



THE PARAGON PROGRAM™
presents

THE YEAR END REVIEW

LEADERSHIP MATTERS

Paragon has always believed successful practices are built by successful people. Over a decade ago, we began building a network of people who would go on to engineer profitable practices and experience consistent, long-term growth. Thus, the Year End Review™ was born.

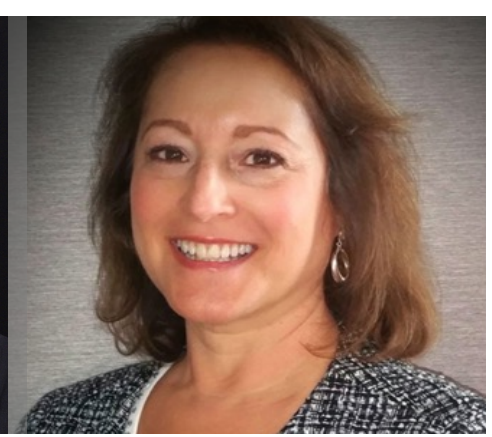
The 2023 Year End Review™ will be held in Sarasota, Florida from Thursday, November 30 to Friday, December 1 at the Westin Sarasota with the theme Leadership Matters. We will also have a send off breakfast - The Blue Vase Breakfast on Saturday, December 2. This luxurious hotel soars over the Sarasota Bay and is only minutes away from attractions such as St. Armand's Circle, Siesta Key Beach, and Lido Key Beach. You can treat yourself to the fitness center, unwind at the on-site spa, take a dip in the pool, enjoy a meal at the signature restaurant, or take in the view at the rooftop bar. This is our biggest event of the year, and what better place to have it? This will be an experience you won't want to miss with some of the top speakers from across the nation.

We at Paragon invite you, your spouse, and your team leaders to join us at our 2023 Year End Review™. To RSVP, please fill out the registration form attached and fax or email it to the Paragon office. We look forward to seeing you there!

THE SUCCESS NETWORK™

We started The Success Network™ as a way for our doctors around the nation to meet, network, and learn, while also 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 success- professionally, financially, and personally.





PARAGON'S YEAR END SPEAKERS

LINDA MAREK

Vice President of Paragon Management Associates, Inc. has been a Dental Practice Management Consultant for more than 37 years. She partnered with Ken Runkle in Paragon Management Associates 37 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

Senior Consultant of Paragon Management Associates, Inc. graduated 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

Senior Consultant of Paragon Management Associates, Inc. for over 25 years, graduated from Hudson Valley Community College with a Dental Hygiene Degree and University of Maryland at Baltimore with a 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 REKTARIK

Senior Consultant for Paragon Management Associates, Inc. has been consulting for over 25 years. She works 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.

LEE ANN BRADY, DMD

is a privately practicing dentist and nationally recognized educator, lecturer and author. With an extensive history in leadership, she is currently Executive Director and Director of Education of the Pankey Institute. Dr. Brady has also developed a vast library of online instruction at leeannbrady.com and restorativentation.com. She practices in Glendale, Arizona, is a member of the editorial board for the Journal of Cosmetic Dentistry, Inside Dentistry and Dentaltown Magazine.

DAMON WEST, M.S.

Criminal Justice, is a former adjunct college professor, internationally known keynote speaker and Wall Street Journal best-selling author of *The Coffee Bean: A simple Lesson to Create Positive Change*, which Forbes' listed in the "Top Twenty Books You Need to Read to Crush 2020." His autobiography, *The Change Agent: How a Former College QB Sentenced to Life in Prison Transformed His World*, vividly tells how he transformed the pot of boiling water that is a Texas maximum-security prison into a pot of coffee.



PARAGON'S YEAR END SPEAKERS

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.

HAMILTON CAPITAL With over 25 years of experience in the investment and wealth management space, Hamilton Capital will provide valuable insight for how successful business owners are strategically preparing for the current economic conditions and why effective leadership matters.

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, NOVEMBER 30, 2023

7:00 AM - 8:30 AM

60-IN-60, PARAGON CONSULTANTS

Paragon's Consultants have over 100 years of combined experience consulting in the dental profession in over 30 states. They will share the greatest dental pearls from the year.

8:30 AM - 9:00 AM

BREAK Breakfast buffet will be served at 8:30 A.M.

9:00 AM - 10:15 AM

TODAY'S TOP CLINICAL TIPS DR. LEE ANN BRADY

Dentistry is changing at a rapid pace. Being successful and efficient is about staying on top of the newest trends and clinical tips. In this program Dr. Brady will present the top clinical tips and techniques she is teaching. Some are old tried and true approaches that remain successful, while others introduce brand new materials and approaches. Tips will span the areas of prevention, posterior composites and indirect all ceramics.

10:15 AM - 10:45 AM

BREAK

10:45 AM - 12:00 Noon

TODAY'S TOP CLINICAL TIPS DR. LEE ANN BRADY

Continued lecture.

12:00 Noon - 12:15 PM

BREAK

12:15 PM - 1:45 PM

LEADERSHIP LUNCH INTERVIEW DR. LEE ANN BRADY

This will be an interview about what it takes to be a leader of one of the most prestigious dental training institutes in the world and juggling the balance of work and life.

1:45 PM - 2:00 PM

BREAK



THURSDAY, NOVEMBER 30, 2023

2:00 PM - 3:30 PM

BE A COFFEE BEAN DAMON WEST

Be a Coffee Bean: Hear the message that groups all over the country are implementing as their motto: Be A Coffee Bean! This presentation is designed for groups wanting to both motivate their attendees, as well as implement the vitally important message of the coffee bean, that the power to change any situation is within you, not in the outside forces around you.

3:30 PM - 4:00 PM

BREAK

4:00 PM - 5:00 PM

SURPRISE LEADERSHIP INTERVIEWS

This interview presentation will continue after the break with some of the top leaders on leadership skills to create a first-class guest experience.

5:00 PM - 5:30 PM

BREAK

5:30 PM - 7:00 PM

HOLIDAY WELCOME RECEPTION

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



FRIDAY, DECEMBER 1, 2023

8:00 AM - 9:30 AM

LEADERSHIP IN A DENTAL PRACTICE DR. EDWIN MCDONALD

“The first responsibility of a leader is to define reality. The last is to say thank you. In between, the leader is a servant.” - Max DePree

Our purpose in leading provides the foundation for everything that follows. How we show up as leaders is determined much more by who we are than what we do. Today, we will explore how leadership development begins with knowing yourself and ends with a vision of who you hope to become.

9:30 AM - 10:00 AM

BREAK

10:00 AM - 11:30 AM

LEADERSHIP IN A DENTAL PRACTICE DR. EDWIN MCDONALD

Continued lecture.

11:30 AM - 12:00 Noon

LEADERSHIP QUESTION & ANSWER DR. EDWIN MCDONALD

Question and answer period.

12:00 Noon - 12:15 PM

BREAK

12:15 PM - 1:45 PM

11TH ECONOMIC UPDATE HAMILTON CAPITAL PARTNER AND ADVISORS ECONOMICS PLANNING STAFF

This Presentation Will Be Held During Lunch

Hamilton Capital Management is sponsoring lunch. They will present the 11th annual financial market perspective update and speak on the leadership style within the company.

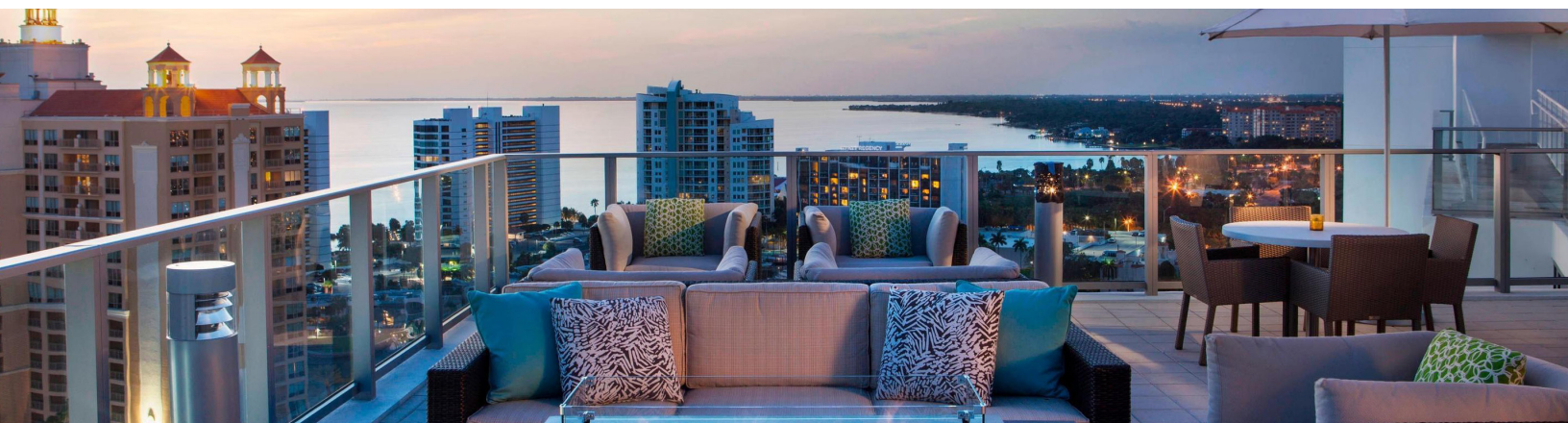
1:45 PM - 2:00 PM

BREAK

2:00 PM - 4:00 PM

LEADERSHIP MATTERS: A REVIEW & PREVIEW KEN RUNKLE, PRESIDENT

Ken Runkle, our Founder and President, will examine this past year and preview all the great things to come in 2024.



SATURDAY, DECEMBER 2, 2023

8:00 AM - 11:00 AM

**BLUE VASE BREAKFAST
KEN RUNKLE**

Every other year, we have breakfast with an agenda, and this year we will have the Blue Vase Breakfast. All are invited.





ROOM RESERVATIONS

When making your reservation at the Westin Sarasota, (100 Marina View Drive, Sarasota, FL 34236, 941-217-4777) use this link: <https://book.passkey.com/e/50569998> to ensure you get the Paragon Management Standard Room rate of \$289. Please note, this is first come, first served.

BEST PLACES TO VISIT WHILE IN TOWN

St. Armands Circle Best shops and restaurants all in one place.
300 Madison Dr, St. Armands Circle, Sarasota, FL 941-388-1554

Fun Boat Tours Explore by boat on this highly-rated tour: choose from Sarasota bay, Siesta Key, or Anna Marie and maybe see some dolphins & wildlife along the way.
Call for pricing | 1265 Old Stickney Point Rd, Sarasota, FL 34242 | 941-400-2763 \$\$

The John and Mable Ringling Museum of Art The official Florida state art museum.
Tickets \$60 | 5401 Bay Shore Rd, Sarasota, FL 34236 | 941-359-5700

Jack Dusty at The Ritz Carlton Waterfront dining with fresh seafood and craft cocktails.
1111 Ritz Carlton Dr, Sarasota, FL 34236 | 941-309-2266 \$\$\$

Shore St. Armands Trendy, modern restaurant serving unique dishes, appetizers & cocktails with their shop underneath.
465 John Ringling Blvd #200, Sarasota, FL 34236 | 941-296-0301 \$\$

Speaks Clam Bar Fine Italian dining with a great clam bar set in a speakeasy.
29 N Boulevard of the Presidents, Sarasota, FL 34236 / 941-232-7633 \$\$

Boca Farm to table dishes with a grand wine list at this trendy industrial feel restaurant
19 S Lemon Ave, Sarasota, FL 34236 / 941-256-3565 \$\$

Chart House Classy restaurant serving steak & seafood with beautiful views.
201 Gulf of Mexico Dr, Longboat Key, FL 34228 / 941-383-5593 \$\$\$

Euphemia Haye Restaurant & The Haye Loft This tiny 28-seat restaurant in Longboat Key began in 1980 with one of the best dessert lofts in the region.
5540 Gulf of Mexico Dr, Longboat Key, FL 34228/ 941-383-3633 \$\$\$



YEAR END REVIEW RESERVATION

Please complete both pages in their entirety for all participants attending the Year End Review™ and include the \$200 per person event fee registration. Fax the forms to (614) 433-7921 or email office@theparagonprogram.com.

PRACTICE NAME _____

DOCTOR'S NAME: _____

SPOUSE NAME: _____

TEAM LEADER: _____

TEAM LEADER: _____

DIETARY RESTRICTIONS

Please list the names of any dietary restrictions or food allergies below.

NAME 1: _____

NAME 2: _____

NAME 3: _____

NAME 4: _____

WELCOME RECEPTION

November 30, 2023, 5:30 PM - 7:00 PM. Please list the names below that will be attending.

NAME 1: _____

NAME 2: _____

NAME 3: _____

NAME 4: _____

HAMILTON LUNCH

December 1, 2023, 12:15 PM. Please list the names below that will be attending.

NAME 1: _____

NAME 2: _____

NAME 3: _____

NAME 4: _____

YEAR END REVIEW RESERVATION

BLUE VASE BREAKFAST

December 2, 2023 8:00 AM - 11:00 AM. 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/ Intials _____ CVC _____