



# Day of Experts Workshop

August 14–15, 2026 | Nashville, TN

BUILDING DREAMS  
**TOGETHER**

**BencoDental**  
Driving Dentistry Forward, Together

**a|dec**

Reserve Your Seat Today QR Code Below  
Space is limited.



There are compelling reasons to build a group practice, but sustainable growth requires the right strategy, structure, and leadership.

Through expert-led discussions and peer collaboration, you'll gain practical insights into leadership development, financial performance, recruiting strategies, ownership structures, and long-term business planning.



MATTA GROUP



GAIN WATTERS & ASSOCIATES



# AGENDA

## FRIDAY, AUGUST 14

### 8:00 AM | Welcome & Introductions

### 8:30 AM | Leadership & Growth Strategy – Perrin DesPortes, Next Level Executive

- Buy vs. Build
- Transitioning from Clinician to Executive
- Key Roles in an Emerging Group Practice

### 10:00 AM | Break

### 10:15 AM | Building Your Leadership Team - Jon Fidler, Fidler & Associates

- Roles, Responsibilities & Accountability
- Compensation Benchmarks
- Best Practices & Common Pitfalls

### 11:00 AM | The Dashboard: Are You Driving Your Practice... or Is It Driving You? – Bill Ladd, DuckettLadd

- 7 Key Metrics Every Owner Needs to Know
- Case Study Comparison of Two Practices
- Benchmarks & Metrics That Turn Into Money

### 12:00 PM | Lunch

### 1:00 PM | Enterprise Value to Personal Wealth: Financial Decisions DSO Owners Can't Afford to Delay – Cain Watters

- Business Structure, Compensation & Liquidity Planning
- Preparing for Future Recap or Capital Events
- Personal Wealth Strategy

### 2:00 PM | Panel Discussion: Key Takeaways & Open Questions

### 3:00 PM | One-on-One Discussions & A-dec Sandbox Experience

### 5:30 PM | Reception & Dinner

## SATURDAY, AUGUST 15

### 8:00 AM | Welcome & Day Two Kickoff

### 8:30 AM | Clinical Leadership & Development – Dr. Andrew Matta, Matta Group

- Establishing Clinical Philosophy & Standards of Care
- Recruiting & Onboarding Providers
- Doctor Development as a Growth Driver

### 9:45 AM | Ownership & Partnership Models - Perrin DesPortes, Next Level Executive

- Founder Considerations
- Alignment vs. Agreement
- Structuring Associate Partnerships

### 10:45 AM | Panel Discussion: Recap, Key Takeaways & Open Q&A

### 11:30 AM | Adjourn

