

# *Lectures, Publications, Affiliations & Honors*

## *Sandy S. Pardue*

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Sandy has published several articles and has given hundreds of lectures and workshops on Scheduling Techniques, Accounts Receivable, Collections, Office Manager Training, Prevention of Embezzlement, Recall and Reactivation, Communication and all aspects of Systematizing and Organizing a Dental Practice. In addition to the lectures listed below, Sandy presents workshops and lectures to her consulting clients throughout each year.

<b>Southwest Arkansas Dental Society</b> “Organizing and Supervising”	<b>Hot Springs, Arkansas</b>
<b>Arkansas Academy of General Dentistry</b>	<b>Hot Springs, Arkansas</b>
<b>Calgary Dental Association</b> “Scheduling Patients and Appointment Book Control”	<b>Alberta, Canada</b>
<b>Dentech/Softech Dental Software User’s Conference – 2002</b> “Scheduling for Success”	<b>Chicago, Illinois</b>
<b>Louisiana Dental Association – 2003</b> “How to Gain Control of Your Practice”	<b>Destin, Florida</b>
<b>Dental Town Extravaganza – 2003</b> “How to Gain Control of Your Practice”	<b>Las Vegas, Nevada</b>
<b>“How to Gain Control of Your Practice” – 2003</b>	<b>Las Vegas, Nevada</b>
<b>New Orleans Dental Association – 2004</b> “Communication in Your Office”	<b>New Orleans, Louisiana</b>
<b>Dental Town Extravaganza – 2004</b> “How to Increase Office Productivity”	<b>Las Vegas, Nevada</b>
<b>Academy of General Dentistry Annual Session – 2004</b> Topic- General Practice Management	<b>Anaheim, California</b>
<b>Institute of Family Dentistry – 2004</b> Topic- General Practice Management	<b>Las Vegas, Nevada</b>
<b>Dental Town’s, “Townie Fiesta,” – 2004</b> <b>Key Note Speaker</b> “How to Take Control of Your Practice”	<b>Cozumel, Mexico</b>
<b>LSU Dental School, Sophomore Class – 2004</b> “Dental Office Basics”	<b>New Orleans, Louisiana</b>
<b>Dental Variety Show – 2005</b> “Appoint Yourself to the Top”	<b>Las Vegas, Nevada</b>
<b>Sacramento District Dental Society – 2005</b>	<b>Sacramento, California</b>
<b>Ahwatukee Foothills Study Club, Howard Farran – 2006</b>	<b>Phoenix, Arizona</b>
<b>Sacramento District Dental Society Midwinter Meeting – 2006</b>	<b>Sacramento, California</b>

<b>Dentech/Softech Dental Software User's Conference – 2006</b> “Safeguards to Prevent Embezzlement”	<b>Dearborn, Michigan</b>
<b>Dentech/Softech Dental Software User's Conference – 2006</b> “How to Create the Practice of Your Dreams with Dentech”	<b>Dearborn, Michigan</b>
<b>Louisiana Dental Association – 2007</b> “Spice Up Your Practice”	<b>Keystone, Colorado</b>
<b>Dental Town's Annual “Townie” Meeting – 2007</b> “Kick Your Practice up a Notch”	<b>Las Vegas, Nevada</b>
<b>Greater Baton Rouge Dental Society – 2007</b> “Safeguards to Prevent Embezzlement”	<b>Baton Rouge, Louisiana</b>
<b>Progressive Implantology and Periodontics-Dr. Suresh Goel – 2007</b> “Unlock the Potential of Your Practice”	<b>Rochester, New York</b>
<b>Louisiana State University Alumni Meeting – October 12, 2007</b>	<b>New Orleans, Louisiana</b>
<b>Burbank Dental Lab Seminar – October 5, 2007</b> “Safeguards to Prevent Embezzlement”	<b>Burbank, California</b>
<b>Utah State Dental Association – February 15, 2008</b> “Unlock the Potential of Your Practice”	<b>Salt Lake City, Utah</b>
<b>New Orleans Dental Conference/LDA – April 10, 2008</b> “Unlock the Potential of Your Practice”	<b>New Orleans, Louisiana</b>
<b>New Orleans Dental Conference/LDA – April 12, 2008</b> “Safeguards for Preventing Embezzlement”	<b>New Orleans, Louisiana</b>
<b>California Dental Association, Spring Session – May 1, 2008</b> “Maximizing Productivity and Practice Growth”	<b>Anaheim, California</b>
<b>California Dental Association, Spring Session – May 3, 2008</b> <b>New Dentist Panel-</b> “Growing Your Practice”	<b>Anaheim, California</b>
<b>Wasatch Summit- Dentrrix/Henry Schein Practice Solutions – June 6, 2008</b> “Collections Management”	<b>Snowbird, Utah</b>
<b>Wasatch Summit- Dentrrix/Henry Schein Practice Solutions – June 6, 2008</b> “Patient Retention”	<b>Snowbird, Utah</b>
<b>Academy of General Dentistry Annual Session – July 19, 2008</b> Learning Lab- Practice Management- “Spice Up Your Practice”	<b>Orlando, Florida</b>
<b>Dentech/Softech User's Conference – November 14, 2008</b> “Safeguards to Prevent Embezzlement”	<b>St. Pete Beach, Florida</b>
<b>Dentech/Softech User's Conference – November 14, 2008</b> “Removing Barriers with Better Communication”	<b>St. Pete Beach, Florida</b>
<b>Greater Baton Rouge Dental Society – February 2009</b> “Safeguards to Prevent Embezzlement”	<b>Baton Rouge, Louisiana</b>

<b>Continuing Dental Education of Baton Rouge – March 2009</b> “Safeguards to Prevent Embezzlement”	<b>Springfield, Louisiana</b>
<b>Business of Dentistry/Henry Schein Practice Solutions Meeting – June 12, 2009</b> “Optimizing Your Schedule”	<b>Las Vegas, Nevada</b>
<b>Seattle Study Club – November 17, 2009</b> “Safeguards to Prevent Embezzlement”	<b>Houston, TX</b>
<b>Detroit District Dental Society – November 20, 2009</b> “Safeguards to Prevent Embezzlement”	<b>Detroit, MI</b>
<b>California Dental Association, Spring Session – May 13, 2010</b> “Accelerate Your Practice”	<b>Anaheim, California</b>
<b>California Dental Association, Spring Session – May 14, 2010</b> “Revitalize Your Practice”	<b>Anaheim, California</b>
<b>New Jersey Academy of General Dentistry- May 19, 2010</b> “Accelerate Your Practice”	<b>Edison, NJ</b>
<b>Business of Dentistry/Henry Schein Practice Solutions Meeting- June 11, 2010</b> “Collections Management”	<b>Las Vegas, NV</b>
<b>Bank of America / AGD Annual Session – July 2011</b> “Accelerate Your Practice”	<b>New Orleans, LA</b>
<b>Burbank Dental Lab- August 13, 2010</b>	<b>Burbank, CA</b>
<b>Burbank Dental Lab – January 28 &amp; 29, 2011</b> “Academy for Scheduling Excellence”	<b>Burbank, CA</b>
<b>Central Oregon Dental Society, Team Appreciation Day – March 11, 2011</b> “Team Building”	<b>Bend, Oregon</b>
<b>Dentaltown / “Townie Meeting” [Key Note Speaker] – May 5, 2011</b>	<b>Las Vegas, NV</b>
<b>Business of Dentistry/Henry Schein Practice Solutions Meeting- June 10, 2011</b> “Scheduling Patients”	<b>Las Vegas, NV</b>
<b>Academy of General Dentistry, Annual Session – July 2011</b> “Accelerate Your Practice”	<b>San Diego, CA</b>
<b>Academy of General Dentistry, Practiceology – November 2011</b>	<b>Las Vegas, NV</b>
<b>Burbank Dental Lab, Advanced Training Center – September 2011</b> “Accelerate Your Practice”	<b>Burbank, CA</b>
<b>Chicago Dental Society, Chicago Midwinter Annual Session – February 2012</b>	<b>Chicago, IL</b>
<b>Western Regional Dental Conference – March 29, 2012</b> “Accelerate Your Practice”	<b>Phoenix, AZ</b>
<b>Burbank Dental Lab, Advanced Training Center – March 30, 2012</b> “Spice Up Your Practice”	<b>Burbank, CA</b>
<b>Classic Practice Resources, Inc. Seminar – January 25 &amp; 26, 2013</b> “Spice Up Your Practice”	<b>New Orleans, LA</b>

<b>The Dental Prosperity Insiders Circle – February 15, 2013</b> “Safeguards to Prevent Embezzlement”	<b>Monroe, LA</b>
<b>Classic Practice Resources, Inc. Seminar – June 21 &amp; 22, 2013</b> “Spice Up Your Practice”	<b>New Orleans, LA</b>
<b>Acadian Southern Society – September 19, 2013</b> “Accelerate Your Practice”	<b>Lafayette, LA</b>
<b>Classic Practice Resources, Inc. Seminar – October 4 &amp; 5, 2013</b> “Spice Up Your Practice”	<b>New Orleans, LA</b>
<b>LSU Dental School – December 6, 2013</b> “Growth & Profitability”	<b>New Orleans, LA</b>
<b>Wisconsin Dental Study Club – December 12 &amp; 13, 2013</b> “Accelerate Your Practice”	<b>Lake Geneva, WI</b>
<b>Classic Practice Resources, Inc. Seminar – March 7 &amp; 8, 2014</b> “Spice Up Your Practice”	<b>New Orleans, LA</b>
<b>Dentaltown Annual Session / “Townie Meeting” – April 26, 2014</b> “Winning Strategies to Beat the Odds”	<b>Las Vegas, NV</b>
<b>Classic Practice Resources, Inc. Seminar – June 6 &amp; 7, 2014</b> “Spice Up Your Practice”	<b>New Orleans, LA</b>
<b>Burbank Dental Lab ATC Courses – June 27, 2014</b> “Accelerate Your Practice”	<b>Burbank, CA</b>
<b>American Association of Dental Office Managers– September 5 &amp; 6, 2014</b> “Overcome Top Practice Barriers”	<b>San Diego, CA</b>
<b>El Paso Dental Meeting – September 19, 2014</b> “Accelerate Your Practice”	<b>El Paso, TX</b>
<b>LSU School of Dentistry – March 6, 2015</b> “Accelerate Your Practice”	<b>New Orleans, LA</b>
<b>Academy of Dental Management Consultants- November 2015</b> “The Deal” Selling Services to Dentists	<b>Washington, DC</b>
<b>TBSE, The Best Seminar Ever- November 2015</b> “Recipe for Patient Retention”	<b>Las Vegas, NV</b>
<b>Dentaltown Meeting- April 2016</b> “Front Desk Mastery” “Inside Secrets to Grow Your Practice”	<b>Las Vegas, NV</b>
<b>Maryland State Dental Association– September 2016</b> “Accelerate Your Practice” “Front Office Mastery”	<b>Ocean City, MD</b>
<b>3M Customer Appreciation Day- September 2016</b> “Inside Secrets to Grow Your Practice”	<b>Minneapolis, MN</b>
<b>Spear Study Club- Connecticut Chapter- October 2016</b> “Inside Secrets to Grow Your Practice”	<b>New Orleans, LA</b>

**Delta Sigma Delta- Baton Rouge Chapter- November 2016**  
**“The Gateway to Your Practice”**

**Baton Rouge, LA**

**Maui Dental Seminar-January 2017**

**Maui, HI**

**Townie Beer CE – September 2017**  
**“The Anatomy of a Successful Practice”**

**Portland, OR**

**Dentaltown Meeting – April 2018**

**Orlando, FL**

## **Published Articles and Audio**

- “The Implementation of a Successful Periodontal Program” *Dentistry Today*, March 2007
- “Keep Your Burs Spinning,” Part 1 *Dentistry Today*, May 2007
- “Keep Your Burs Spinning,” Part 2 *Dentistry Today*, June 2007
- “Implementing a Periodontal Program” *Dentistry Today – India*, May 2007
- “How to Flourish During an Economic Downturn” *Dentaltown – March 2009*
- “Change: The Solution to Problems Practices Face Today” *Dentaltown- September 2009*
- “The Ugly Truth: Minimizing the Risk of Embezzlement” *Pennwell, DentistryIQ – October 2009*
- “Safeguards to Prevent Embezzlement” *Dental Economics – November 2009*
- “Face Embezzlement Head-On” *Dentaltown Magazine – December 2009*
- “Accelerating Your Practice in a Slow Economy,” *New Jersey AGD Journal – March 2010*
- “Organizing Your Practice for Success” *Dentaltown Magazine – May 2010*
- “Stress Less and Produce More” Care Credit Audio CD – May 2010
- “Effectively Marketing Your Equipment” *Dentaltown Magazine – October 2010*
- “Where Oh Where Have Your Patients Gone?” *Dentaltown Magazine – March 2011*
- “How to Flourish in an Economic Downturn” *The Dental Assistant Magazine – May/June 2011*
- “How to Create a Successful Associateship” *Dentaltown [New Dentist Edition] Magazine – November 2011*
- “Recruiting and Hiring for a Dental Practice” *Dentaltown [New Dentist Edition] Magazine – November 2011*
- “The Forgotten Patient” *Dentrix Magazine- Spring 2012*
- “Safeguards to Prevent Embezzlement” *Dentaltown CE Webinar – March 2012*
- “Recruiting and Hiring for a Dental Practice” *Dentaltown Magazine – April 2012*
- Madow Brothers, Audio Series – November 2013
- “Hiring Made Easier” *Orthotown Magazine – December 2013*
- “A Practice Management Talk Audio CD Parts 1 & 2” Your Health Credit
- “Top 12 Best Practices for 2014” *Dentaltown Magazine – January 2014*
- “Identifying the Office Manager Position” *Dentaltown Magazine – May 2014*
- “Ten Actions for Increasing Treatment Acceptance” *Dentaltown New Grad Edition Magazine - September 2014*
- “Are Your Appointments Broken?” Podcast with The Relentless Dentist– November 2014
- “Top Practice Mistakes” Podcast with Howard Farran- December 2014
- “Staff Pay and Rewards” *Dentaltown Magazine, July 2015*

**“Establishing an Accounts Receivable System” *Dentaltown Magazine*, August 2015**

**“What You Need to Know to Hire the Perfect Hygienist” *Dentaltown Magazine*- November 2015**

**Madow Brothers, Audio Series – December 2015**

***Dentalhacks* Podcast “All About Systems” – January 2016**

***DentistMetrics* on Hiring Staff [Jonathan VanHorn] – January 2016**

**Podcast with *The Relentless Dentist*– “10 Actions to Increase Treatment Plan Acceptance” –February 2016**

**“5 Steps to Building a Great Team” – *Dentaltown Magazine*- November 2016**

**Dental Hacks Podcast – “The Brain Trust on Hiring” – June 2017**

**The Dental Marketer Podcast – “Organization with Sandy Pardue” – April 2017**

**Professional Affiliations and Honors:**

**Lifetime Member of the American Association of Dental Office Managers**

**Member of the Academy of Dental Management Consultants, 2014 - Current**

**Named one of the Dental Industry’s “Leaders in Dental Consulting and Continuing Education”  
by *Dentistry Today* Magazine 2003, 2004, 2005, 2006, 2007, 2008, 2009, 2010, 2011, 2012, 2013, 2014, 2015, 2016, 2017**

**Voted “Best Practice Management Advisor” on *Dentaltown* Website**

**Henry Schein Practice Solutions/Dentrix- Customer Advisory Panel Member- April 2007- June 2009**