

Council on Orthodontic Practice (COOP)

COOP E-News, February 2019

Practice Transition Program at the Annual Session

The 2019 program is scheduled for Friday, May 3, 2019 in conjunction with the AAO Annual Session in Los Angeles, CA. The lecture topics and speakers for this program are:

- Planning an Exit Strategy for Normal and Unexpected Retirement – Roger Hill and Andrew Tucker from McGill & Hill Group (breakout session for senior doctors)
- Career Opportunities & Emerging Practice Trends Panel Discussion – Chris Bentson and Shannon Patterson from Bentson Copple & Associates, and Jason Wood from Wood & Delgado Dental Attorneys (breakout session for junior doctors)
- Traditional Buying and Selling Arrangements – Roger Hill from McGill & Hill Group
- Arrangement Options for Associates, Partners, and Group Practices – Chris Bentson and Shannon Patterson from Bentson Copple & Associates
- The Importance of Contracts – Jason Wood from Wood & Delgado Dental Attorneys

In addition to their individual lectures, speakers will participate in the roundtable luncheon and post-event networking reception sponsored by Zeigler Practice Transitions (Drs. Thomas and Steven Ziegler) to further engage with the attendees.

Orthodontic Staff Club (OSC)

Many doctors have yet to introduce their staff to the benefits of the Orthodontic Staff Club, like free educational resources and the AAO Voluntary Certification Program which allows staff to become Certified Orthodontic Assistants. Get your team onboard and join the OSC today so they may have access to:

- Online Lectures – OSC members have unlimited access to 450+ recorded lectures, including topics specifically designed for orthodontic staff such as OSHA and infection control.
- AAO Annual Session – OSC members receive a \$25 discount on their Annual Session registration compared to non-member rates.
- Practice Management Resources – OSC members have full access to the AAO member website at aaoinfo.org/members, where they can utilize a variety of downloadable, customizable materials for your practice and patients.
- Orthodontic Staff Club Facebook group – OSC members can collaborate, network and share best practices with peers by joining this exclusive group (individual OSC memberships will be verified before access is granted).
- Orthodontic Staff Achievement Award – Only OSC members can be nominated for the newly-announced Orthodontic Staff Achievement Award (nomination deadline is March 1st).

Staff Club Numbers

To date there are 8,057 Orthodontic Staff Club Members and 238 Orthodontic Staff Facebook members.

For more info on OSC, go to: <https://www.aainfo.org/membership/orthodontic-staff>

Practice Opportunities and Careers (POC)

If you are looking for employment or to buy a practice, hiring or selling, make sure you visit the AAO website. POC is a confidential matching service that connects registered AAO members seeking orthodontic practice opportunities (“Seekers”) with those who have opportunities to offer (“Providers”). Registering as a Provider or Seeker can be completed in just a few minutes. Visit: <https://www.aainfo.org/careers>

As of October 23, 2018, POC maintains:

180 active opportunities (Oct. 2017: 210)

684 registered seekers (Oct. 2017: 623)

Following is a breakdown of matches by opportunity type:

Full-time associateship: 25

Part-time associateship: 12

Practice for sale: 5

Independent contractor: 2

Partner: 1

Locum tenens: 1

There is a new vendor supplied job board site which will be launched in November 2018 as the AAO Career Center. The new features of the site include the option for members to post orthodontic staff positions.

AAO Career Fair

The 2019 Career Fair will be held on Sunday, May 5 during the AAO Annual Session in Los Angeles, CA. Unlike previous years, this event will be integrated with the new AAO Career Center, allowing employers to register through the site and promote their openings prior to the event. Employers will also be given early access to their booths to set up/schedule interviews with candidates who inquire through the site.

Webinars

During 2018-2019, a series of 9 Webinars are currently scheduled for doctors and/or staff. Two doctor webinars remain open in order to schedule two additional clear aligner webinars. Topics include clinical and practice management topics. Five Business of Orthodontics webinars have been scheduled.

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