155th Annual Session
September 18 - 21, 2019

St. Louis Union Station Hotel
1820 Market Street
St. Louis, MO
314/231-1234
ISDS Room Rate: $135 plus taxes

2019 Annual Session Committee:
Dr. Randall Markarian, President
Dr. John Rottschalk, General and Corporate Sponsorship Chair
Dr. Darryll Beard, Dinner Dance Chair
Dr. Christopher Larsen, 2020 President
Dr. Ronald Riggins, 2020 General Chair
Dr. Alice Boghosian, 2021 President
Dr. Renée Pappas, 2021 General Chair
Wednesday, September 18

ILAGD - ISDS CE Course – 8:00 am to 4:00 pm
THE SUCCESSFUL 21ST CENTURY PRACTICE
WHY SOME PRACTICES ARE HIGHLY SUCCESSFUL…AND OTHERS ARE NOT
Presented by: Roger P. Levin, DDS
Recommended for Dentists & Staff

Dentistry is changing at the fastest pace in history. Some practices are thriving, while others are not. What sets one practice on a path of success while another struggles? The difference stems from the decisions and actions that dentists take in the 21st century to continue to grow and protect their future. Every practice today needs a growth and success plan and it is easier than you think.

This seminar is dedicated to showing any dentist and team the right way to accelerate practice growth and success in a vastly more challenging environment. Dr. Roger Levin has advised practices ranging from start-ups to large dental groups and will teach the proven methods and strategies that create a high level of sustainable success. He will showcase comparative studies of practices in similar situations, where one practice has double the production and profit of another in the same geographic area.

Many dentists today are frustrated because they lack the business background to implement the right changes in the right way for today’s more competitive environment. This seminar cuts through the clutter and theory and goes right to the heart of what needs to be done—and how to do it. This highly practical presentation is beneficial for both doctors and dental team members, and it will help take your practice to the next level.

Seminar Objectives—Attendees will learn:

- Strategies to increase production ASAP
- 10 statistics that will determine your future
- 6 customer service strategies that “WOW” patients
- 6 things great leaders do differently
- 6 changes in dentistry that can make or break a practice
- How to properly bring in a new patient
- 5 things to do when greeting every patient
- How to work 5 - 10 less years
- How to improve scheduling by 20%

Roger P. Levin, DDS
Dr. Levin is a third-generation general dentist and the Chair and CEO of Levin Group, Inc., a leading dental management consulting firm that has worked with over 30,000 dentists and specialists.

One of the most sought-after speakers in dentistry today, Dr. Levin frequently lectures at major dental meetings. The author of 68 books and more than 4,300 articles, he is a regular contributor to JADA, Dental Economics, Inside Dentistry and other industry publications. He has been interviewed by The Wall Street Journal, The New York Times and Time magazine.

Dr. Levin has received numerous honors including the Dental Excellence Award for the best practice management consultant from DrBicuspid.com. For 14 consecutive years, he has been named one of the “Leaders in Dental Consulting” by Dentistry Today. Recently, he was honored to be named two years in a row as one of the “32 Most Influential People in Dentistry” by Incisal Edge magazine and one of “The 10 Most Interesting Dentists” by Dentist’s Money Digest.

Course fees:
$75 per person for members of ISDS, ILAGD or state specialty organization
$50 per person for staff of member dentists
$100 per person for members of ADA, AGD or national specialty organization
$150 per person for non-members of ADA, AGD
$75 per person for staff of non-members
Thursday, September 19

12th Annual Illinois State Dental Society Foundation Golf Outing: $175 per golfer
11:00 am: Lunch / 11:30 am Shotgun Start
Stonestone Golf Club, Fairview Heights, IL
Fee includes 18 holes of golf, golf cart, box lunch and two drink tickets.

ISDS Foundation “Tooth Train Trivia” with Dinner: $80 per person
7:00 pm, St. Louis Union Station Hotel
Assemble your team of 6 for a great night of fun and games!
Fee includes buffet dinner and a “signature” drink. There will be auctions, raffles and much more!

Friday, September 20

Opening Breakfast: $50 per person
7:30 – 9:00 am
ISDS President, Dr. Randall Markarian, will officially open the 155th Annual Session of the Illinois State Dental Society at the Opening Breakfast. ISDS will announce several society recognition awards, including Distinguished Member, Humanitarian, Lifetime Achievement, President’s Special Award(s), Component President Awards, Sullivan Membership Action Award, and a number of other service awards. The ISDS Foundation will announce the winner of the Greek Leadership Award.

ISDS House of Delegates (Session I)
9:30 – 11:30 am
The House of Delegates is the governing body of the Illinois State Dental Society. Dr. Bryan Blew, Speaker of the House, will officially open the 155th House of Delegates at 9:30 am on Friday, September 20. The House will meet again at 1:00 pm on Saturday, September 21.

President’s/Governor’s Club Reception & Luncheon: No charge for PAC Club-level members
11:30 am: Reception with cash bar / Noon: Lunch
Join President’s Club and Governor’s Club members for this annual luncheon. Reception with cash bar at 11:30 am and lunch from noon to 1:00 pm. Although this is a complimentary event for all President’s Club and Governor’s Club members, registration is required. The luncheon features a special guest speaker and presentation of the Chauncey Cross Awards for outstanding component participation in DENT-IL-PAC.

Reference Committee Orientation
1:15 – 1:45 pm

Reference Committee Hearings
2:00 – 4:00 pm
All ISDS members may participate in the policymaking process of the Illinois State Dental Society by giving testimony on resolutions going before the House of Delegates.

Alumni Receptions: SIU School of Dental Medicine / UIC College of Dentistry
4:00 – 5:30 pm

President’s Reception & Dinner Dance: $125 per person
7:00 pm: Reception / 8:00 pm to Midnight: Dinner and Dancing
The President's Dinner Dance honors Dr. and Mrs. Randall Markarian with an elegant dinner and fun-filled evening of dancing to the sounds of Spectrum. Black tie optional.
Saturday, September 21

International/American College Breakfast
7:00 – 8:30 am

Chicago and Downstate Caucuses
9:30 – 11:30 am

Spouse/Guest Event – Fabulous Fox Theatre Tour and Grand Tavern Luncheon: $70 per person
9:30 am – 1:00 pm

Imagine yourself in a 4,500-seat theatre with a lobby guarded by two majestic lions with blinking yellow eyes… a theatre where the lavish decorations of Moorish, Far Eastern, Egyptian, Babylonian and Indian cultures combine in an unimaginable harmony of opulence that dazzles the eye. Welcome to the Fabulous Fox Theatre in St. Louis. During this comprehensive tour, you will learn the full history of this magnificent facility. After the tour, the group will dine at the Grand Tavern by David Burke, ideally located in the heart of the city’s Grand Arts District in the Angad Arts Hotel. The restaurant showcases Chef David Burke's playful cuisine and whimsical take on classic and contemporary American dishes. Attendees will meet in the hotel lobby at 9:30 am and carpool to the Fox Theatre.

Caucus Lunch (Delegates and Alternates Only)
11:30 am – 12:30 pm

Past Presidents’ Lunch
11:30 am – 1:00 pm

House of Delegates (Session II)
1:00 – 5:00 pm

President’s Special Event – Three Sixty Rooftop: $100 per person
7:00 – 9:00 pm

The meetings are over… stay and relax with Dr. Markarian and friends for a casual, laid-back evening. Located atop the Hilton St. Louis at the Ballpark, Three Sixty offers sweeping views of the Gateway City – including a bird’s-eye view of Busch Stadium. With refreshing beverages, tasty bites to savor and live background music, Three Sixty is the ultimate rooftop experience.
Fee Schedule

<table>
<thead>
<tr>
<th>Event</th>
<th>Fee</th>
</tr>
</thead>
<tbody>
<tr>
<td>ISDS Annual Session</td>
<td>No Charge (ISDS Members/ADA Members)</td>
</tr>
<tr>
<td>Registration</td>
<td>$396 (Non-Member dentists)</td>
</tr>
<tr>
<td></td>
<td>$50 (Non-Member hygienists)</td>
</tr>
</tbody>
</table>

**Wednesday, September 18**

**ILAGD/ISDS CE Course:**
- $75 per person for members of ISDS, ILAGD or state specialty organization
- $50 per person for staff of members
- $100 per person for members of ADA, AGD or national specialty organization
- $150 per person for non-members of ADA, AGD
- $75 per person for staff of non-members

**Thursday, September 19**

ISDS Foundation Golf Outing: $175
ISDS Foundation Tooth Train Trivia with Dinner: $80

**Friday, September 20**

Opening Breakfast: $50

President's/Governor's Club Luncheon: No charge to President's/Governor’s Club members and one non-dentist guest OR $250 to join Governor's Club/$500 to join President's Club

President's Reception & Dinner Dance: $125

**Saturday, September 21**

Fabulous Fox Theatre Tour & Grand Tavern Luncheon: $70
St. Louis Rooftop Event: $100

Annual Session gives members the opportunity to participate in the decision making process of the House of Delegates, exchange ideas and join colleagues in business and social aspects of the society. Other dental organizations and specialty groups, including DENT-IL-PAC, Governor's Club, Illinois State Dental Society Foundation, Illinois Academy of General Dentistry and International/American College of Dentistry hold meetings in conjunction with the ISDS Annual Session.

**Need help with your registration?** Contact [Kara Manfredo](mailto:kara.manfredo@isdsonline.org).

**Looking to exhibit at our meeting?**
Find out more about our event in our [Exhibitor Prospectus](#), and contact [Kara Manfredo](mailto:kara.manfredo@isdsonline.org).

**For other questions about this event,** contact [Kathy Ridley](mailto:kathy.ridley@isdsonline.org).