



Partnering with a world-class organization like Spear is **transformational**.

— Adam Burr, DDS, COO



Ready to move same-store growth in the right direction?



Three ways to connect:
Scan the QR code to meet with us
Visit speareducation.com/enterprise
Email enterprise@speareducation.com

SPEAR ASSOCIATE PROGRAM

The Clear Path to **Associate-Led Growth**

Spear's Associate Foundations gets new associates clinically confident and producing faster, which helps you retain them longer. At one DSO, that meant \$1,000 more in production per doctor, per day.

Five questions every DSO needs to answer yes to.

01

Can they diagnose it?

Comprehensive diagnosis means seeing the full picture, not just the chief complaint.

02

Can they present it?

Treatment planning and case acceptance skills that help patients understand and say yes.

03

Can they do it?

Clinical skills to perform everyday dentistry with confidence.

04

Can they start it today?

Scheduling systems that capture same-day treatment before patients walk out.

05

Are they up-leveling?

Specialty skills in endo, ortho, and implant planning that expand in-house capability.

SPEAR

Stronger Doctors. Higher Production. Every Location.

Same-store growth starts chairside. Spear gives your doctors the skills, confidence, and systems to drive it, from new associates to clinical leaders.



+\$1,000

**Added in production
by associate per day**

Measured at a 38-practice
Spear partner DSO

Structured Learning That Moves the Needle on Growth

Spear's blended learning model pairs online coursework with hands-on campus workshops and in-practice coaching.



What DSO Executives Are Navigating

- Same-store growth stalling despite strong recruiting
- Associates churning at 12 – 24 months, before ROI
- 47% of untreated patients never return
- Production swings with no reliable cadence
- Mentorship stretched thin as associates grow

Spear Enterprise gives DSOs the tools to:

- Get associates producing sooner
- Cut doctor churn through clinical growth
- Standardize outcomes across locations
- Expand in-house specialty capability
- Lift case acceptance organization-wide

Achieve Transformative Results

Since 2018, a Midwest DSO grew from 7 to 40 locations. Spear Online and campus workshops are a core part of their 80+ dentists' training, broadening clinical skill sets and increasing confidence in patient management.

12 – 15%

Average Production
Increase YOY After Spear
Hands-On Workshops

World's Largest Membership Dental Community

20,000 Spear and CDOCS members

5,200+ Online educational videos

600+ Study Clubs

376K+ Annual hours of content

300+ Annual campus workshops



Solutions to Drive Enterprise Growth

01

Associate Foundations

Purpose-built onboarding for new associates. Gets them clinically confident and producing faster, so they stay longer.

02

Everyday Predictable Dentistry

Comprehensive diagnosis, case acceptance, clinical execution, and same-day scheduling via Spear's blended learning programs.

03

Chief Clinical Officer Program

Builds clinical leadership infrastructure that scales from 20 locations to 200.

04

Specialty Accelerators

Expand in-house capability and reduce referrals. Endodontics · Orthodontics · Implant planning

Scan to Learn More



Associate
Foundations



Chief Clinical
Officer Program