and fourth year student. This presentation helps students understand their options as they embark on their career in dentistry and offers answers to questions that dental students frequently ask.

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MEET DR. BILL SIMON

Mired in debt, fear, and uncertainty, new dentists are graduating with little idea of how to get a good job or run a dental practice.

Described by some as “dramatic”, Dr. Bill Simon’s 30 year dental career has included its share of challenging situations. Starting as an associate in a run-down Medicaid practice, Dr. Simon grew to become the sole owner of 2 highly successful multi-doctor practices. His experience includes 6 build outs, 9 locations, 4 space-sharing arrangements, 1 practice acquisition and over 25 associates. He experienced a lost lease, an embezzlement scheme, robbery at gun point, and a major fire after which the team worked out of 3 offices before settling into an abandoned dental office while he rebuilt. The fourth month after the fire, Dr. Simon's practice had the best production month in practice history.

These experiences, coupled with Dr. Simon's passion to help young dentists succeed, have inspired him to speak to and mentor new dentists. Sharing experiences and imparting lessons in leadership, communication and practice management principles, Dr. Simon encourages both new dentists and dental students with the knowledge and hope they need to allay their fears and facilitate their success.

EXTENSIVE EXPERIENCE
Dr. Simon has been a practicing dentist and practice owner in Chicago for over 25 years. He is a member of the American Dental Association, the Illinois State Dental Society, the Chicago Dental Society and the Academy of General Dentistry. He currently serves on the Illinois State Dental Society’s Committee of Access to Care and Committee for Medicaid Reform.

GIVING BACK
Dr. Simon volunteers his time to charitable causes including the Illinois Foundation of Dentistry for the Handicapped, Dental Lifeline Network and the Old Irving Park Free Health Clinic. He also volunteers his time to mentor dental and undergraduate students through various intern and externship program opportunities in his practice.

Past Presentations
Chicago Dental Society Mid-Winter Meeting; Windy City Lecture Series
American Association of Dental Office Manager (AADOM) Annual Conference
Southern Illinois University – Alton, 3rd and 4th Year Students
University of Illinois – Chicago, 3rd and 4th Year Students, (multiple)
Columbia University Dental School; New York (multiple)
Unlocking Practice Success Symposium; OraPharma/Dental Economics; Chicago

Dr. Simon has been published in:
AADOM Observer
Inside Dentistry
Pennsylvania AGD Keystone Explorer
The Dental Tribune (Canada)

Dr. Simon’s tools for running a successful practice were outstanding. His advice was very helpful in opening my eyes to the reality of becoming a well-respected and responsible practice owner.