

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.

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

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

“Safeguards to Prevent Embezzlement”

Business of Dentistry/Henry Schein Practice Solutions Meeting – June 12, 2009 Las Vegas, Nevada
“Optimizing Your Schedule”

Seattle Study Club – November 17, 2009 Houston, TX
“Safeguards to Prevent Embezzlement”

Detroit District Dental Society – November 20, 2009 Detroit, MI
“Safeguards to Prevent Embezzlement”

California Dental Association, Spring Session – May 13, 2010 Anaheim, California
“Accelerate Your Practice”

California Dental Association, Spring Session – May 14, 2010 Anaheim, California
“Revitalize Your Practice”

New Jersey Academy of General Dentistry- May 19, 2010 Edison, NJ
“Accelerate Your Practice”

Business of Dentistry/Henry Schein Practice Solutions Meeting- June 11, 2010 Las Vegas, NV
“Collections Management”

Bank of America / AGD Annual Session – July 2011 New Orleans, LA
“Accelerate Your Practice”

Burbank Dental Lab- August 13, 2010 Burbank, CA

Burbank Dental Lab – January 28 & 29, 2011 Burbank, CA
“Academy for Scheduling Excellence”

Central Oregon Dental Society, Team Appreciation Day – March 11, 2011 Bend, Oregon
“Team Building”

Dentaltown / “Townie Meeting” [Key Note Speaker] – May 5, 2011 Las Vegas, NV

Business of Dentistry/Henry Schein Practice Solutions Meeting- June 10, 2011 Las Vegas, NV
“Scheduling Patients”

Academy of General Dentistry, Annual Session – July 2011 San Diego, CA
“Accelerate Your Practice”

Academy of General Dentistry, Practiceology – November 2011 Las Vegas, NV

Burbank Dental Lab, Advanced Training Center – September 2011 Burbank, CA
“Accelerate Your Practice”

Chicago Dental Society, Chicago Midwinter Annual Session – February 2012 Chicago, IL

Western Regional Dental Conference – March 29, 2012 Phoenix, AZ
“Accelerate Your Practice”

Burbank Dental Lab, Advanced Training Center – March 30, 2012 Burbank, CA
“Spice Up Your Practice”

Classic Practice Resources, Inc. Seminar – January 25 & 26, 2013 New Orleans, LA
“Spice Up Your Practice”

The Dental Prosperity Insiders Circle – February 15, 2013 Monroe, LA

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

Delta Sigma Delta- Baton Rouge Chapter- November 2016 “The Gateway to Your Practice”	Baton Rouge, LA
Maui Dental Seminar-January 2017 “Front Office Mastery”	Maui, HI
Townie Beer CE – September 2017 “The Anatomy of a Successful Practice”	Portland, OR
Burbank Dental Lab ATC Courses – November 2017 “Front Office Mastery”	Burbank, CA
Delivering Wow Dental Seminar – March 2018	Jamaica
Dentaltown Meeting – April 2018 “Front Office Mastery”	Orlando, FL
Excellence in Periodontics –September 2018 “Accelerate Your Practice”	Jackson, MS
Commonwealth Study Club- September 2018 “Accelerate Your Practice”	Fredericksburg, VA
Mid-Continent Dental Congress- November 2018 “Accelerate Your Practice”	St. Louis, Missouri
Southern Illinois Dental Society- January 2019 “Accelerate Your Practice”	Marion, IL
Voices of Dentistry- January 2019 “Supercharge Your Practice in 2019”	Scottsdale, AZ
<u>Future Lectures</u>	
Mommy Dentists – September 2019	New Orleans, LA
New Orleans Dental Conference – May 2020	New Orleans, LA
Virginia AGD, Annual Session – December 2020	Richmond, VA

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
- “Jump Start Your Practice in 2015” *The Observer, AADOM Magazine 2015*

“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

Interview - Dental Marketing Guy Show – August 2016

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

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

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

“How to Control Your A/R” – September 2017
Delivering Wow Podcast

“Unleash Your Practice” – September 2017
Dentistry Uncensored with Howard Farran

“Internal Marketing” – December 2017
Growing Dentist Podcast

“It’s Time for Some R and R and R” – 2017
Care Credit State Association Publication

“Transitions with Sandy Pardue” - January 2018
Shared Practices Podcast

“Practice Management Gurus” – May 6, 2018
Dentistry Uncensored with Howard Farran

Interview- Dental Marketing Forum with Grace Rizza – May 2028

“Boost Your Treatment Acceptance” – *Dentaltown Magazine* – May 2018

Interview- Behind the Smiles with Gina Dorfman – June 2018

“Ask the KOL” *Dentaltown Magazine* - September 2019

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, 2018

Voted "Best Practice Management Advisor" on *Dentaltown* Website

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