

## Hinman 2017 GOLD Program Agenda – GWCC Room A411

**7:15** Table Hosts arrive for meeting with Imtiaz Manji

**8 – 8:15** Welcome message and introduction of Imtiaz as the day's emcee  
(by **Dr. Jane Puskas**) Imtiaz to then introduce keynote speaker

**8:15 – 9:15** KEYNOTE: Risk is an Essential Part of Success | **Dr. Scott Parazyński**

**9:15 – 10** Your Hopes and Your Fears | **Imtiaz Manji**

**10 – 10:15** Breakout

### Questions Submitted by Imtiaz Manji

1. What opportunities in dentistry excite you the most about the future, and do you feel you have properly prepared and planned for that opportunity?
2. What is your biggest roadblock to setting the ideal course in dentistry, and what business or growth strategies are you focused on to overcome that roadblock?
3. What are your strengths and weaknesses in one-on-one patient care and interaction, and what clinical, patient or practice strategies are your top priorities to become the best dentist you can be?

**10:15 – 10:30** Refreshment Break

**10:30 – 11:15** Why You Must Own in Dentistry! | **Charles Loretto**

**11:15 – 11:30** Breakout

### Questions Submitted by Charles Loretto

1. What can dental schools do to prevent the growth of corporate dentistry?
2. What is the largest benefit to you as it pertains to ownership?
3. What would prevent you from achieving your goals?

**11:30 – 12:15** If You Don't See It, You Can't Treat It | **Dr. Ricardo Mitrani**

**12:15 – 12:30** Breakout

### Questions Submitted by Dr. Ricardo Mitrani

1. What is the question formulation technique?
2. What are the 3 characteristics of an ideal team player?
3. What is the buyer's journey?

**12:30 – 1:30** Lunch Break (Own Your Own)

**1:30 – 2:15**      Formulas for Success | **John McGill**

**2:15 – 2:30**      Breakout

Questions Submitted by John McGill

1. What's the fastest way to pay off student loan debt?
2. Is it better to payoff the debt first, rather than save for retirement?
3. What should your top priorities be in funding your savings?

**2:30 – 3:15**      Better Together: The Power of Interdisciplinary Cooperation **Dr. Mollie Winston**

**3:15 – 3:30**      Breakout

Questions Submitted by Dr. Mollie Winston

1. What are the parameters of when to refer a case to a specialist or when to do the procedure yourself?
2. What are some ways to increase communication with specialist and develop strong relationships?
3. What is the best way to provide value to my patients to grow my practice in an organic way without pushing treatments?

**3:30 – 3:45**      Refreshment Break

**3:45 – 4:30**      Igniting the Leader Within You | **Robert Spiel**

**4:30 – 4:45**      Breakout

Questions Submitted by Bob Spiel

1. On a scale of 1-10 (10 being high), how committed are you to making profound changes in the direction of your career the next year?
2. Why?
3. What are you willing to give up for this to happen?

**4:45 – 5**              So What Do I do on Monday? | **Imtiaz Manji**

**5 – 5:45**            Networking Reception