



November 2025,

Thank you for your continued interest in sponsoring table-top exhibit/s at our general membership / continuing education meetings. SMCDs is excited to announce our 2026 meeting schedule.

We have two general membership meetings scheduled on March 18th and November 18th.

New in 2026 Two Full Day Symposiums. The symposiums include a combination of required trainings and hands-on workshops for members and their teams. We expect 125-150 attendees at each symposium.

Our meetings will be held at different venues. Please see page 5 for more information.

2026 Schedule	Meeting Type	Rate
Mar 18	GM Meeting	\$375
May 2	Full Day	\$850
Oct 24	Full Day	\$850
Nov 18	GM Meeting	\$375

Attached is our schedule of speakers/topics, exhibitor logistics, and exhibitor registration form / **self-invoice** for 2026. While cost is crucial to decision-making, I hope you'll take a moment to better understand our **philosophy** in sharing our members with you, as briefly described in the attached document. If you have any questions or concerns, please don't hesitate to call and speak with me or my associate, Jim Aicardi, who can answer any questions you might have about our meetings and business/vendor programs.

Regards,

Nakia Brandt

Nakia Brandt
Executive Director

EXHIBITOR PHILOSOPHY, LOGISTICS, SCHEDULE, INVOICE

PHILOSOPHY Today's economy has created a much more competitive environment, making it more important than ever to work with you toward **optimizing your return on investment and ensuring the time our members spend with you is mutually beneficial**. To this end, we have implemented a number of practices to help *you* make the most of *your* time and investment in our members:

- We find these small business owners very much inclined toward forming business relationships based on *face-to-face, hand-to-hand encounters*. **Multiple exposures** reinforcing familiar names and faces is important in creating new relationships and, perhaps, even more important in **reinforcing relationships with existing customers**. We often observe an element of pride when members greet their rep at an exhibitor table and/or bring another member to their table to make introductions.
- To create a **higher level of engagement** between our (sometimes reticent) members and exhibitors, we have instituted a very successful *Play-to-Win* game with an exhibitor prize* drawing for attendees who visit a majority of exhibitor tables. Attending Leadership members and staff mingle with attendees during the social hour, encouraging game participation. *exhibitor merchandise / service certificates, \$50-100 gift cards for local restaurants, wine/cheese /chocolate /coffee gift baskets, dental supplies, etc.

The drawing is held with some fanfare immediately upon dinner seating so that exhibitors need not stay for dinner in order to award prizes. Participation in the drawing presents **additional exposure opportunity three ways**: **1)** identity of drawing prizes and sponsoring companies is highlighted in our *promotional campaign prior to each meeting* **2)** group attention is drawn to your representative when they award your prize to the winner **3)** personal contact is made between your rep and the winner at the meeting with opportunity for follow-up.

- In addition to **acknowledgement of your support** and introduction of your representative by our President at each event, I make a point of thanking our supporters (business members / exhibitors / sponsors / donors) quarterly in our newsletter *The Mouthpiece*. Active supporters are acknowledged regularly on our website in a rotating slide show on our homepage, and in keeping with the social media trend, we issue a "supporter of the week" post on our Facebook page and Twitter feed.
- **1-2 Minute Elevator Speech (GM Meetings Only)**
Exhibitors are given the opportunity to present a brief company introduction. This will take place after all exhibitors are acknowledged. It is done on a rotational basis.
- While SMCDS makes no vendor endorsements, we work hard to inform our membership of the generosity and importance of your support **and** encourage them to express their gratitude for the crucial role you play in sustaining the quality of our CE programs and member benefits with their patronage.

Following are detailed logistics as well as the 2026 schedule and exhibitor registration form. If you have any questions, don't hesitate to call. We very much appreciate exhibitor participation and hope you'll join us regularly at general membership / C E meetings.

- **Prior to each meeting, an update is emailed to exhibitors**, indicating meeting location, **status of member registrations**, identity of exhibitors, drawing prizes offered to date, and last-call for drawing prize descriptions.
- Table clinics are held during the member social hour prior to the presentation; GM Meeting (6-7pm) and Symposium (Registration 8:15am-9am and throughout the day). Exhibitors arrive at the venue to **set up 30-60 minutes prior**, first checking in at the registration tables to receive a **pre-inked stamp with which to validate member visits to your table**.
- **The meeting space is strategically laid out to attract visitors to exhibitors**; i.e., exhibit tables surround hors d'oeuvres and no-host bar in the center. Attendees must pass by exhibit tables before depositing validated tickets into the drawing box.
- **Tables are selected by exhibitors on a first-come, first-serve basis**. For special occasions or by request tables can be reserved. Each exhibitor is allocated a standard exhibit table (30"x72"), covered and skirted in advance by the hotel, with two chairs placed behind the table. You are welcome to customize your tabletop exhibit within the space of the table, including the wall behind **IF** there is one. Not all tables have wall space behind.
- **All exhibitors are acknowledged and company names announced** immediately upon member seating, followed by the drawing and exhibitor awarding of prizes. You need not stay for the meal to hand out prizes ...but are welcome to do so if you wish. We will provide lunch or dinner.
- The day following the meeting (GM meetings), and the week after (Symposiums), we **email an Excel list of attendee names and mailing addresses to you** with authorization for single use in mailing approved content to attendees.

SMCDS EXHIBITORS / SPONSORS – PARTIAL LISTING

SMCDS Business Members		Other Exhibitors	
Bank of America		Align Technology	
C-Dental X-Ray Inc.		Arklig	
Clipboard Health		Blende Dental/ House Call Dentists	
Dental & Medical Counsel		Carestream Dental	
Fortune Management		Express Employment Professionals	
Hariri Financial Partners		Evoco Architecture & Interiors	
Meds 2U Emergency Dental Kit		HDL Partners	
NetIP Dental		Henry Schein	
Nimbus Dental		Kettenbach	
Next Level Consultants		Kuraray America Dental	
Nobel Biocare		Patterson Dental	
PEP Creative Inc.		Refera	
Revolve Practice Transitions		Straumann	
Roam Commercial Realty		West Coast Precious Metals	
Supply Doc			
Swiss Monkey			
The Phillips Group			
Yaeger Dental Supply			



San Mateo County
DENTAL SOCIETY

*Please use this form as your invoice /
purchase order for accounting purposes.*

EXHIBITOR REGISTRATION & INVOICE DETAIL
2026 SMCDs GENERAL MEMBERSHIP MEETINGS

Name _____
Company Name _____
Mailing Address _____
City, ST Zip _____

Contact Info
Phone _____ Fax _____
email _____
Mobile _____

Check preferred date/s	Rate		<i>Please Note if you would like to contribute items to the attendee swag bag. Examples include pens, flyers, product samples, bag with logo etc. \$100 per item GM Meetings \$200 per item Symposium</i>	
<input type="checkbox"/> Mar 18	\$375			
<input type="checkbox"/> May 2	\$850			
<input type="checkbox"/> Oct 24	\$850			
<input type="checkbox"/> Nov 18	\$375			
Amount due	\$ _____			

■ **SPONSORSHIP OPPORTUNITIES:** In lieu of drawing prizes, sponsorship or partial sponsoring of major expense items will be very much appreciated and acknowledged before, during, and after the event

Meeting Date _____	**Amount you wish to sponsor	
<input type="checkbox"/> Check category you wish to sponsor		
<input type="checkbox"/> Speaker Fee		
<input type="checkbox"/> Speaker Travel		
<input type="checkbox"/> Appetizers / Breakfast		
<input type="checkbox"/> Lunch / Dinner		

☐ Check attached ☐ MasterCard ☐ Visa Amt \$ _____
Card Exp _____
_____ Date _____

Name on Card _____
Signature _____

Make payment to SAN MATEO COUNTY DENTAL SOCIETY
WE WISH TO DONATE A DRAWING PRIZE AS FOLLOWS:

Meeting Date	IMPORTANT Brief and appealing description for pre-meeting promotional purposes	~Retail Value

General Membership meetings and Full Days symposiums provide an opportunity to meet, socialize, and dine with member dentists, hear distinguished speakers on relevant topics, and in most cases earn 3 Core Continuing Education credits.

General Membership Meetings
 6 PM Registration & Social 7 PM Dinner 7:30 – 9 PM Program
Pre-Registered Member Rates ▪ \$50 Members ▪ \$75 Non-Members

Full Day Symposiums
 8:15 AM Registration & Social 9AM Programs Begin 9AM – 6 PM Program
Pre-Registered Member Rates ▪ \$90 Members ▪ \$100 CDA Member ▪ \$110 Non-Members

Registration Required Prior to Attendance

✓ FOR PRE-REG	2026	CEU CORE	SPEAKER	Topic (full course description on website)
[]	Mar 18	3	Aman Bhullar, DMD	Ridge Preservation: Less traumatic extractions and bone grafting for implant placement
[]	May 2	8	Full Day Symposium 1. Marc Geissberger, DDS 2. Kenneth Moore II, DDS	1. Complex Restorative and Multidisciplinary Cases 2. From Scans to Reality: 3D Printing Workshop
[]	Oct 24	6.5	Full Day Symposium 1. Lauren Yasuda Rainey, DDS, MS 2. Aman Bhullar, DMD	1. Please Doc Not Another Crown! 2. The 10 Essential Steps for Building a Successful Full Fee Dental Practice
[]	Nov 18	3	Hardev Singh, DDS, MS	Why Is Periodontitis So Difficult to Treat, and How to Incorporate a Periodontal Program in Your Office

Locations

March 18	Hiller Aviation Museum (San Carlos)
May 2	Alexandria (San Carlos)
October 24	Crowne Plaza (Foster City)
November 18	Crowne Plaza (Palo Alto)