

# Grow Your Laboratory's Revenue Streams with Current Digital Manufacturing

Daniel Alter MSc, MDT, CDT

Saturday, September 25

8:30a-9:45a

Digital and technological advancements occur at lightning speed in and around dentistry, so have new business opportunities, models and business/marketing tools to grow your laboratory and truly differentiate the services you provide among your competition.

This presentation will expose some hidden gems, processes, and business/marketing strategies, incorporating CAD, milling and 3D printing to immediately grow your dental laboratory's business, and establish your competitive footprint, locally and nationally, while helping your clientele grow their business. Come join Daniel Alter MSc, MDT, CDT, Professor of Restorative Dentistry and Executive Editor of IDT, for this informative business session and learn what you could implement in your laboratory to grow your revenue with your existing clientele, as well as attract new clients to enjoy the services and products your business provides. This presentation is one you do not want to miss!



**Daniel Alter MSc, MDT, CDT's** experience and repertoire is comprised of more than 25 years in the dental profession; with more than ten years of owning and operating a successful mid-sized dental laboratory, coupled with a Master's degree in Business Management and Organizational Leadership, and a respected stellar educating record as a Professor of Restorative Dentistry at the City University of New York. Daniel is a recognized published Author, Presenter and Consultant on various relevant subjects, and is continually active in learning and sharing his knowledge with like-minded professionals. Daniel continuously serves the profession as the Executive Editor of Inside Dental Technology (IDT).

Daniel holds the designation of a Master Dental Technologist (MDT), as well as a Certified Dental Technician (CDT) in two disciplines. His expertise involves Tooth Morphology and Gnathology, CAD/CAM, Implants, and Ceramics; while continued research is emphasized on CAD/CAM, Implantology and all its modalities, including innovative advancements for the Dental Laboratory Technology profession. Daniel provides comprehensive knowledge and expertise for any business and organization. He has been providing valuable consultation services for businesses large and small, ranging from start-ups to global multi-national enterprises. Daniel is considered to be a true problem solver, with critical thinking skills and a keen eye to the industry's emerging trends and needs. Daniel's constant pursuit and commitment to education keeps him at the forefront of Dental Technology innovations and advances.

1.5 hrs Scientific Credits  
*With appreciation to Zahn Dental*