



THE PARAGON PROGRAM™ *presents* **THE YEAR END REVIEW**

THE EVENT OF THE SEASON

Successful practices are built by successful people. Paragon has always believed it and always will. That's why the YEAR END REVIEW™ was born over a decade ago in a snowstorm in Baltimore. It was then we began building a network of people who would engineer profitable practices and experience consistent growth over the long term.

This year, we are hosting the YEAR END REVIEW™ in St. Petersburg, Florida, December 1-2, 2022 at The Don CeSar. Opened in the peak of the Gatsby Era in 1928, real estate scion Thomas Rowe created The Don CeSar on St. Pete Beach, as tribute to his lost love. The Don CeSar has been welcoming travelers for nearly a century. From high society on the silver screen, distinguished celebrities such as Clarence Darrow and F. Scott Fitzgerald have stayed at the Pink Palace. This famous hotel even served in World War II when the U.S. Army purchased the hotel to be used as a sub-base hospital, then a convalescent center for airmen returning from their WWII tour. In 1972, William Bowman, the new owner, began the \$3.5 million-restoration project of the property. With a sugar-fine beach, radiant sunsets, a world-class spa, and a vibrant food scene, trade an ordinary escape for the casual elegance of the legendary Don CeSar resort.

We invite you to join us at our YEAR END REVIEW™. Please fill out the registration form attached to this document and send into our team.

THE SUCCESS NETWORK™

We started The Success Network™ as a way for our doctors around the nation to meet together, network, and learn, while being able to explore the world. In 2003, we hosted the first Year End Review™ in Baltimore. Since then, we have continued this jam packed extravaganza filled with speakers from all over the nation to teach on the health and success—professionally, financially, and personally,





PARAGON'S YEAR END SPEAKERS

LINDA MAREK

is Paragon's Vice President and has been a Dental Practice Management Consultant for more than 36 years. She partnered with Ken Runkle in Paragon Management Associates 36 years ago and has been an integral part of developing consulting as a cornerstone of the program. In 2003, she developed Paragon's Academy System which incorporates extensive research into current dental initiatives, academic curricula, and business innovations.

DAVID RUNKLE

is a Senior Consultant of Paragon Management Associates. A graduate from Kentucky Wesleyan College with a bachelor's degree in Biology and Education, his post-graduate studies have been in Counseling, Leadership and Entrepreneurship. David has been consulting for over the past 30 years and has facilitated and guided over 500 dental offices to create a dynamic collaboration between the dental team and the patient.

SUE DEMSKE

, a Senior Consultant with The Paragon Program™ for over 25 years, graduated from Hudson Valley Community College with her Dental Hygiene Degree and University of Maryland at Baltimore with her Dental Degree Completion and Business Degree. Sue has worked in clinical and managerial positions with dental practices for more than 45 years. Her vast knowledge will help your practice attain all your goals.



HOPE REKTORIK

, a Senior Consultant, has been with The Paragon Program™ for over 25 years. She consults with dentists on a variety of topics including strategic management, growth and profitability, goal achievement, systems management, marketing, increasing case acceptance, human resources, communications, and embezzlement risk reduction. Hope has a degree in dental hygiene and a business degree from Towson University.



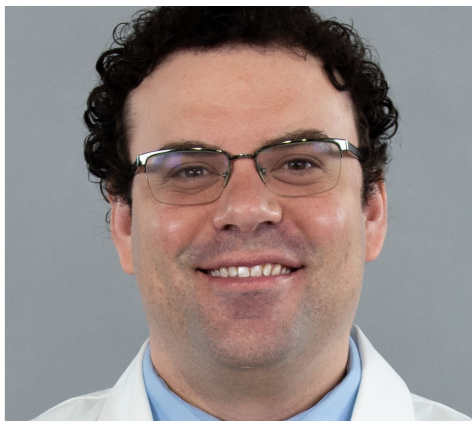
DR. REID PULLEN

graduated from USC Dental school in 1999 and served 3 years in Landstuhl, Germany in the Army Dental Corps. He moved back to California in 2002 and worked as a general dentist in private practice for 2 years before attending the Endodontic Residency at the Long Beach Veterans Hospital. Graduating in 2006, Dr. Pullen opened in 2007 a full-time private endodontic practice in Brea, CA. Dr. Pullen became a Diplomate of the American Board of Endodontics in 2013.



HAMILTON CAPITAL

is an investment firm based in Columbus, Ohio. As a Registered Investment Advisor, it has been recognized on Advisor One's "Top Wealth Managers List" for over 11 consecutive years. Tony Caxide, the chief investment officer of Hamilton Capital Group. Matt Hamilton, the Founder, will be presenting.



PARAGON'S YEAR END SPEAKERS

DR. RICHARD MIRON, DDS, BMSc, MSc, PhD, is a leading clinician-scientist in PRF, having been named one of the top 100 CE providers in the US by Dentistry Today in 2018. He wrote the main reference textbook on PRF, titled Platelet Rich Fibrin in Regenerative Dentistry: From Biological Background to Clinical Indications (Wiley, 2017). Dr Miron currently instructs PRF courses offered in cities across the US. Periodontal Regeneration.

DR. EDWIN McDONALD has been a general dentist in Plano, Texas for more than 30 years. Dr. McDonald focuses on aesthetic, restorative, and implant dentistry. He is a visiting faculty member at The Pankey Institute, a speaker at national and regional meetings, a published author, and has served as chairman of the Southwest Dental Conference and the Texas Dental Association Annual Session. Dr. Mac is also a partner in Line Of Sight Coaching, a professional coaching practice focused on leadership and business development for dentists and their teams.

DR. GLEN DUPONT graduated from Emory University's College of Dentistry in 1979 and that same year joined the prestigious practice of Drs. Peter E. Dawson and Pete Roach in St. Petersburg, Florida. Dr. Dupont is one of the original founding members. on The Dawson Academy, where he's often invited to lecture nationally, and internationally. He now co-owns DuPont & Wilkerson Dentistry in St. Petersburg, Florida.



JOHN LAVICKA is the owner and president of Dental Ceramics, Inc., since 1988. John's son, Andrew is a 3rd generation co-owner of the lab. John has devoted more than 30 years to developing a dental laboratory that focuses on the delivery of exceptional laboratory services combining art, science and technology with personalized attention and care. In 2006, he founded The Center for Exceptional Practices, designed to enable dentists and teams to achieve success in clinical practice, through lecture and hands-on programs.



DR. JOHN CRANHAM practices in Chesapeake, Virginia focusing on esthetic dentistry, implant dentistry, and occlusal reconstruction with a digital focus. He has been an active educator since 1994, most notably he was the full partner and Active Clinical Director of the The Dawson Academy from 1997 until last year. Dr. Cranham is a published author including numerous clinical articles, a textbook co-authored with Dr. Pete Dawson, and a memoir about his special needs son.



KEN RUNKLE is a much sought after speaker and consultant for dental professionals throughout America. Ken consistently entertains audiences toward higher levels of achievement and practice profitability. As the Founder and President of Paragon Management Associates, Inc., Ken has consulted with and presented to dental professionals throughout the country on the subjects of personal and practice development.

THURSDAY, DECEMBER 1, 2022

7:00 A.M. - 8:30 A.M. **60-IN-60, PARAGON CONSULTANTS**

Paragon's Consultants have over 100 years combined experience consulting in the dental profession in over 30 states. They will share the Greatest Dental Pearls from the Year.

8:30 A.M. - 9:00 **BREAK**, plated breakfast will be served at 9:00 A.M.

9:00 A.M. - 10:15 A.M. **MAKING ROOT CANALS FUN AGAIN: SUCCESS WITH 4 PILLARS OF ENDODONTICS DR. REID PULLEN**

This lecture will discuss how to predictably achieve an accurate diagnosis, "get down the root to working length" (negotiate to patency), achieve an accurate working length and then an open glide path.

10:15 A.M. - 10:45 A.M. **BREAK**

10:45 A.M. - 12:00 NOON **MAKING ROOT CANALS FUN AGAIN: EASY SHAPING DR. REID PULLEN**

This lecture will discuss WaveOne Gold and how to effectively and efficiently shape the canal system so you can achieve an excellent result.

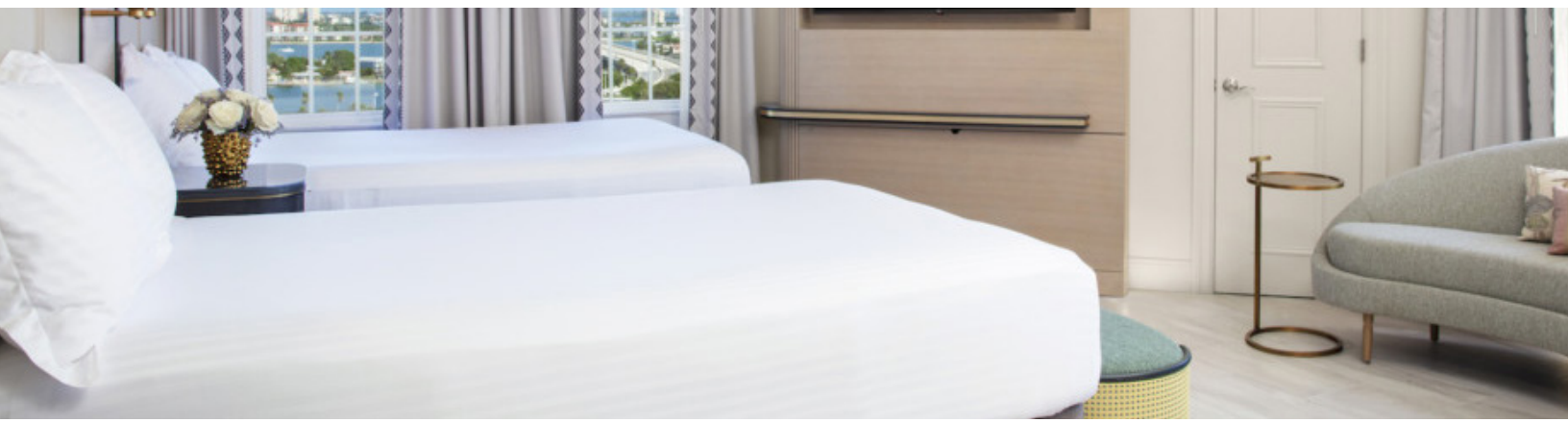
12:00 P.M. - 1:15 P.M. **BREAK**

12:15 P.M. - 1:45 P.M. **10TH ECONOMIC UPDATE HAMILTON CAPITAL PARTNER AND ADVISORS ECONOMICS PLANNING STAFF**

This Presentation Will Be Held During Lunch

Hamilton Capital Management is sponsoring lunch for anyone interested in attending on Thursday. They will present the 10th annual financial market perspective update and the Hamilton approach. If you plan to attend, be sure to RSVP. Plated lunch will be served during this session.

1:45 P.M. - 2:00 P.M. **BREAK**



THURSDAY, DECEMBER 1, 2022

2:00 P.M. - 3:15 P.M.

THE CENTER FOR ADVANCED REJUVENATION AND ESTHETICS (CARE): NATURAL REGENERATION USING LASER THERAPY AND PLATELET RICH FIBRIN DR. RICHARD MIRON

Facial esthetics has become one of the fastest-growing industries in the world and dentists are well positioned to offer such therapies. As the field continues to evolve and patients demand more of practitioners, the beginner, as well as the advanced practitioner seek convenient, safe, and effective therapies. This lecture will discuss the 100% all natural approach to facial esthetics using Fotona lasers in combination with platelet rich fibrin. RF has been used for decades in regenerative medicine, and has slowly made its way into the medical esthetic arena.

3:15 P.M. - 3:45 P.M.

BREAK

3:45 P.M. - 5:00 P.M.

THE CENTER FOR ADVANCED REJUVENATION AND ESTHETICS (CARE): NATURAL REGENERATION USING LASER THERAPY AND PLATELET RICH FIBRIN DR. RICHARD MIRON

His presentation will continue after the break.

5:00 P.M. - 5:30 P.M.

BREAK

5:30 P.M. - 7:00 P.M.

HOLIDAY WELCOME RECEPTION

Make sure to join us for our Welcome Reception in the courtyard for drinks, appetizers, and a visit from Santa & Mrs. Clause.



FRIDAY, DECEMBER 2, 2022

7:00 A.M. - 8:30 A.M.

PROTECT YOURSELF KEN RUNKLE & PANEL DISCUSSION

Ken Runkle leads a panel discussion in how to protect yourself in a malpractice environment.

8:30 A.M. - 9:00 A.M.

BREAK, a plated breakfast will be served at 9:00 A.M.

9:00 A.M. - 12:00 NOON

CULTURE MATTERS DR. EDWIN MCDONALD

This course will help you transform your dental practice by developing leadership and coaching skills that improve the effectiveness, morale and productivity of your team. Learn how to integrate a coaching culture into your practice to inspire a more motivated and loyal team. The success of your business depends upon your team..make it count and see the success you are seeking for your practice.

12:00 NOON - 12:15 P.M. **BREAK**

12:15 P.M. - 1:45 P.M.

INTERVIEWS KEN RUNKLE, DR. GLEN DUPONT, JOHN LAVICKA, CDT DR. JOHN CRANHAM & DR. DREW COBB

Interviews: Dr. Glen Dupont, "Implementation", John Lavicka, CDT, "Lab Communications", Dr. John Cranham & Dr. Drew Cobb "Going from Analogue to Digital".

1:45 P.M. - 2:00 P.M.

BREAK

2:00 P.M. - 4:00 P.M.

A REVIEW OF 2022 & A PREVIEW OF 2023 KEN RUNKLE, PRESIDENT

Ken Runkle, our Founder and President, will examine this last year and preview all the great things to come in the new year of 2023.





ROOM RESERVATIONS

When making your reservation at The Don CeSar be sure to use codeTPP112 to ensure you get The Paragon Management rate for a standard room for \$299. Please note, this is first come, first served.

BEST PLACES TO VISIT WHILE IN TOWN

Salvador Dalí Museum -Soak in the brilliance as you are surrounded by an unparalleled collection of works by renowned artist Salvador Dali. *Tickets from \$23-29 | 1 Dali Blvd, St. Petersburg, FL 33701*

Chihuly Collection -This is a stunning, permanent collection of world-renowned artist Dale Chihuly's unique blown-glass artwork in a magnificent 10,000 square foot gallery. *Tickets from \$18-20 | 720 Central Ave St. Petersburg, FL 33701*

Euphemia Hays Restaurant & The Hays Loft -Chef Raymond & D'Arcy Arpke followed their passion for fine food and purchased a tiny 28-seat restaurant on Longboat Key, in 1980. They added in the loft as one of the best desserts in the region. *5540 Gulf of Mexico Dr, Longboat Key, FL 34228*

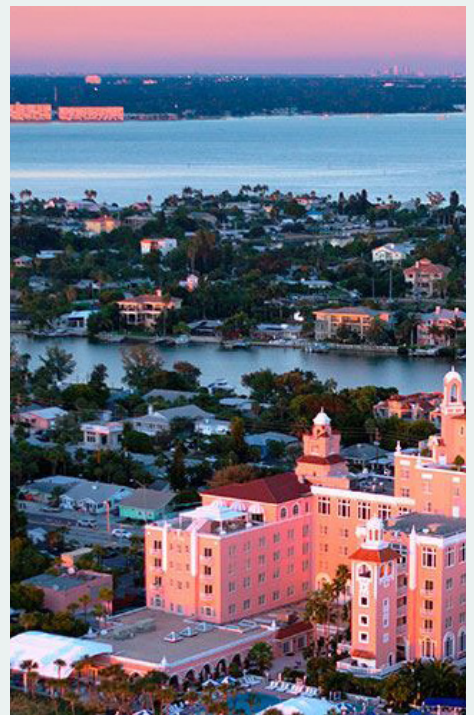
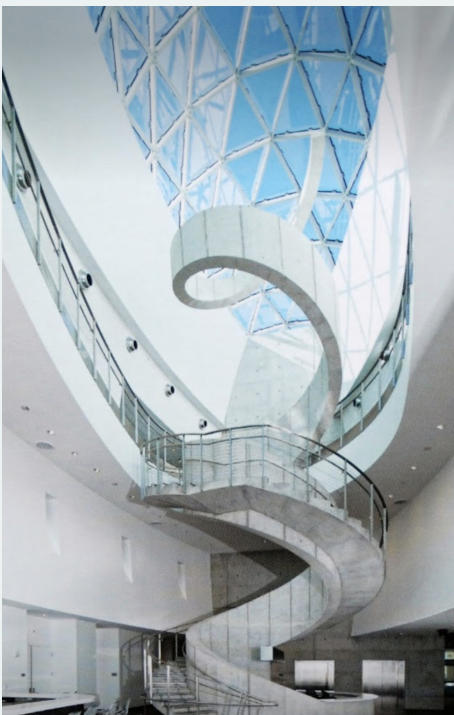
Beach Bistro - Beach Bistro has been Anna Maria Island's most romantic fine dining destination for 26 years. Located beach front looking out on the Gulf of Mexico. *6600 Gulf Dr, Holmes Beach, FL 34217*

Bern's Steakhouse - Opened in 1956, this Tampa destination restaurant features dry-aged steaks, a huge wine list & flocked wallpaper. *1208 S Howard Ave, Tampa, FL 33606*

1200 Chophouse - Intimate steakhouse featuring premium cuts, New American dishes & seafood, plus patio seating in St. Pete. *5007 Gulf Blvd, St Pete Beach, FL 33706*

Snapper's Sea Grill - Popular grill serving traditional takes on Gulf seafood in bustling surroundings in St. Pete Beach. *5895 Gulf Blvd, St Pete Beach, FL 33706*

Sola Bistro and Wine Bar -Cozy, elegant bistro & wine bar featuring a menu of Italian & New American mains, plus a patio in St. Pete Beach. *6700 Gulf Blvd, St Pete Beach, FL 33706*



YEAR END REVIEW RESERVATION

1. Please fill out this form in its entirety, for all participants attending the Year End Review and include your \$200 per person registration fee and fax to 614-433-7921.
2. Please select all the activities you & your spouse will be attending.

PRACTICE NAME: _____

DOCTOR'S NAME: _____

SPOUSE NAME: _____

FOOD ALLERGIES: _____

LUNCH WITH HAMILTON CAPITAL GROUP

December 1, 2022. Please list the names below that will be attending.

NAME 1: _____

NAME 2: _____

NAME 3: _____

NAME 4: _____

WELCOME RECEPTION

December 1, 2022, 5:30 p.m. - 7:30 p.m. Please list the names below that will be attending.

NAME 1: _____

NAME 2: _____

NAME 3: _____

NAME 4: _____

CREDIT AUTHORIZATION FORM

Please fill out the form below.

Name on Card _____ Card # _____

Billing Address _____ Exp. Date _____

City, State _____ Zip Code _____

Signature/ Initials _____ CVC Code _____