

Phillip R. Devore, D.D.S.

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PRACTICE EXPERIENCE

PRIVATE PRACTICE 2004 TO PRESENT

Town Center Dental of Las Vegas

Solo Group Partnership with Troy Trobough, D.D.S.

- Clinical treatment 35 hours per week
- 6 operatories, 8 staff members
- Private practice, no managed care
- Personally producing over \$150,000 average/month
- Providing a wide variety of cosmetic, surgical and prosthodontic services, including pedo, endo and implants
- Seeing 50 new patients per month
- Practice purchased by Heartland Dental Care in April '10

GROUP PRACTICE 2002 TO 2004

Comfort Dental of Las Vegas

- Chief Dental Officer of Group
- 5 offices, 15 doctors, 120 staff
- Clinical Director of Rainbow Office
- Personally producing \$130,000 average/month
- Seeing 70 new patients per month
- Clinical and Management trainer for all Drs and Staff in group
- Member of Senior Management Team

PRIVATE PRACTICE 1984 - 1992

Phillip R. Devore, D.D.S. 6024 Fallbrook, Woodland Hills, CA

- 5 operator office with 10 staff members
- Private and insurance patient base
- 5,000 patients of record
- Over \$1,200,000 gross billing per year
- 70 new patients per month

PRIVATE PRACTICE 1981 - 1987

Partnership with Dr. Emanuel Gottlieb 1044 S. Robertson, Los Angeles, CA

- 8 operator office with 20 staff members
- Multiple PPO and capitation plans
- Large private and insurance patient base
- Over 8,000 patients of record
- Two associate dentists, two partner and managing dentists
- Comprehensive treatment emphasized
- Over \$1,300,000 gross billing per year

Licensure

California dental license issued 1980

Nevada dental license issued 2002

RESEARCH, TEACHING AND CONSULTING

CLINICAL INSTRUCTOR 2004 - PRESENT

UNLV School of Dental Medicine

- Comprehensive Clinical Dentistry
- Group Four

COURSE DIRECTOR, LECTURER 2004 - PRESENT

UNLV School of Dental Medicine

- Practice Management
- Junior and Senior Year
- *“Dental Systems” a 28 week course in dental practice management*
- *Symposia for Post-Grad programs in dental practice management*
- *Various other clinical and management topics*

CLINICAL DIRECTOR 2012 - PRESENT

HEARTLAND DENTAL CARE OF NEVADA, PROFESSIONAL CORPORATION

Editor, Nevada Dental Association Journal 2005 - 2007

CLINICAL DIRECTOR 1999-2002

THE CENTER FOR DENTAL CAREER DEVELOPMENT

MCKENZIE MANAGEMENT

PRACTICE MANAGEMENT ONLINE.COM

DENTAL CONSULTANT 1992 – 2002

PRIVATE CLIENTS

COMFORT DENTAL

MCKENZIE MANAGEMENT

PROVIDING CLINICAL AND MANAGEMENT TRAINING TO DOCTORS AND STAFF

MARKETING CONSULTANT 1998 – 1999

DENMAT INC

OXYFRESHWORLDWIDE

- *CONCEIVED AND EXECUTED NATIONAL MAGAZINE AD CAMPAIGN*

DENTAL DIRECTOR 1997 - 1999

ACUITY INTERNATIONAL

- Laser Tooth Whitening in China

DENTAL DIRECTOR 1997 - 1998

The MAX Agency - "Dental Advantage"

DENTAL DIRECTOR 1991 - 1997

1-800-DENTIST

- Chief lecturer and consultant, 30 states
- Supervisor of 11 consultants
- Professional advisor to Sales, Marketing, Service, Legal and Operations

GUEST LECTURER 1997

- Shanghai #9 School of Dentistry
- 301 Hospital -- Beijing
 - Laser physics and clinical applications

DENTAL ADVISOR 1991 - 1994

Dentnet Insurance Company

LIAISON TO SAN FERNANDO VALLEY DENTAL HYGIENISTS SOCIETY 1988 – 1991

San Fernando Valley Dental Society

QUOTED IN PUBLICATION 1987, 1989

L. A. Business Journal

- Re: Malpractice costs, practice promotion

QUOTED IN PUBLICATION 1987

Adweek Magazine

- Re: H. Wave Anesthesia

LECTURER 1986

D.D.S. Seminars

- H. Wave Anesthesia
- Optimizing Treatment Acceptance

CONSULTANT, EXPERT WITNESS 1985 – 1991, 2007 TO PRESENT

McColluch and de Montesquiou, Attorneys at Law

See attached case listing

VICE PRESIDENT, PARTNER 1983 - 1986

American Dental Council

- First cooperative referral service in Southern California

GUEST LECTURER 1999

Pierre Fauchard Society

- New Patient Management

GUEST LECTURER 1982 - 1999

UCLA School of Dentistry

- Practice Management
- Junior Year
- Hospital Residency

GUEST LECTURER 1994 - 1997

University of Oklahoma School of Dentistry

- Practice Management

BOARD OF ADVISORS 1981

"Dental Economics Magazine"

PRESENTATION 1979 - 1980

A.A.E. as Table Clinic

- A Comparison of Endodontic Anaerobic Culturing Techniques

INDEPENDENT RESEARCH 1979

Application of Gas Flush Syringe to Anaerobic Endodontic Culturing

PUBLICATIONS

Nevada Dental Association Journal

Article, With Dr. Bill Bloink:

"Heads Up" *Summer 2011*

Nevada Dental Association Journal

Editorials *Quarterly*

ASDA News February 2006

"Tips on Handling Professional Interviews"

As Stomatologii (Ace of Dentistry) – Polish dental magazine June 2004

"Who needs a cleaning, anyway?"

JADA (Journal of the American Dental Assoc.) July 2002

"Warm Up and Wrap Up"

Dentistry Today November 2001

"Is Anyone Really Watching You"

DentalTown Magazine June 2001

Get Rid of Recall? No Way!

Co-written with Sally McKenzie

Dentistry Today October 2000

"Dentists, Give It Up"

Dental Practice & Finance **Nov/December 1997**

"Miles of Smiles"

- Winner of Annual Writing Contest

Dental Success Magazine **March 1997**

"Digest This"

Dental Prospects (1-800-DENTIST Newsletter) **1991 - 1997**

- Over fifty articles published

Dental Success Magazine **May 1996**

"Success in Dentistry"

Dental Economics Magazine **November 1995**

"The Five "R's" of Internal Marketing"

EDUCATION

OVER 50 HOURS OF CONTINUING EDUCATION PER YEAR IN VARIOUS TOPICS

D.D.S. 1976 - 1980

University of California at Los Angeles *Los Angeles, California*

- Graduated June, 1980
- Oral surgery Month Block - Harbor General Hospital
- Endodontic Teaching Assistant, Sophomore Lab
- Endodontic Research
- Periodontal Surgery Block
- Cancer Block

BIOLOGY MAJOR 1974 - 1976

Pepperdine University *Malibu, California*

BIOLOGY MAJOR 1973 - 1974

University of Southern California *Los Angeles, California*

PROFESSIONAL ORGANIZATIONS AND ACTIVITIES

- American Dental Association
 - Pierre Fauchard Society
 - UCLA Alumni Association
 - Alpha Omega Dental Fraternity
 - Academy of General Dentistry
 - American Student Dental Association
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- Past Board Member, Alpha Tau Chapter, Alpha Omega Dental Fraternity
- UCLA Mobile Dental Clinic Committee Member - Operative Dentistry

HONORS AND AWARDS

- American Association of Endodontics Award - 1980
 - Table Clinic, A.A.E. Meeting, Los Angeles - 1980
 - Table Clinic, Southern California Association of Endodontists - 1980
 - Dean's Honor List, Pepperdine University - 1974-1976
 - Dean's Honor List, University of Southern California
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PERSONAL

- Married
 - 3 children, ages 27 - 29, all professionals with post-graduate degrees
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