

Speaker Packet



KYLE  
BOGAN

HELPING BUILD  
TEAMS THAT  
BUILD PRACTICES



# Lead from the Bottom: Scaling the Ladder of Success

The dental team represents the practice's biggest expense and biggest opportunity. What if you could get your entire team on the same page, move team members from clock-punchers to collaborators, and create a culture that helps team members thrive?

**Team-first leadership is the answer.** Learn the strategies and principles necessary to build a collaborative environment where every team member feels valued and is involved in the greater purpose of the practice. Discover a systematic approach for identifying various communication styles. Understand how to navigate similarities and differences to unlock the unique voices of teammates and patients. Explore the importance of defining a clear mission, identifying core values, articulating your vision, and setting metrics for measuring success.

Come along with Dr. Kyle Bogan on a journey using the team-first approach for creating an organizational culture that transformed his business and team and resulted in happy patients (leading to 50+% growth each year.) Thriving teams build thriving practices while also making the practice leader's job more enjoyable and a whole lot easier. Lead from the bottom and create an engaged team that will climb the ladder of success with you.



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## LEARNING OBJECTIVES:

- ▶ Understand the philosophical and practical differences between owner-first and team-first mindsets
- ▶ Recognize the positive and negative impact that culture has on patient retention and the practice
- ▶ Explore and identify various work and communication styles
- ▶ Obtain strategies for navigating interactions across diverse communication styles
- ▶ Understand the steps necessary to foster a culture that will help your practice thrive for years to come
- ▶ Identify the underlying core values of your organization
- ▶ Illuminate the steps to defining practice vision and creating buy-in from the team
- ▶ Empower your team with goal setting strategies
- ▶ Pinpoint the role metrics and goals play in achieving business success

## SUGGESTED FORMATS:

Full or Partial Day; Lecture, Workshop, Keynote

## SUGGESTED AUDIENCE:

Dentist/Business Owners and Teams

# Kyle Bogan, DDS, FAGD, FICD

**Wondering how to scale and grow your practice? How to retain good team members? How to stop the patient revolving front door?**

**There is a path to generating a thriving practice and a rewarding journey: team buy-in, collaboration, and shared goals.**

After completing his dental training, Dr. Kyle Bogan entered the profession ready to light a fire and change the way patients experienced oral healthcare. While he wanted financial success, he also wanted to measure success by the culture that exists for the team members that join him to serve their patients. He believed that financial success naturally flows when a thriving practice culture exists. Dr. Bogan's presentations share the principles and strategies that transformed his practice culture while generating happy patients and practice growth.

Dr. Bogan is a life-long learner that is passionate about sharing his knowledge with other dental professionals through his speaking and coaching programs. He has earned a Fellowship from the International College of Dentists (FICD) and a Fellowship from the Academy of General Dentistry (FAGD). He serves as the General Chair, Ohio Dental Association Annual Session (2020), the President of Columbus Dental Society (2020), and represents District 7 in the ADA Council on Membership (2019-2023).

Dr. Bogan graduated Magma Cum Laude from Ohio State University. He was inducted into the Omicron Kappa Upsilon (national dental honor society). During his schooling at OSU, he was involved in dental research involving the release of fluoride from "smart" polymeric hydrogels. He also played sousaphone in the marching band, dotting the "1" three times. He is comfortable on the stage and has enjoyed being involved in community, school and church theatrical presentations.



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### **Presentations**

Ohio Dental Association  
Omicron Kappa Upsilon,  
Ohio State University  
College of Dentistry; Keynote

### **Publications**

Dental Entrepreneur  
Columbus CEO  
Columbus Business First  
ODA Today (Ohio Dental Association)

### **Memberships**

American Dental Association  
Academy of General Dentistry  
American Academy of Cosmetic Dentistry  
American Academy of Dental Sleep Medicine  
American Academy of Facial Esthetics  
International College of Dentists  
International Dental Implant Association  
Ohio Dental Association  
Columbus Dental Society  
Dental Speakers Bureau  
Dental Speaker Institute

Invite Dr. Bogan to  
share the steps and  
strategies for  
cultivating a team-first  
culture that fuels  
practice growth.

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