

SPEAKER PACKET



ALEX NOTTINGHAM
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ABOUT ALEX



ALEX NOTTINGHAM, J.D., M.B.A.

Alex is the CEO and Founder of All-Star Dental Academy. He is the author of the game-changing book “Dental Practice Excellence” and co-wrote a bestselling book with Brian Tracy. Alex has shared the stage with Michael Gerber (the author of “The E-Myth Revisited”), and lectures nationally and internationally to prestigious dental organizations.

He is a former Tony Robbins top coach and consultant, having worked with companies from \$1 million to \$100 million. His passion is to help others create personal wealth and make a positive impact on the people around them. Alex received his Juris Doctor (JD) and Masters of Business Administration (MBA) from Florida International University.

“Alex makes the complex business of dentistry simple!”
Dr. Lorne Lavine, The Digital Dentist



ABOUT ALL-STAR DENTAL ACADEMY

All-Star Dental Academy provides the dental industry’s most comprehensive online customer-service-based training program. We provide our dentists a done-for-you, step-by-step process that just works. Our 24/7 online training platform allows dentists and teams to train when they want to, and our courses are delivered in bite sized chunks for effective learning, consistency, and maximum retention. Finally, our coaches are customer service maniacs and use a common-sense approach that “gets things done.”

“Alex has a special talent: the ability to motivate both dentists and their teams to change years of bad habits and develop new skills. What is unique is that he is not teaching technical skills, which are a dentist’s first love. He is teaching customer service skills and verbal skills for gently guiding patients so the dental team can take the best care of them. He is able to engage his audience, using the passion of his commitment to dental teams, and his ability to distill the common problems to their essence. This allows him to introduce the solution details developed by his advisors. With a clear, focused tone that resonates with his audience, Alex delivers real results.

— Dr. Sue Keller, Florence, MA

CURRICULUM VITAE



PERSONAL HISTORY

Date of Birth February 13, 1980
Place of Birth Plantation, Florida
Family Wife: Heather
Child: Zachary (4 y.o.)
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EDUCATION

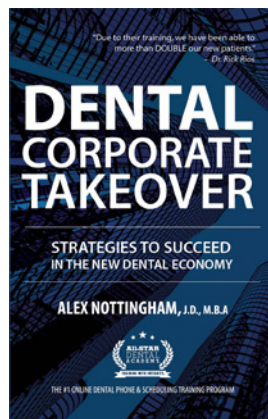
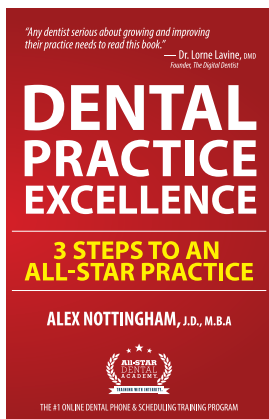
Juris Doctorate (JD) Florida International University, Miami, Florida U.S.A. 2008
Masters of Business Administration (MBA) Florida International University, Miami, Florida U.S.A. 2008
B.S. in Management Information Systems (MIS) University of Central Florida, Orlando, Florida U.S.A. 2003
Honors: Summa Cum Laude

PRESENT POSITION & LICENSURE

Founder & CEO, All-Star Dental Academy (2012 – PRESENT)
The Florida Bar #0075381 (2010), State of Florida

BOOKS

“Dental Practice Excellence: 3 Steps To An All-Star Practice.” All-Star Dental Academy. 2016
“Counter-Attack: Business Strategies for Explosive Growth in the New Economy.” Celebrity Press, USA, 2010.
“Dental Corporate Takeover: Strategies to Succeed in the New Dental Economy” All-Star Dental Academy. 2017



LECTURES



All lectures are geared towards dentists, but teams can benefit too. If you are interested in specific training for team members only, we have speakers that specialize in team training.

Dental Practice Excellence

3 Steps To An All-Star Practice

The vast majority of dentists are not training when it comes to practice management skills. In fact, 97% of dentists train less than once per year! Learn the service-based approach to dental success. Move beyond hard sales tactics that many “dental training” companies teach. Uncover hundreds of thousands in revenue with just two basic skill sets.

- ★ Reduce turnover by 25%
- ★ Have your business work for you, rather than you working for your business.
- ★ Step-by-step verbiage to reduce Broken Appointments
- ★ GREAT Call Process™ to handle the price and insurance objections to position you as the only real choice

The All-Star Dental MBA

The 12 Core Competencies for Breakthrough Success

Invariably, dentists will admit to you without any hesitation that they are not great at business. Unfortunately, with the exponential growth of corporate dentistry, dentists have to move beyond just clinical to survive. They have to master business.

This lecture will delve into the 12 core competencies that every dentist must master to become the CEO of their dental practice.

- ★ Make your business into a turn-key operation
- ★ Find, Develop, & Keep An All-Star Team
- ★ Become a visionary, leader, & CEO
- ★ Place contingencies and plans to overcome adversity and set backs
- ★ Have your business serve your life, rather than you serving your business
- ★ Strategically market your business
- ★ Learn the language of business

“ Alex Nottingham is an expert in the field of Dental Practice Management. He is a very engaging speaker, and has the ability to connect with his audiences and keep them focused to learn as much as possible. I was very impressed with his presentation – my team saw him at the FACD in Orlando, Florida, and we spent the next several weeks going over his material and grew as a team as a result.

— Dr. Ron Richardson, DDS, FAGD Former President of Florida Academy of Cosmetic Dentistry

PAST PRESENTATIONS



**Nova Southeastern University College of Dental
Medicine**

Davie, Florida
November 8th, 2017

American Academy of Cosmetic Dentistry (AACD)

Las Vegas, Nevada
April 19th, 2017

South Charlotte Study Club Meeting

Charlotte, North Carolina
March 10th, 2017

**Nova Southeastern University College of Dental
Medicine**

Davie, Florida
March 4th, 2017

American Academy of Implant Dentistry (AAID)

New Orleans, Louisiana
October 28, 2016

American Academy of Cosmetic Dentistry (AACD)

Toronto, Canada
April 29, 2016

Atlanta Dental Supply

Atlanta, Georgia
April 15, 2016

Savannah Study Club

Savannah, Georgia
January 15, 2016

Alabama ADS Dental Study Club

Huntsville, Alabama
December 5, 2015

Patterson Dental Supply

West Palm Beach, Florida
November 19, 2015

Patterson Dental Supply

Davie, Florida
November 18, 2015

Patterson Dental Supply

Miami, Florida
November 17, 2015

Atlanta Dental Supply

Atlanta, Georgia
October 16, 2015

Florida Academy of Cosmetic Dentistry (FACD)

Orlando, Florida
September 12, 2015

PHOTOS / VIDEO



Photos

Please visit allstardentalacademy.com/alex-media to download.



Videos

Please visit allstardentalacademy.com/alex-media to view and download.



“Alex is a candid and engaging speaker. His direct, “no fluff” style gets right to the heart of the important issues that challenge today’s dentist.

— Dr. Jennifer Wayer, Crestview, FL



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“We partnered with All-Star Dental Academy, because they share our commitment to quality & service when providing top-notch training in phone conversion and productive scheduling for dental teams.”

— American Academy of Cosmetic Dentistry