

WASHINGTON STATE DENTAL
LABORATORY ASSOCIATION
presents



MEMBERS

ROUNDTABLE RETREAT

October 8-9, 2010

(Friday & Saturday)

at the

Tulalip Resort Casino & Spa

(8 CE Credits)



Note: Hotel reservations must be made by Sept 7, 2010 to be included in the WSDLA's room block. Reservations may be made by calling the Tulalip Resort 1-866-716-7162 (ask for Washington State Dental Lab Assn rate). Seattle Premium Outlets has 100 upscale brand name stores and is located within walking distance. Tulalip is located just off I-5 at Exit 200 about 30 miles north of Seattle.

www.wsdla.com

Join us for the WSDLA Members Roundtable with the experts!

Call 1-800-652-2212 to register now or visit our website for more information www.wsdla.com



MEMBERS ROUNDTABLE RETREAT

8:00 AM Registration and Check In

8:30 AM Welcome

8:45 AM BUILD YOUR STRATEGIC FOUNDATION - Tina Janni, Business & Management Training Center, Bates Technical College.

Every significant human endeavor ever achieved can attribute its success to good planning. The same may also be said of businesses: the measure of profitability and effectiveness is directly correlated with whether an organization has a strategic foundation underlying its execution of daily operations.

Few people would argue with such logic, but are either uncertain with how to proceed, or struggle to find the time to develop a strategic plan for their business. Many, if not most, rely on instincts and a reactive approach to navigating dynamic market conditions, hoping that everything simply works out for the best.

There's a better way to influence the results your business achieves.

Please join presenter Tina Janni for an informative and interactive session during which you will develop a strategic foundation for your business. During this workshop, you will be guided in identifying the values, vision, mission and operating model with which to create a congruent culture that engages your team, communicates brand and generates results.



Tina Janni—Business & Management Training Center, Bates Technical College, a professional coach and tenured faculty member, serves both the public and private sectors as a speaker, facilitator and advisor to executive management, departmental teams and boards of directors who seek to move their organizations forward.

Janni has received recognition for two high-profile Washington state training initiatives and guided myriad businesses and non-profits through the processes of organizational evaluation, strategic analysis, leadership development and brand alignment.

10:30 AM - FDA COMPLIANCE & QUALITY SYSTEMS - Mark C. Jackson, RDT

Mark C. Jackson, RDT, Co-Owner of Precision Ceramics Dental Laboratory, DAMAS, helps you sharpen your competitive edge by building quality systems, including the evolution of quality standards as mandated by the FDA.



Mark Jackson received his dental training in Southern California in the late 1970's. During that period he worked as an in-house technician for a well-known dentistry speaker and clinician, and made subperiosteal implant frames for Loma Linda University, School of Dentistry.

He opened his DAMAS Certified laboratory, Precision Ceramics in Montclair, CA in 1981, and opened an export laboratory, The Hollywood Smile, in Odense Denmark in 1991. Mark has served as the Chairman of the Technical & Educational Committee for the Southern California Lab Owners Association, Membership Chairman for the California Veterinary Dental Association, on the editorial board of *Lab Management Today* for ten years. Mark is currently a director for the NADL and a technical reviewer for the *Journal of Dental Technology*.

He has lectured internationally on dental implants, laboratory management and veterinary dentistry, and writes a monthly column for *JDT Unbound*. His laboratory has been featured on MTV, and in two issues of *The Wall Street Journal*.

12:00 Noon - Lunch with our Speakers

"As a young business owner/technician, I get the benefit of both business classes and technical courses all in one setting. I also am able to talk to senior technicians and learn what has worked for them and what has not" Sean Thorp CDT, A Quality Dental Lab Inc.

12:45 PM - MORE DEEP, DARK AND DIRTY SECRETS OF RUNNING A SUCCESSFUL DENTAL LABORATORY - David Nakanishi CDT

Due to an overwhelming response, Dave has generously agreed to return for Part 2! "This presentation will be an in - the - trenches look at my laboratory specifically from the manufacturing side of the business. We will cover some of the financial metrics my management staff uses to run their departments."

Owner Nakanishi Dental Laboratory CDL. CDT in Dental Ceramics since 1978. BA University of Washington 1976. Past advisory board member for the University of Washington School of Dentistry Deans Club. Past President Washington State Dental Laboratory Association. Current President Washington Men's Gymnastic Foundation. Advisory board member for Lake Washington Technical College and a trustee of the NBC.



2:00 PM - HOW DOES YOUR LAB MEASURE UP? Bennett Napier CAE

Research, Ratios and Benchmarks in the Dental Industry will be discussed in this presentation based on the 2010 NADL survey research. Attendees will review statistics based on national data to then compare their laboratories to others in the areas of average gross sales, employee and employer paid benefits, average salaries, net profit averages and utilization of technology and materials in the marketplace.

Bennett Napier is a Certified Association Executive and serves as Co Executive Director of the National Association of Dental Laboratories and the National Board for Certification in Dental Laboratory Technology. Mr. Napier has been involved in the dental industry since 1994 having served as a Chief Staff Executive for state and national organizations in both dental hygiene and the dental laboratory industry. Prior to his career in association management, he worked in Washington D.C. as a congressional assistant and policy analyst. He has completed graduate studies in public policy at Georgia Tech and holds a Masters of Science in Applied Politics and Policy from Florida State University.



3:15 PM PRACTICE MANAGEMENT - Todd McVay

Todd will be leading a discussion of CAD/CAMS and criteria for selecting dental labs from the dentist's side.

Todd McVay has over 17 years experience in the dental industry. He has advised clients in the best possible solutions in dental products, equipment, techniques and office organization, throughout his years in the dental industry. Todd has a BS degree in Business Administration and Marketing. He joined the The Knutzen-McVay Group in 2008.



4:30 PM Open Forum with the Speakers - our speakers have agreed to sit on a panel

5:30 PM Social Time and Dinner with Our Sponsors

8 CE Credits for the Day

7:30 PM WSDLA Annual Meeting, Election of Officers and presentation of Life Membership

Saturday October 9th

9:00 AM -12:00 Noon WSDLA Board of Directors Meeting



Members Roundtable Retreat
WSDLA
 P. O. Box 385
 Graham WA 98338-0385
 1-800-652-2212
www.wsdla.com

Address Service Requested

The WSDLA Members Roundtable and Retreat is part of our mission and vision in assisting our members in planning and preparing for the future of their businesses and the dental laboratory industry through integrating education and communication

"As a small one person laboratory I have attended many of the educational opportunities sponsored by WSDLA. I always come away with something of value that helps me in my business or my personal life. I really enjoy the camaraderie of fellowship that occurs between lectures and in the laboratory owners roundtable discussions. There is no doubt the value I get on membership is...Priceless." Wes Brandon CDT

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