



Hinman Unveils New Courses & Programs for all Dentists

- Hinman 2020 to Be Held March 19-21 in Atlanta, Georgia -

ATLANTA (Nov. 13, 2019) – The Thomas P. Hinman Dental Meeting -- the nation’s leading dental meeting and comprehensive source of continuing education in dentistry – has announced several new educational programs and tracks for dentists of all ages and levels of experience. Hinman 2020, which will be held March 19-21, will offer the “GO Track” for emerging and new dentists, the “Silver Track” for experienced dentists planning for retirement, and a Student Program designed especially for dental students.

“Hinman 2020 is filled with new educational programs and courses designed to help everyone from the new dentist who wants to set up a practice for success to the established dentist who may be looking to transition the practice in preparation for retirement,” said Dr. Bob O’Donnell, General Chair for Hinman 2020. “Also, Hinman invites dental students to attend the meeting to take advantage of numerous networking opportunities, free courses and an enormous exhibit hall featuring every dental product and service imaginable.”

The 2020 “GO Track”

Designed specifically for new and emerging dentists, the “GO Track: How New Dentists Can Go Further, Faster!” (Course Fr500) is a half-day session led by Dr. Sully Sullivan on Friday, March 20 from 1 to 4 p.m. Dr. Sullivan practices in Brentwood, TN and is the Creator and Host of the Millennial Dentist Podcast. Topics include:

- **“What It Takes to Transition from Associate to Owner”**
This course is designed for new dentists looking to own and dentists looking to phase out or hire a dentist to take over their practice. It will address how different generations can work together to create an unstoppable team, as well as the pros and cons of owning a practice.
- **“Keys to Early Success After Graduating Dental School”**
This course will present the challenges young doctors face after graduating and the best ways to improve, grow and become successful. Highlights include utilizing our access to education, technology and the importance of mentorship.

- **“Leveraging Technology to Go Further, Faster”**

This course will focus on how technology, both from a clinical and business perspective, can help your practice go further, faster! Topics include CBCT, CAD/CAM technology and patient communication tools, which can increase new patient growth and case acceptance.

The “SILVER Track”

With emphasis on the established dentist, the “SILVER Track” offers a full day of courses that can be taken together or individually on Saturday, March 21, between 9 a.m. and 4 p.m. Topics cover everything from forming multi-generational partnerships to understanding the value of your practice. The courses offered include:

- **“Collaboration of Generations is a Recipe for Success” (SA358) -- 9 a.m. to 10:30 a.m.**

Dr. Sully Sullivan will cover generational differences and dispel stereotypes. In this course, you will hear from two different generational doctors working together and what it takes to utilize the strengths of each generation to have enormous success.

- **“Stress, Life Balance and Second Chances” (SA359) -- 10:30 a.m. to 12 p.m.**

Dr. John Muse will share his personal experience with a sudden death episode due to a massive cardiac arrest. He will talk about life events leading up to that day, his experience in the hospital and things he has changed to reduce stress and find more balance in his life.

- **“An Aggressive, But Legal Approach to Taxes” (SA360) -- 1 p.m. to 2:30 p.m.**

In this course, Mr. Brandon Collier will cover an “aggressive, but legal” approach to taxes that has served tens of thousands of dentists quite well over the last 50 years. This lecture will include why doctors (and their CPAs) tend to be too timid when claiming legitimate tax deductions, how the audit process really works, and a variety of tax deductions that doctors may be missing but should be claiming.

- **“Understanding the Value of the Dental Practice in a Seller's Market” (SA361) – 2:30 p.m. to 4 p.m.**

Selling the practice not only relinquishes ownership and control, but also impacts tax and pension planning opportunities, equity and long-term income that may not have been considered. Having a plan in place that weighs both the financial costs and opportunity costs is essential. In this session, Mr. Charles Loretto will cover the timing, tax strategies and partnerships involved.

Student Program

Hinman 2020 offers several networking opportunities for dental students, including:

- **Happy Hour in the Exhibit Hall** – Friday, March 20, 4 to 5 p.m. Mingle with other dental students from across the country while enjoying free drinks, snacks and more.
- **Hinman’s Night Out at the Tabernacle** – Friday, March 20, 7 p.m. to 10:30 p.m. Enjoy Hinman’s signature party with live music, drinks, dinner and fun!

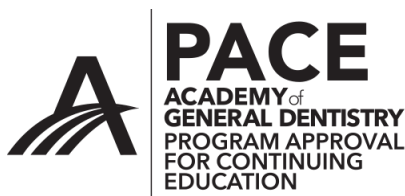
In addition, students can take advantage of more than 280 courses (half of which are free) during the three-day meeting, including these special courses:

- **“GO Track: How New Dentists Can Go Further, Faster!”** Dr. Sully Sullivan, Friday, March 20, 1 p.m. – 4 p.m.
- **“Top 10 Management Tools for a Successful Practice,”** Lois Banta, Saturday, March 21, 9 a.m. – 12 p.m.
- **“Owning Your Practice: The Key to Your Financial Future,”** Charles Loretto, Saturday, March 21, 9 a.m. – 12 p.m.
- **“Stuff Worth Knowin’ About Money, Practice and Life,”** Dr. Wayne Kerr, Saturday, March 21, 1 p.m. – 2 p.m.
- **“Hands-On Oral Surgery Workshop for Dental Students Only,”** Dr. Amy Kuhmichel, Saturday, March 21, 12:30 p.m. – 2:30 p.m.

Registration for Hinman 2020 will open on December 10, 2019. Please visit Hinman.org for more information.

The Hinman Tradition

The Hinman Dental Meeting is designed with a commitment to quality and professionalism and a high regard for the value of continuing education. The Meeting is sponsored by the Hinman Dental Society, a non-profit organization, and excess revenue is invested and gifted in the form of individual scholarships to dental, hygiene and assisting students and in contributions to institutions that foster dental education. For additional information about the Thomas P. Hinman Dental Meeting, visit Hinman.org or contact Ms. Sylvia Ratchford, Executive Director, at (404) 231-1663.



The Thomas P. Hinman Dental Meeting
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Media contact: **Kim Donovan / The Thomas P. Hinman Dental Meeting**
(404) 822-7087 / kim@loudclearpr.com