

UNCOMPLICATE BUSINESS

WITH DR. HOWARD FARRAN

SPEAKER PACKET:

Howard Farran, DDS, MBA

HowardFarran.com

International Lecturer

International Bestselling Author

Founder & CEO of Dentaltown

Host of *Dentistry Uncensored with Howard Farran* Podcast

Contents

- p. 3 Biography
- p. 4 Curriculum Vitae
- p. 5 Course-Specific Information
- p. 6 Contact Information



"Succeeding at business shouldn't be like pulling teeth.
Howard Farran's practical, tried and true advice in *Uncomplicate Business*
is not the same old drill—and your results will leave you smiling."

— Harvey Mackay, author of the #1 NY Times bestseller
Swim With the Sharks Without Being Eaten Alive

To schedule Howard for a keynote or corporate speaking engagement worldwide,
contact Rebecca Wheeler at rebecca@farranmedia.com.

Biography



Howard Farran, DDS, MBA, is the founder and owner of Dentaltown.com and *Dentaltown* magazine, and for seven straight years, he's been included in *Incisal Edge* magazine's 32 Most Influential People in Dentistry.

Dr. Farran has lectured internationally on the business of dentistry since 1990, captivating audiences with his blunt, humorous and practical insights into the industry's most controversial subjects. His genuine passion for helping dentists provide faster, easier, higher-quality and lower-cost dentistry to their patients is what drives him to this day.

Dr. Farran reaches hundreds of thousands of dentists from around the world every day. His ever-expanding presence across social media platforms include 300,000 Facebook followers, 32,000 Twitter followers and 43,000 LinkedIn followers, not to mention more than 260,000 registered members on Dentaltown.com. He writes a monthly column for *Dentaltown* magazine and records his own podcast show, the world-renowned *Dentistry Uncensored with Howard Farran*, which has released more than 1,500 episodes and has been downloaded more than 8 million times! *Dentistry Uncensored* guests include dental professionals from around the world, top-tier specialists, dentists fresh out of school, CEOs of the world's largest dental companies, and experts in marketing, finance, practice management and more. Dr. Farran is the published best-selling writer of multiple books over the years, as well as several video series on practice management and success in business.

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Curriculum Vitae

PROFESSIONAL EXPERIENCE

- Founder/chief executive officer/publisher of Farran Media (Dentaltown, Orthotown Hygienetown): 1999–present
- Founder/publisher of The Farran Report: 1994–1999
- International lecturer on dental practice management: 1990–present

EDUCATION

- Master's in Business Administration, Arizona State University
- Mastership in the Academy of General Dentistry
- Fellowship in the Misch Institute of Implant Dentistry
- Diplomate in the International Congress of Oral Implantologists
- L.D. Pankey Institute Continuum, Levels 1–5
- Graduate of the Las Vegas Institute of Advanced Cosmetic Dentistry
- Graduate of Faculty Orthodontics Research and Continuing Education
- DDS from University of Missouri School of Dentistry

HONORS & ACHIEVEMENTS

- **Alumnus of the Year:** Awarded by the University of Missouri, Kansas City: 1997
- **Dental Public Health Award:** Honored by the Arizona Department of Health Services' Office of Oral Health for his commitment to preventive dentistry: 1995
- **Arizona Award:** As vice chair of the Arizona Citizens for Better Dental Health, Dr. Farran was critical in the movement to fluoridate the city of Phoenix. As the group's spokesperson, he appeared on numerous television and radio programs as well as debates in the Phoenix area. For his efforts, the Arizona Dental Association awarded him the Arizona Award: 1990

BOOKS & MEDIA

- **2016:** Amazon #1 Bestseller *Uncomplicate Business*
- **2012:** Video series *The One-Day Dental MBA*
- **2008:** Video series *The Virtues of Profitable Dentistry*
- **1999:** Video series *Your 30-Day Dental MBA*
- **1997:** Wrote and published *A Consumerist's Road Map*, which has been ordered by dentists around the world.
- **1991:** Wrote and published *The Business of Dentistry: Consumer-Oriented Dentistry for the '90s*, which sold more than 6,000 copies in 28 countries.

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Course-Specific Information

COURSE INTRODUCTION

Dr. Farran is one of the most forward-thinking, cutting-edge dentists in the world. You'll enjoy his fast-paced, straight-from-the-hip, politically incorrect, exhilarating style while you learn more in one lecture than you ever thought possible. Dr. Farran's seminar focuses on the difficulties young dentists are faced with and discusses what their options are after graduation—including how to manage student loan debt and how AI technology is going to change dentistry in the future.

This seminar is perfect, and the timing couldn't be better!

Howard's topics may include:

- Hurdles new graduates will face as they start practicing.
- Preparing for your first job out of dental school.
- How to navigate student loan debt and decisions surrounding ownership versus associateship.
- Location, location, location—deciding where to move after graduation.
- Learn about the only three things you should manage—people, time and money.
- Learn about the three functions of business—make something, sell something and watch the numbers.
- Learn the first and second laws of customer satisfaction.
- What they don't teach you about HR and building a team.
- How AI will be changing dentistry.

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Have Howard Speak At Your Dental Meeting!

Please contact Howard's seminar coordinator and executive assistant,
Rebecca Wheeler, for any inquiries or lecture booking.

Rebecca Wheeler
9633 S. 48th St., Suite 200
Phoenix, AZ 85044
rebecca@farranmedia.com
480-341-9977