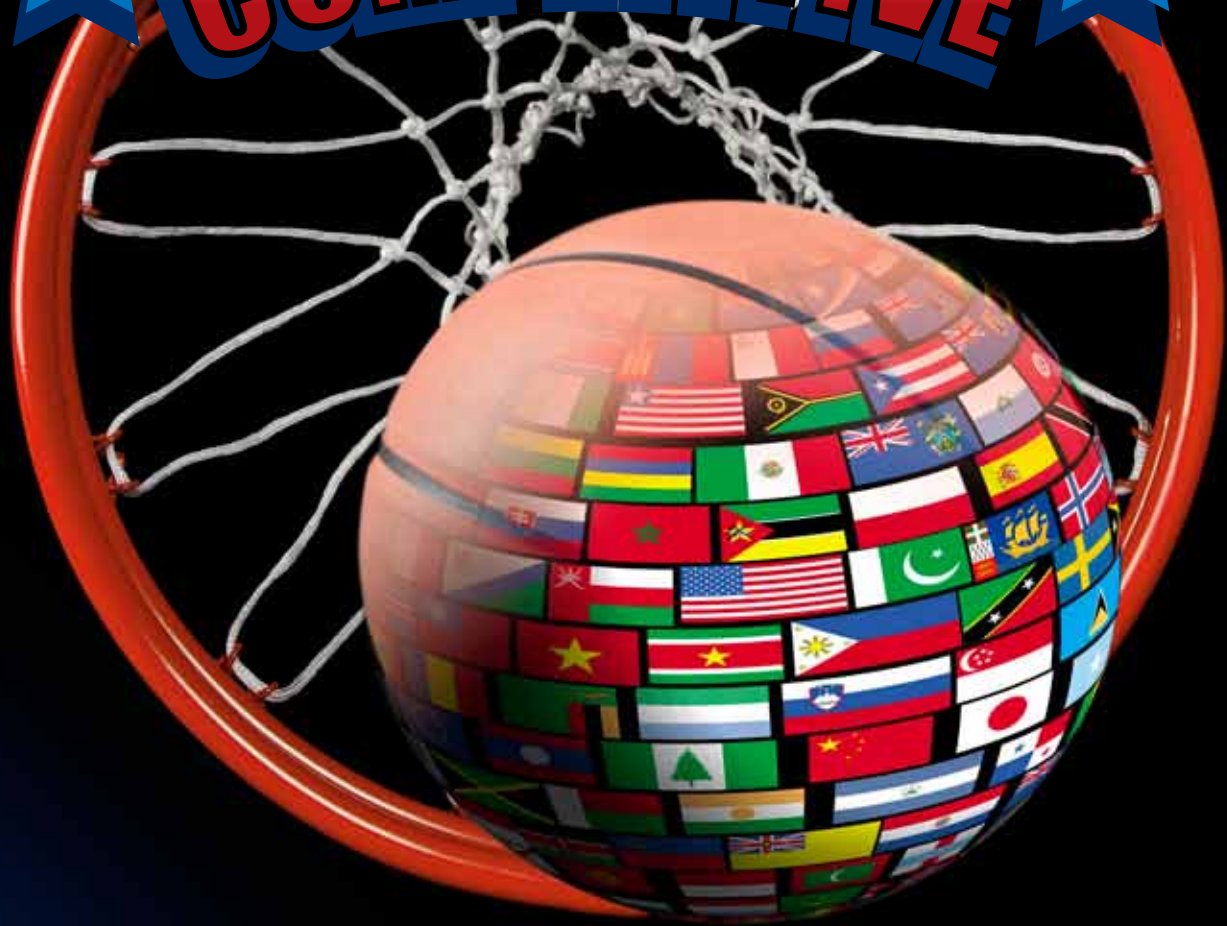


# GLOBALLY COMPETITIVE



# V21

*NADL's Vision 21 Meeting*

## It's In Your COURT

**JANUARY 19 – 21, 2012**

**PARIS RESORT  LAS VEGAS, NEVADA**



## Keynote Speaker **JERRY JASINOWSKI**

**J**erry Jasinowski is the former CEO of the National Association of Manufacturers (NAM), an economist, author, and a member of many significant private, public, and nonprofit boards. In addition to his experience leading a complex business organization, Jasinowski brings to the table economic expertise and a deep understanding of the issues facing global manufacturing. A frequent guest of top news programs like Meet the Press and Bloomberg, his knowledge covers political, economic, and manufacturing trends and developments. Jasinowski addresses a wide range of pressing business and economic issues, especially — but not limited to — the current state of U.S. manufacturing.

# Paris Las Vegas — the place to be!

**E**xperience everything you love about Paris, right in the heart of Vegas. It's all the passion, excitement, and ambiance of Europe's most romantic city, in the entertainment capital of the world.

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To make your reservations, please call the hotel direct at (877) 603-4389 and indicate you are with NADL group code SPDEN2 to receive the discounted rate of \$149 plus taxes per night. Reservations must be made by **Wednesday, January 4, 2012** to receive this discounted rate. This NADL rate is subject to availability of guest rooms at the time of reservation.

***"I look forward to this meeting. I do a lot of planning and get motivated!"***



# 2012 Schedule of Events

## THURSDAY, JANUARY 19

The day's activities start with two value added interactive workshops for a limited number of participants on key topics of relevance to laboratory owners and managers. In the evening, participate in the opening reception honoring NADL's new Chief Elected Officer of the board.

**8:00 a.m. – 10:00 a.m. Advanced Training on Achieving ROI with New Technology**

*Speaker:*  
*Chuck Yenkner, MBA – Business Development Associates*  
*(Value Added – Additional registration and fees apply)*

**10:00 a.m. – 12:00 p.m. Advanced Lean Manufacturing and Process Mapping**

*Speaker: Stuart Steinbock – Whip Mix Corporation*  
*(Value Added – Additional registration and fees apply)*

**1:00 p.m. – 5:00 p.m. State and Regional Component Leadership Meeting**

**6:00 p.m. – 8:00 p.m. Reception Honoring 2012 NADL President Warren Rogers**

*Sponsored by:*  
*Dentsply Prosthetics*



*“This was my first time and I realized that I have been missing alot. Next year I will bring my son.”*

*“Classes at Visions are always very informative and presented in an interesting way to keep our attention.”*

## FRIDAY, JANUARY 20

The general theme of this year's meeting is to look at the world around you and determine how your laboratory's business model fits. NADL's business management committee has secured both outside and industry speakers to focus on global market trends, best practices from other manufacturing industries that have brought work back to the U.S. and how to export your laboratory's work to foreign dentists. The closing session of the day will feature metrics from a microcosm of dental laboratories in different geographic regions of the country.

**7:30 a.m. – 8:15 a.m. Registration & Buffet Breakfast**

**8:15 a.m. – 8:45 a.m. Welcome, Announcements & Installation of NADL Leadership**

**8:45 a.m. – 10:15 a.m. Competitive Strategies in a Global Economy**

*Speaker: Jerry Jasinowski – Former CEO of National Association of Manufacturers*

**10:15 a.m. – 10:45 a.m. Morning Break**

**10:45 a.m. – 12:30 p.m. Globalization is a Two Way Street, How Dental Laboratories Can Export their Products and Services**

*Speaker: Andrew Edlefsen – Las Vegas Export Assistance Center, U.S. Department of Commerce*

**12:30 p.m. – 1:45 p.m. NADL Luncheon**

**1:45 p.m. – 4:00 p.m. Afternoon Refreshments**

**1:45 p.m. – 4:00 p.m. Key Performance Indicators in the Dental Laboratory**

*Speaker: Skip Dulle – Dental Resource Alliance*  
**Part II – DRA Panel**

**4:00 p.m. – 5:00 p.m. Networking Reception**

**5:00 p.m. – 6:00 p.m. Personal Time**

**6:00 p.m. – 7:00 p.m. NADL Awards Ceremony & Reception**

*Sponsored by:*  
*Sirona Dental Systems*

# SATURDAY – JANUARY 21

The final day of Vision 21 will hit all the “hot buttons,” starting with a progress report on how the industry works with allied dental organizations affecting change on education, public awareness and improving the technician/clinician relationship. Other daily sessions will feature an analysis of where the domestic market is predicted to be in the future relative to sales and technology integration and staying competitive as an independent dental laboratory.

**8:00 a.m. – 8:30 a.m. Buffet Breakfast**

*Sponsored by:  
Nobel Biocare*

**8:30 a.m. – 10:15 a.m. News from the Front – Update from ADA and NADL on Key Issues Impacting the Industry**

**10:15 a.m. – 10:30 a.m. Morning Break**

**10:30 a.m. – 12:00 p.m. Vision of the U.S. Dental Laboratory Market**

*Speaker: Tais Clausen – 3Shape*

**12:00 p.m. – 1:15 p.m. NADL Networking Luncheon**

*Sponsored by:  
Argen Corporation*

**1:15 p.m. – 3:30 p.m. Afternoon Refreshments**

**1:25 p.m. – 3:30 p.m. The Next Generation of Privately Held Dental Laboratories**

*Speakers:*

*Bruce Colgin – Dental Arts Laboratories, Inc.*

*Grant Maier – Aurum Group, DAMAS*

*Nick Ragle – Ragle Dental Laboratory, CDL*

*Barbara Warner Wojdan, CDT, AAACD – Knight Dental Group, CDL, DAMAS*



## The Foundation for Dental Laboratory Technology Annual Fundraiser

In conjunction with the 2012 Vision 21 Meeting, the Foundation will have raffle tickets for sale for an amazing LXR Luxury Hotels and Resorts weekend for two at one of their Florida properties. This year, the Foundation is also working with several dental manufacturers to “raffle” off high value equipment such as scanners.

Look for more information in the JDT and at [www.dentallabfoundation.org](http://www.dentallabfoundation.org) for ticket order forms. You do not have to attend Vision 21 to purchase tickets or win, but the drawings will take place at the meeting. There will be a limited number of tickets for sale for each item.

All proceeds received from the Big Ticket Raffle will go to The Foundation for Dental Laboratory Technology and will support scholarships for technicians and grants for dental technology schools.



***“This is a MUST meeting for owners and managers.”***



***“Vision 21 is always very informative and in tune with labs that want to go to the top.”***



# 2012 NADL VISION 21 MEETING JANUARY 19-21, 2012 LAS VEGAS, NEVADA

## Registration Form

Name \_\_\_\_\_  CDT  RG  DMD  DDS  Other \_\_\_\_\_

Organization \_\_\_\_\_  CDL  DAMAS

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_ E-mail \_\_\_\_\_

### NADL Member Full Registration

*Includes: Thursday Welcome Reception & Roast (for laboratory, technician and component members only), all presentations, breakfast, lunch and breaks on Friday and Saturday, and Friday Awards Reception.*

**Before 12/19/11:**  \$575 – First Member  \$475 – Each Additional Member

**After 12/19/11:**  \$600 – First Member  \$500 – Each Additional Member

### CDT Non-Member Full Registration

*Includes: Thursday Welcome Reception & Roast (for laboratory, technician and component members only), all presentations, breakfast, lunch and breaks on Friday and Saturday, and Friday Awards Reception.*

**Before 12/19/11:**  \$625 **After 12/19/11:**  \$675

### Non-Member Full Registration

*Includes: Thursday Welcome Reception & Roast (for laboratory, technician and component members only), all presentations, breakfast, lunch and breaks on Friday and Saturday, and Friday Awards Reception.*

**Before 12/19/11:**  \$700 **After 12/19/11:**  \$725

### One Day Only Registration

**Friday Includes:** Thursday Welcome Reception & Roast (for laboratory, technician and component members only), Friday presentations, breakfast, lunch and breaks on Friday, and Friday Awards Reception. **Saturday Includes:** Friday Awards Reception, Saturday presentations, breakfast, lunch and breaks on Saturday.

**Friday – Before 12/19/11:**  \$350 – Members and CDTs  \$425 – Non-Members

**Friday – After 12/19/11:**  \$375 – Members and CDTs  \$450 – Non-Members

**Saturday – Before 12/19/11:**  \$300 – Members and CDTs  \$400 – Non-Members

**Saturday – After 12/19/11:**  \$325 – Members and CDTs  \$425 – Non-Members

### Additional Registration Options

- \$50 – Advanced Training on Achieving ROI with New Technology
- \$50 – Advanced Lean Manufacturing and Process Mapping
- \$50 – Thursday Welcome Reception & Roast (*Only spouse/guest of full registrants*)
- \$50 – Friday Awards Reception (*Only spouse/guest of full registrants & award winners*)
- \$175 – Spouse Meals & Events (*Includes all Thursday, Friday & Saturday meals & receptions*)

### Payment Information

Total Amount Enclosed: \$ \_\_\_\_\_

- Check Enclosed (*Please make checks payable to the National Association of Dental Laboratories*)
- Credit Card:  Visa  MC  Amex

CC# \_\_\_\_\_ Exp. \_\_\_\_\_ Sec. Code\* \_\_\_\_\_

Cardholder Signature \_\_\_\_\_ Print Name \_\_\_\_\_

Credit card billing address: \_\_\_\_\_

*\* This is the 3 digit number on the reverse side of your credit card. For Amex cards only, this is the 4 digit number on the front of your card.*

### 3 Ways To Register

**MAIL TO:** NADL Meetings, 325 John Knox Rd., #L103 - Tallahassee, Florida 32303 (with check or credit card information) OR **ONLINE:** www.nadl.org OR **FAX:** Fax registration form along with credit card information to (850) 222-0053

**Refund Policy:** Written notification is required for all refunds. Refund requests received by **Wednesday, January 4, 2012** will receive a refund less a \$25 administrative fee. No refunds will be paid after **January 4, 2012**. Registrations are transferable.

**ADA:** If you have needs that require special accommodations or assistance, please notify NADL no later than **January 4, 2012** at (800) 950-1150 or email to jjackson@executiveoffice.org.

**NADL V21 Dress Code:** The dress code for the 2012 NADL Vision 21 Meeting daytime courses and all evening receptions and events is business attire.

**Questions? Contact the NADL Meetings Department at (800) 950-1150 or by email at meetings@nadl.org**



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2012 NADL VISION 21 MEETING  
**January 19-21, 2012**  
Paris Resort, Las Vegas



# 2012 SPONSORS

(as of 9/8/11)

NADL would like to extend our sincere appreciation to the companies who support the Vision 21 Meeting. This meeting would not be possible without their participation and generous support.



Prosthetics

