



YANKEE®

MULTI-SITE SUMMIT

THURSDAY, JANUARY 30

Dr. Emily Vanney is the host of the Yankee Multi Site Summit for 2025

Dr. Emily Vanney graduated with honors from the University of Illinois at Chicago College of Dentistry in 2012. She gained clinical and leadership experience working in a variety of practice settings prior to joining United Dental Partners in 2016.

She takes pride in fostering a culture that prioritizes patient health and satisfaction. Dr. Vanney focuses on collaboration across functional areas, empowering teams to think creatively and share openly to solve problems and reduce organizational friction. Her clinical experience and operational knowledge help her coach and develop Office Teams, including Doctors, so they understand relevant KPIs and have incentives that are designed to support the achievement of goals, while always putting patients first.

Dr. Vanney is a member of the Women in DSO and the ADA Large Group/Multi-site Practice Engagement Task Force.

Morning Sessions

9:30 am – 12:30 pm

Elevating the Dental Profession into the Next Era: Unique Opportunities for Group Practices

Adriana Menezes

- Identify 3-5 key big picture trends that are bringing change to dental practice
- Explore how practice modality is changing over time and how trends compare for different states

Lessons Learned from Emerging Dental Groups

Kellie Cernobyl • Mark Doherty, DMD

Abhishek Nagaraj, DDS • William Neumann • Adam Richichi

- Understand the diverse strategies employed by emerging dental groups to achieve success in the evolving landscape of group dentistry
- Identify key factors contributing to the growth and impact of smaller yet significant emerging dental groups, including dental partnership organizations (DPOs), specialty-focused groups, and private group practices (PGPs)

What's Around the Corner for the DSO Industry

Andrew Smith

- Understand the reasons behind the growth of the DSO industry and trajectory for the future
- Determine how technology can assist DSOs in both patient care and business operations

Afternoon Sessions

2:00 – 4:00 pm

Value Creation and Operational Efficiency in Dental Support Organizations (DSOs)

Marcy Roy

- Understand the fundamentals of value creation within DSOs.
- Explore strategies for increasing operational efficiencies in dental practices.

Build and Scale Your Private Dental Group Without External Investors

Tarek Aly, BDS • Hisham Barakat, DDS • Evan Barker

Joshua Gwinn • Amir Moghaddam

Moderator: Nabil Fehmi, DDS

- Develop a clear, actionable growth strategy tailored to your unique vision and goals
- Optimize your practice's operations, streamline processes, and enhance patient care to support scalable growth
- Build a high-performing team and cultivate a positive practice culture that drives success and growth

Reception on Exhibit Show Floor immediately following.

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The Yankee Dental Congress Multi-Site Summit is back again for its third year, but this time with lots of changes! The Multi-Site Summit will be in Hall B2 on the Exhibit Show Floor for easier access for all to attend.

In addition, the programming has been adjusted to help assist you with providing CE based on your current number of practices. Thursday content is geared towards multi-site practices of 10 or more locations and Friday for those with 10 or less. The courses at Multi Site will help you navigate the multi-site space and what is needed for continued growth. This is an opportunity to learn about the space from some of the top leaders in the industry.

Thursday: 9:30 am – 12:30 pm, 2:00 - 4:00 pm	413TL	\$99	4 CE Hours	<i>Please note that these courses will be held on the Exhibit Show Floor and will be subject to ambient noise.</i>
Friday: 9:30 am – 12:30 pm, 2:00 - 4:30 pm	613RL	\$99	5 CE Hours	
Thursday & Friday	414TL	\$149	9 CE Hours	

FRIDAY, JANUARY 31

MORNING LECTURE & WORKSHOPS

9:30 AM – 12:30 PM

The Great Debate: Private Equity Versus Doctor/Employee Ownership

William Neumann



- Understand the differences between a private group practice and a private equity-backed DSO
- Explore how these different structures influence growth, culture, and patient outcomes
- Explain which structure is best positioned for current economic conditions

Entrepreneur Program

An exclusive workshop for entrepreneurial dentists who are looking to take the next step in their entrepreneurial journey and grow from 1 or 2 locations to up to 5 locations. The workshop consists of 5 sessions that attendees rotate through. Attendees must already own 2 or more locations. After rotating through each session, there will be a 60-minute concluding panel focused on “lessons learned along the way,” where a panel of 3–4 NE-based DSO leaders come together.

Each of the following workshop sessions focuses on the changes or nuances needed within each of the applicable topics as you take the first step in scaling. Each workshop is led by an industry specialist.

MORNING WORKSHOPS

Workshop 1: Accounting Considerations/Best Practices—Brian Tortolano, CPA (Marcum)

- Discuss primary accounting best practices as you scale from 1 to 5 practice locations
- Implement tax strategies for multi-location practice owners

Workshop 2: Operational Considerations/Best Practices—Eric Pastan (Skytale)

- Explain how the operations function at a single dental practice is different than at a multi-location group practice
- Understand how staffing, hiring needs, and the roles that you need to fill evolve as you scale

Workshop 3: Clinical Considerations/Best Practices—Sam Alkhoury, DMD (Simply Dental Management)

- Describe how the role of an owner dentist changes as additional practices are added
- Maintain clinical quality as additional doctors work for the company at different locations

AFTERNOON WORKSHOP & CONCLUSION

2:00 - 4:30 pm

Workshop 4: Legal Considerations/Best Practices—Jonathan Eskow (Eskow Law Group)/Eric Masson (Eskow Law Group)/Greg Rutstein (Eskow Law Group)

- Identify challenges with associate retention and incentivization structures
- Determine the right time to structure as a DSO

Workshop 5: Impact of Scaling on Maximizing Value—John Wlodarek (JW Advisory)

- Explain different practice valuation methodologies
- List best strategies for growth through acquisitions

Conclusion Event: Lessons Learned Along the Way

Sam Alkhoury, DMD (Simply Dental Management)

Abhay Bedi, DMD (Bedi Dental Group)

Steve Markowitz, DMD (Markowitz Family Dentistry)

Rich Miller (Advanced Dental Brands)

Moderator: Jonathan Eskow (Eskow Law Group)

Reception on Exhibit Show Floor immediately following.

