

# ACCELERATE YOUR PRACTICE

2020  
CE DIRECTORY

From business management to clinical mastery,  
Virginia AGD CE courses are designed to fast-track  
your professional development goals.



**PACE**  
ACADEMY of  
GENERAL DENTISTRY  
PROGRAM APPROVAL  
FOR CONTINUING  
EDUCATION

## Steve Strickland, DDS, FAGD 2020 VAGD President



Merriam Webster defines a Professional as, "one relating to or connected with a profession." Indeed, we are all Professionals in the field of General Dentistry. Webster goes further to suggest that Professionalism is "the competence of skill expected of a professional." What does Professionalism mean to each of you?

I believe deeply that it is more than Mr. Webster defines. I would propose it entails a foundational commitment to quality, an unyielding pursuit of excellence, and unflappable integrity of both character and action. My fellow Professionals, your membership in the Academy of General Dentistry (AGD) demonstrates that you have not only embraced, but in fact embody this concept of Professionalism at the highest level.

With this in mind, I challenge you this year to be the best Professional that dentistry has to offer. Choose to grow in your profession by continuing your quest to attain Fellowship, Mastership, and LLSR. One of the best benefits of AGD membership is the camaraderie of fellow dentists sharing a common goal; to offer the best possible dentistry to our patients. Be a pillar of Professionalism through example and positive influence on your fellow dentists, always encouraging others to be goal-oriented and strive to exceed, not simply meet those goals. Vince Lombardi, a famous football coach and mentor, once said "The quality of a person's life is in direct proportion to their commitment to excellence, regardless of their chosen field of endeavor." Lead by example and strive for Professionalism in everything you pursue.

When we speak of the "pursuit of Professionalism," we would be remiss if we did not mention our sponsorship partners. These Professionals remain steadfast in their commitment to Professionalism as well. Our organization should be sure to recognize the many partners that support our profession through sponsorship. These representatives share in our values relative to quality, excellence and integrity. They highlight this through sharing their knowledge about the products and services they offer to further advance our common goal of patient satisfaction. I encourage you to take time to visit with them at meetings. Try to reserve a few minutes during your busy day to speak to them, but more importantly to listen to them. They are a valuable resource on your journey throughout your career.

Quality, excellence and integrity in our profession requires a commitment to Continuing Education (CE). This year, the Virginia AGD has designed an outstanding CE schedule that we hope meets the diverse needs of our constituent. Our courses vary from hands-on, weekend-long learning as part of our MasterTrack program, to a series of free CE courses centered around sharpening your business acumen. We are excited to bring the Fellowship Review Course to our state this Fall, to help you get one step closer to reaching your Fellowship goals. Our 2020 calendar will culminate with the 32nd VAGD Annual Meeting centered around building your practice. I recommend you bring your staff when appropriate. They too are Professionals, each looking to grow, and are a vital part of achieving our own goals.

At the end of the year, we are proud to bring back the VAGD Annual Awards Dinner for new Fellows and Masters, celebrated in the presence of VAGD Fellows, Masters and AGD Leaders. It is my sincere hope that you plan to attend this celebration! More importantly, it is my sincere desire that YOU are recognized, so that we may celebrate you as a new Fellow or Master.

Lastly, while we focus on these elements this year, let us not lose sight of our membership. To be certain, you are the reason our organization exists. Though Virginia AGD is one of the nation's largest constituents, we need to continue to grow our organization with the same caliber of Professionals as you. Invite your friends to join you at our next event. The board is working on ideas to maintain and expand our membership base. Please feel free to share your ideas with any board member!

I look forward to a great year in AGD, and your role in its success. It is a remarkable honor to serve as your President this year, and even more remarkable to count myself among you as a colleague, and a Professional. I wish you all continued success in your careers.

*Steve Strickland, DDS, FAGD*

### **2020 VAGD Executive Board**

President—Steven Strickland, DDS, FAGD  
Vice President/Editor—Bradley Hammitt, DDS  
President Elect/Membership—Jeena Devasia, DDS  
Treasurer—Greggory Bowles, DDS, MAGD  
Secretary—Yosreldin Koheil, DDS, FAGD  
Executive Director—Ms. Karen Haddon  
Finance Director—Ms. Victoria Fahrenkrog



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## FREE CE

A series of 2 to 4 Hour, Free-for-Member CE courses with a business focus designed to both sharpen your skills as a business leader and practice owner, while also incorporating a social element to share best practices and compare notes. Events will be added throughout the year and around the state. This CE is offered free for members, but still requires advance registration.

### **February 20, 2020: Reston, VA**

"Retirement Readiness:

How to Prepare Today for Life After Dentistry"

5:30 PM – 8:30 PM

### **December 5, 2020: Richmond, VA**

**VAGD 32nd Annual Conference**

"Finance 101: Everything You Need to Know  
that No One Ever Told You"

8:30 AM – 12:30 PM

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## FELLOWTRACK

Full-Day Lecture courses, designed especially for doctors and staff.

### **March 20, 2020: Tysons, VA**

**George Bruder, DMD**

"When Less Becomes More:

Utilizing Advanced Tools & Techniques for Maximum Effect"

A course for experienced clinicians who are ready to fine-tune their techniques with new instruments designed specifically to preserve more natural anatomy. In addition, cover concepts for executing conservative preparations which still encourage appropriate cleaning and obturation.

### **December 4, 2020: Richmond, VA**

**VAGD 32nd Annual Conference, Sandy Pardue**

"Accelerate Your Practice"

Learn what it takes to avoid practice management blunders that may be working against you. Attendees will learn how to better control the phones, increase new patient numbers, create productive days with less stress, reactivate patients, improve communication skills, increase treatment acceptance, predict and control broken appointments, and even more to increase your bottom line!

## SPECIAL TRAINING SESSIONS

### **October 16, 2020: Richmond, VA**

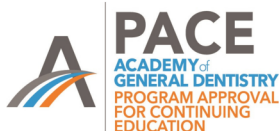
**ACLS Re-Certification and  
Sedation Update**

Two courses conveniently scheduled for one day.

### **November 14-15, 2020: Reston, VA**

**Fellowship Review Course**

Prepare for the Fellowship exam or brush up on your general knowledge at this 2-day comprehensive review course.



Approved PACE Program Provider  
FAGD/MAGD Credit Approval  
Does not imply acceptance  
by a state or provincial board of dentistry  
or AGD endorsement.

The current term of approval extends from 6/01/15 to 5/31/19.  
Provider ID: 219330

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## MASTERTRACK

Protocol courses with a hands-on, participation element designed for those seeking Mastership, but open to any member or non-member to attend. Register for all three courses for significant savings.

**April 17-18, 2020: Reston, VA**

**Ross Nash, DDS**

"Fixed Prosthodontics in General Practice"

16 Participation Credit, Code 610

**August 7-8, 2020: Chesapeake, VA**

**Michael Waliszewski, DDS**

"Complete Dentures in Clinical Practice"

12 Participation Credit, Code 670

**October 23-24, 2020: Reston, VA**

**Joyce Bassett, DDS, FAGD**

"Digital Design and Real World Cosmetic Dentistry"

16 Participation Credit, Code 780

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## SOCIAL EVENTS

Save the date for Social Events around the state, designed to bring our members together and celebrate their accomplishments

**August 7, 2020:**

**Chesapeake, VA**

**MasterTrack Community Social**

Are you a Master or interested in learning more about Mastership?

Reconnect with colleagues at this annual gathering.

**October 23, 2020: Dulles, VA**

**VAGD Awards Dinner**

An invitation-only evening presented in partnership with the Popovich Financial Group to celebrate Virginia's 2020 Fellow and Master award recipients among the company of Fellows, Masters and AGD Leaders.

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For more details or to register, visit our official website at [vagd.org](http://vagd.org). For inquiries, contact us at (804) 320 8803 or at [virginiaagd@gmail.com](mailto:virginiaagd@gmail.com).

# Retirement Readiness

*How To Prepare Today for Life After Dentistry*

February 20  
5:30 PM-8:30 PM

2 CE Credits  
Code 550



1800 Robert  
Fulton Dr.  
Reston, VA

**Free for  
Members**



Have you thought about Life After Dentistry? No matter where you are in your dental career, planning for the future is an important part of the decisions that you make today.

Join us for an evening of networking with the experts, heavy appetizers and spirits as we look down the road to retirement.

## The Schedule

5:30 - 6:00 Appetizers, Refreshments and Networking  
6:00 - 7:00 Taking The Steps to Financial Fitness  
7:00 - 7:30 Appetizers, Refreshments and Networking  
7:30 - 8:30 Exiting Your Practice

**Part One:** Financial fitness is no different than personal fitness. It requires commitment, long-term planning and a team-based approach to achieving the desired outcome. We will explore the basics of running a successful practice, earning profits on the assets and ultimately translating those profits into cash flow. As the business evolves into a "well-oiled machine," decisions must be considered to ensure its continued success. We will dive into strategies that lower taxes, improves chances for early retirement, and increase the foundations for success.

- Understanding your business entity structure
- How to manage profits and save on taxes
- The importance of saving and identifying the ideal investment funding vehicles
- The roles and responsibilities of the Employer, Financial Advisor and Third Party Administrator

**Part Two:** While not everyone in the room may be a practice owner, selling a practice goes hand in hand with buying a practice, so there is value to anyone who either currently owns a practice or intends to down the road.

- What makes a practice valuable?
- When and how to prepare your practice for sale
- Types of sale structures and ancillary considerations to maximize sale price
- Common mistakes to avoid

**REGISTER:** [Edropin.com/e/RetirementReadiness](https://edropin.com/e/RetirementReadiness)

AGD Members **Free** (Pre-Registration Required)

Non-Members and Guests **\$20**

The Popovich  
Financial Group

**BAIRD**



**BAIRD**

## Imagine Caring Without Worrying


We understand your peace of mind depends on the happiness of those you care for. That's why we're committed to helping you achieve all you want for yourself and your business.

### **The Popovich Financial Group**

Nancy Popovich, Managing Director  
Ryan Unthank, CFA  
Brittney Goad, CFP®  
Shannon Johnson, Client Assistant

1750 Tysons Blvd Suite 260  
McLean, VA 22102  
703-668-1300 . 888-853-2753  
[popovichfinancialgroup.com](http://popovichfinancialgroup.com)  
[popovichfinancialgroup@rwbaird.com](mailto:popovichfinancialgroup@rwbaird.com)



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# "When Less Becomes More: Utilizing Advanced Tools & Techniques for Maximum Effect"

March 20  
8:30 AM-4:00 PM

7 CE Lecture  
Credits  
Code 070

**TD Bank**

TD University  
Seminar Room  
1919 Gallows Rd  
(surface parking  
off Boone Blvd)  
2nd Floor  
Vienna, VA

This course is for experienced clinicians who are ready to fine-tune their techniques with new instruments designed specifically to preserve more natural anatomy. In addition, concepts for executing conservative preparations which still encourage appropriate cleaning and obturation will be presented.

## Objectives:

After attending this course, the participant will:

- Understand how advancements in metallurgy and instrument design have been combined to create a shaping system which adhere to a philosophy focused on dentin preservation
- Understand the concept of per cervical dentin preservation.
- Understand the attributes of various irrigating solutions and advanced delivery and activation tools which take advantage of recent material advancements to combat bacteria.

**Dr. Bruder** was the founding Chair of the Department of Endodontics and Director of the Advanced Specialty Education Program in Endodontics at Stony Brook University School of Dental Medicine from 2006-2015. In 2012, he was awarded the prestigious Edward M. Ostek Educator Award from the AAE and is also a member of Omicron Kappa Upsilon, National Dental Honor Society.



Dr. Bruder is a diplomate of the APE and the Coordinator of Micro-Endodontics and Endodontic Technologies in the Advanced Graduate Program in Endodontics at Harvard School of Dental Medicine.

Notice to audience: This speaker is being compensated by Dentsply Sirona for this event and does have monetary or other interests with Dentsply Sirona and/or with any company whose products are discussed or presented in this presentation.



**REGISTER: [www.VAGD.org](http://www.VAGD.org)**

AGD Members **\$199**

New AGD Dentist **\$149**

Non-Member **\$319**

 **Dentsply  
Sirona**  
Endodontics



# Light Wave Dental

Lighting the way in group dentistry

What if you could join a group that is different?

**Light Wave Dental is a group of 40 like-minded practices in Virginia and North Carolina that is solving the big problems facing the dental industry today by providing the benefits of group dentistry while preserving the essence of private practice**

## Management



We allow doctors to practice dentistry without the burden of management

## Reimbursements

We negotiate with insurers for better rates by using our geographic concentration



## Retirement

Our valuations allow owners to realize their retirement goals



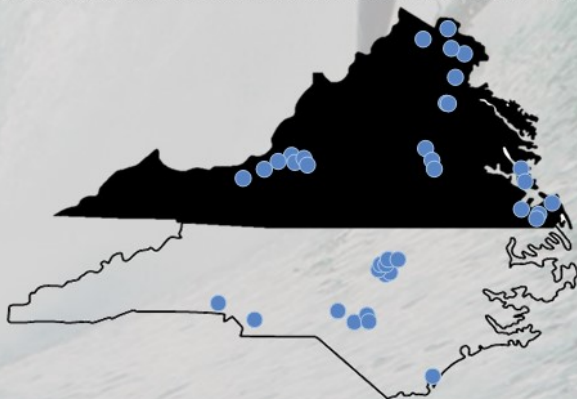
## Partnership

We provide a path to partnership for associates



## Our Vision

We will be the premier group in the mid-Atlantic region with over 125 of the highest quality, fastest growing and most profitable dental offices



**Get top dollar for your practice today!**

[www.lightwavedental.com](http://www.lightwavedental.com)

(571) 659-0732

MASTER  
TRACK

SPRING

## "Fixed Prosthodontics in General Practice"

April 17  
8:30 AM-5:00 PM

April 18  
8:30 AM-5:00 PM

16 Participation  
CE Credits  
Code 610

Protech Dental  
Studio: 1890  
Preston White  
Dr. Reston, VA

In this two day program, Dr. Nash will describe various indirect techniques and materials for restoring natural teeth and replacing missing teeth. Porcelain veneers, ceramic inlays, onlays, full crowns and fixed bridges will be shown in step by step fashion. Hands on exercises will be conducted on typodonts to illustrate preparation design for various restoration types. Principles of smile design and occlusion will be covered as they relate to full-mouth rehabilitation.

### Objectives:

- Learn materials for indirect restorations
- Learn preparation designs for various restorative materials
- Learn placement techniques for indirect restorations
- Learn principles for full mouth rehabilitation

**Ross W. Nash, DDS, AFAACD** was an engineer and chemist before entering dental school at the University of North Carolina in 1974. He has practiced general, cosmetic and restorative dentistry since 1978. He currently practices full time in Huntersville, North Carolina. He and his wife, Debra Engelhardt-Nash, are co-founders of the Nash Institute for Dental Learning in Huntersville, where they provide continuing clinical and practice management education for dentists and team members. Dr. Nash is an Accredited Fellow in the American Academy of Cosmetic Dentistry and a Fellow in the International Academy of Dental Facial Aesthetics.



**REGISTER: [www.VAGD.org](http://www.VAGD.org)**

**AGD Members \$950 Per Session**

**Non-Member \$1195 Per Session**

**Register for All Sessions (Spring, Summer and Fall) \$2000**

SUMMER

## "Complete Dentures in Clinical Practice: What Works and Why"

MASTER  
TRACK

This 1.5 day hands-on course will focus on efficient, reliable, and effective complete denture techniques. The information will be delivered using three phases of the complete denture training program created by Dr. Waliszewski. This course is meant for those who are seeking to improve their clinical outcomes with this large segment of the 'dental needs' population.

### Objectives:

- Clearly and efficiently explain the pros and cons of conventional complete dentures to a patient
- Clearly and efficiently explain the pros and cons of implant-retained tissue-supported overdentures to a patient in-whom this treatment is indicated
- Understand the time saving value of creating realistic expectations prior to treatment with removable prosthetics
- Quickly create time-saving custom trays for edentulous patients
- Understand the value in accurate and specific maxillo-mandibular relationship records... and more

**Michael P. Waliszewski DDS, MsD** After graduating Marquette University School of Dentistry with his DDS in 2002, Dr. Waliszewski was selected as the first recipient of the David H. Wands Fellowship in prosthodontics at the University of Washington. While in Seattle, he was mentored in removable prosthetics by Dr. James Brudvik, one of the last remaining removable partial denture gurus. He received his certificate and MsD from the UW Graduate Prosthodontic program in 2005. Michael then joined the full-time prosthodontic faculty back home at Marquette. His signature accomplishment during that time was conceptualizing, creating, implementing, and running the live-patient complete denture training program that he ran for 7 years. In 2015 he built and opened Prosthodontic Solutions, his own independent practice designed specifically for and limited to prosthodontics.



August 7  
8:30 AM-5:00 PM

August 8  
8:30 AM-12:00 PM

12 Participation  
CE Credits  
Code 670

Mid-Atlantic  
Center for  
Advanced  
Dental Study:  
1207 Volvo Pkwy,  
Chesapeake, VA

Annual MasterTrack Community Social  
August 7, 5:00 PM—6:00 PM

### Learn more about MasterTrack Requirements

<http://www.vagd.org/mastertrack/>

MASTER  
TRACK

## "Cutting Edge Technology with Digital Design and Real-World Cosmetic Dentistry; Faults, Failures, and Fixes"

FALL

October 23  
8:30 AM-5:00 PM

8 Lecture  
CE Credits  
Code 780

Hilton  
Washington  
Dulles Airport:  
13869 Park  
Center Rd,  
Herndon, VA

Staff  
Encouraged

Failures in dentistry are frequently blamed on materials. Many times, operator error is the culprit. This innovative and fast-paced course will focus on aesthetics that are BUILT TO LAST. Clear, concise and systemized techniques will be presented to treat every aspect from simple to complex cases involving veneers, crowns and implant restorations. These protocols will increase profitability by preventing failures that occur day-to-day in your office.

Learn cutting edge preparation techniques that will simplify difficult space management cases, along with how to handle shade challenges and when preparation modifications may be necessary. You will understand how to integrate flowable composite on the provisional and communicate the final patient approved shapes.

There is something for everyone to learn! You will leave the course with the proven step-by-step approach from simple to difficult clinical situations.

### Objectives:

- Integrate sound occlusal principles to create synergy between form and function
- Own the knowledge and ability to confidently prepare a difficult space management case
- Identify which adhesives and restorative materials work the best for maximum predictability and learn matricing techniques and bulkfill technology for mastering posterior composite
- Learn how to achieve a predictable anterior composite restoration following the stratification of opacities to achieve life-like undetectable restorations

SAVE THE DATE

VIRGINIA AGD ANNUAL

*Awards Dinner*

OCTOBER 23, 2020

HILTON WASHINGTON DULLES

*Presented in Partnership with*  **The Popovich Financial Group**



REGISTER: [www.VAGD.org](http://www.VAGD.org)

AGD Members **\$950 Per Session, \$299 for October 23rd Only**

Non-Member **\$1195 Per Session, \$419 for October 23rd Only**

Staff **\$99 for October 23rd Only**

**Register for All Sessions (Spring, Summer and Fall) \$2000**

FALL

## "Composite Artistry: Mastering Posterior and Anterior Techniques for Direct Composite to Create Undetectable Restorations"

MASTER  
TRACK

Building off Friday's lecture, Dr. Bassett will discuss and demonstrate techniques to create precise direct anterior and posterior composite restorations. Train your eyes to see the reflective surfaces and facial anatomy and learn step-by-step finishing and polishing technique to mimic the contralateral tooth and create a morphologically precise undetectable restoration.

### Objectives:

- Train your eyes to see color, line angles, reflective surface, shape, and form in the adjacent tooth that is being replicated
- Learn how to achieve a predictable composite restoration following the stratification of opacities and achieve undetectable restorations
- Learn how to layer the different opacities of composite, opaquing, tinting, finishing and surface texture to create natural light reflection and make a fracture line disappear
- Review current composite materials, bonding systems, c factors, and techniques necessary to achieve predictable outcomes, while minimizing post operator sensitivity
- Master the techniques of posterior composite placement with bulk fill technology and matricing techniques

**Joyce Bassett, DDS, FAGD** practices comprehensive restorative and aesthetic dentistry in Scottsdale, Ariz. She is an Accredited Fellow of the American Academy of Cosmetic Dentistry, a Diplomate of the American Board of Aesthetic Dentistry, an Associate member of the American Academy of Esthetic Dentistry, a KOIS Clinical Instructor, an active member in the Academy of Fixed Prosthodontics and a Fellow in the AGD. Dr. Bassett is adjunct faculty, where she has taught the aesthetic continuum at the Arizona School of Dentistry. She is a recipient of the Lucy Hobbs award for Clinical Expertise, Volunteer Dentist of the Year award for Arizona CASS dental clinic and has received the Give Back a Smile volunteer service award twice.



October 24  
8:30 AM-5:00 PM

8 Participation  
CE Credits  
Code 780

Protech Dental  
Studio: 1890  
Preston White  
Dr. Reston, VA



**Learn more about MasterTrack Requirements**

<http://www.vagd.org/mastertrack/>

## Special Training Sessions

### ACLS Re-Certification

Friday, October 16, 2020

8:00 AM—10:30 AM

\$375 Members \$450 Non-Members

### Sedation Update

Friday, October 16, 2020

10:30 AM—11:00 AM Q&A with VA BOD Member

11:00 AM—1:00 PM Sedation Update

\$525 Members \$600 Non-Members

Four Points by Sheraton 9901 Midlothian Turnpike, Richmond VA 23235



**YOUR REPUTATION  
YOUR PRACTICE  
YOUR ASSETS  
WE'RE WATCHING  
LIKE A HAWK.**



#### BUSINESS INSURANCE

- Professional Liability
- General Liability
- Property Insurance
- Workers Compensation
- Commercial Auto
- Employment Practices Liability
- Cyber Liability

#### INDIVIDUAL INSURANCE

- Life / Disability
- Health / Medical
- Long-Term Care
- Annuities
- Auto / Home Insurance
- Personal Umbrella

#### EMPLOYEE BENEFITS

- Group Medical
- Group Life
- Group Disability
- Group LTC
- Voluntary Benefits
- Pet Insurance

**WWW.RKTONGUE.COM | 800.638.6353 | INFO@RKTONGUE.COM**

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**AGD2020**  
THE PREMIER MEETING FOR  
GENERAL DENTISTRY

LAS VEGAS  
JULY 15-18  
AGD2020.ORG

# REGISTER NOW FOR AN EXPERIENCE LIKE NO OTHER

"This meeting will be filled with a tremendous variety of lecture and hands-on courses that will surpass any of your expectations. Whether you are a first-time attendee or have attended before, you will be thrilled by the broad array of course offerings, networking events and social gatherings. Come join us in Las Vegas, and see for yourself!"

Connie L. White, DDS, FAGD  
AGD President-elect  
Kansas City, MO  
Member since 1982



**REGISTER TODAY**  
[agd2020.org](http://agd2020.org)



Academy of General Dentistry  
Approved by the American Dental Association  
Approved for continuing education by the  
American Dental Association  
Approved for continuing education by the  
American Academy of General Dentistry  
Approved for continuing education by the  
American College of Dentists

## REGION 5

23rd Annual CDE Meeting



**Dr. John Alonge**

Register:  
[www.maryland-agd.org](http://www.maryland-agd.org)

## PRACTICAL CONCEPTS AND APPLICATIONS FOR ORAL SURGERY FOR THE GENERAL DENTIST

Practical guidelines on patient management, modern armamentarium, exodontia techniques and much more, all designed for the general dentist.

**MARCH 6,  
2020**

Martin's Crosswinds  
Greenbelt, MD

## Special Training Sessions

### DISTINGUISH YOURSELF PROFESSIONALLY THROUGH QUALITY CONTINUING EDUCATION WITH FELLOWSHIP (FAGD) IN THE AGD

November 14-15

8:30 AM-5:30 PM

16 CE Credits,  
Multiple Disciplines



1800 Robert Fulton  
Dr. Reston, VA

Meals provided

The Virginia AGD is pleased to offer a 2020 Fellowship Review Course. The review course will help candidates prepare for the exam, a 252-item multiple choice test that covers accepted knowledge, techniques, and procedures in 17 different areas of general dentistry. Students are encouraged to take the exam at their convenience following the review course at a [Schroeder Measurement Technologies Inc \(SMT\) testing site](#).

**Are you a recent graduate?** You are eligible to take the exam three months after graduation. Why not take the exam while the information is fresh? Passing the Exam can be your first step in achieving your FAGD award.

**Larry Williams, DDS, MAGD, ABGD** graduated from the University Of Tennessee College of Dentistry in 1982 and served 30 years in the United States Navy Dental Corps. He currently serves as an Assistant Professor at the Midwestern University College of Dental Medicine-Illinois where his duties include Preclinical Course Coordinator, the Director of Community Outreach, and serving as the Course Director for the 4th year clinical rotations to underserved dental clinics in the community. He holds board certified status in the American Board of General Dentistry.



**REGISTER: [www.VAGD.org](http://www.VAGD.org)**

AGD Members **\$550**

New AGD Dentist **\$500**

Non-Member **\$750**

AGD Fellowship Study Guide must be purchased separately.

**You must complete the following requirements to earn your FAGD Award:**

.....  
Current AGD membership for three continuous years by December 31st of the year in which the application is received, to begin no earlier than the month of dental school graduation.  
.....

.....  
A dental license has not been suspended or revoked within the last five years and is not currently under probation, suspension, or revocations.  
.....

.....  
Passing the Fellowship Exam  
.....

.....  
500 hours approved lecture CE  
.....

.....  
Attendance at an AGD convocation ceremony, held during an AGD annual meeting, to receive the award (successful candidates are allowed three years following approval to complete this requirement).  
.....



Several Virginia AGD 2019 Fellows received recognition from Region 5 Director, Dr. Nick Russo, at the VAGD Annual Awards Dinner held at a private reception at Clyde's on November 14, 2019 in Ashburn, VA. VAGD Fellows, Masters and Leaders gathered to celebrate this milestone achievement. Pictured from left to right: Drs. Sepideh Badriahiari, Hisham Barakat (LLSR recipient), Sylvie Lam, Navneet Dhillon, Nick Russo (Region 5 Director), Sarmad Khamas and Hemani Kaur.

## 32nd Annual VAGD Dental Conference

### ACCELERATE YOUR PRACTICE



Learn what it takes to avoid practice management blunders that may be working against you! This presentation was designed for both dentists and their staff to provide tools to close the back door so that new patients stay and existing patients get back in the chair. Sandy will share verbal skills and systems that will benefit each position in the practice. Attendees will receive an action plan for implementing systems for practice growth.

#### Objectives

- Increase efficiency
- Improve phone skills
- Gain control over broken appointments
- Learn how to reactivate and retain more patients
- Establish systems that will give more control and prediction in income
- Learn how to communicate more effectively with patients and each other
- Increase treatment acceptance

Dec. 4

8:30 AM-  
4:00 PM

7 CE  
Code 550

Marriott  
Short Pump  
4240 Dominion  
Bvd, Glen Allen



Staff  
Encouraged

Join us immediately following the course  
for a complimentary Social Hour



Opus Wealth Strategies  
Symphony of Money and Life

**Sandy Pardue** is Director of Consulting with Classic Practice Resources. She is a keynote speaker, author and practice management consultant. She has assisted hundreds of doctors with practice expansion and staff development over the past 25 years. She is known for her comprehensive and interesting approach to dental office systems, and offers a refreshing point of view on how to become more efficient and productive in a dental practice. Dentistry Today Magazine has recognized Sandy as a Leader in Consulting every year since 2003.

REGISTER for Dec.4: [www.VAGD.org](http://www.VAGD.org)

AGD Members \$199

New AGD Dentist \$149

Non-Member \$319

Staff \$99

# 32nd Annual VAGD Dental Conference

## FINANCE 101: Everything You Need to Know That No One Ever Told You



Learn about the key financial disciplines and habits that will fuel long-term financial stability and informed, confident decision-making when it comes to your money, your business, your life and your legacy.

Financial educator and author, Danijel Velicki, will break down the fundamental concepts of finance in easy-to-understand examples and scenarios, covering key everyday financial decisions that impact your ability to achieve your short and long-term goals.

Explore critical topics like practice protection, benefit programs, employee retention, continuation and retirement planning, business transition, asset protection and debt management.

In this open dialogue, attendees will be able to ask questions, explore real-life situations, and take away insights and ideas for immediate implementation for positive change.

**Danijel Velicki**, financial educator and founder of Opus Wealth Strategies and Sqwire, has made it his life's goal and mission to educate and equip his clients with the tools and insights that serve as the keystone to financial stability, long-term sustainability and marked success. Working directly with regional hospitals, medical staff and private practices, Velicki's exceptional commitment to his clients and his community are reflected in his genuine interest, functional education and top notch customer service. Velicki designed both his financial curriculum and process management with a service over sales approach that is fundamentally grounded in life skills, personalized partnership and a thorough understanding of the complex issues that individuals, companies and families are facing across today's financial climate.

Dec. 5

8:30AM-  
12:30 PM

4 CE  
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