

## Branin's Fellow-Associateship Doctor Application

Thank you for reaching out! At Branin, there is nothing that we value more than our family of teammates and doctors. What makes us different from almost every other dental group in the country is our commitment, as dentists, to own, manage, and lead our relationship-based PPO practices 100% on our own. We are proudly **NOT** a private equity-controlled DSO. Our mission is **Great Dentistry** and **Great Dental Experiences**. Whether you ultimately decide to go out on your own, or stay with Branin as either a partner or long-term associate, our mission is to create an ideal associate environment. Here you will have an opportunity to be an extremely successful associate, but also confidently and definitively understand if you have the mindset, capability, and ability to own, operate, and lead a successful and efficient dental practice.

Our Fellow-Associateship, as we like to call it, is a one-of-a-kind program that you are unlikely to find anywhere else in the country. You can think of our program as an associateship on steroids. We think of our program as a way to identify and develop ambitious dentists, to become great dentists and great dental leaders, who will ultimately do BIG things. Our state-of-the-art facility in Superior Colorado, located in the shadows of the iconic Flatirons in Boulder County, was intentionally designed to create an environment that promotes, teaches, and fosters the relationship-based philosophy that has made Dr. Dudley and Branin so successful. From its physical and technological design to its operating structure, and staffing, you can be sure that your experience will be in an elite facility with elite staff.

In this opportunity, you will work alongside Scott Dudley DMD, MBA, M.S.Ed, FAGD, who is one of the most respected, accomplished, and successful dentists in the state of Colorado. You will improve your clinical skills and efficiency. Together, you will develop, study, and improve other skills that successful dentists possess including: leadership, management, organizational design, comprehensive treatment planning, development and implementation of scalable office systems, patient management, and staff communication and accountability, to name a few. Together, you will grow the business.

Like most associateships, dentists in the program can expect to have a full-time clinical schedule, be compensated fairly, and have access to all the benefits and resources our group enjoys. In addition, and more like a fellowship, dentists will be given the opportunity to participate and attend Developmental Meetings (DM's), read and watch assigned videos, books, and literature, and attend off-site activities and learning programs. Fellow-Associates will have the opportunity to present and review every treatment plan, patient, and staff interaction with Dr. Dudley, should they choose.

This program is a unique opportunity and is being advertised countrywide. We receive many applicants for very few spots. To streamline our onboarding process, we ask all potential doctors to complete this questionnaire. Please take your time and complete the following questions to be considered for an interview. Branin seeks only the most talented and passionate dentists to be a part of its Fellow-Associateship program. We will confirm receipt of returned applications. Qualified applicants and those who we wish to move forward with, will be contacted thereafter for an interview.

### Valuable Resources

- Dr. Dudley CV, testimonials, and consulting website: [www.maccacademy.com](http://www.maccacademy.com)
- Branin Partners Website: [www.braninpartners.dental](http://www.braninpartners.dental)
- SmileSim website for comprehensive treatment planning: [www.SmileSimDMD.com](http://www.SmileSimDMD.com)
- Branin Dental Center website: [www.branincenter.dental](http://www.branincenter.dental)

**In addition to completing the questionnaire below, please feel free to send cases, cosmetic portfolio's, websites, a video introduction, or any other material that might distinguish you from other candidates.**

*Upon completion, please email to Dr. Scott Dudley: [sdudley@branin.dental](mailto:sdudley@branin.dental)*

Applicant Name: \_\_\_\_\_ Undergraduate School/Year: \_\_\_\_\_

Dental School/Year: \_\_\_\_\_ Residency School/Year: \_\_\_\_\_

Last 12 months total collections \$ \_\_\_\_\_ Last W2 / 1099 total from dentistry (**optional**) \$ \_\_\_\_\_

Total number hours of documented continuing education hours: \_\_\_\_\_

Total number of publicly available reviews of you (yelp, google, etc.) \_\_\_\_\_ Average Star Rating \_\_\_\_\_

Total number of ZocDoc Reviews? \_\_\_\_\_ Average Star Rating? \_\_\_\_\_

About how many Invisalign cases have you started in the last 12 months? \_\_\_\_\_

On average in the last year, how many new patients have you seen per month? \_\_\_\_\_

In the last year, have you seen Medicaid/Medicare patients? \_\_\_\_\_

What is your monthly minimum salary requirement? \_\_\_\_\_

Please describe your previous work in the service industry and/or jobs before becoming a dentist: \_\_\_\_\_  
\_\_\_\_\_

1. Please **detail** your professional goals and vision, and what success looks like to you 1, 3, and 10 years from now. \_\_\_\_\_  
\_\_\_\_\_

2. Assume you work on a block with 50 other dentists, why would patients want to see you over anyone else? How would they come/find you in your office? What sets you apart from other dentists?  
\_\_\_\_\_  
\_\_\_\_\_

3. What has made you professionally successful and what have been your challenges (why have you not been more successful) up until this point? \_\_\_\_\_  
\_\_\_\_\_

4. Please explain the quality of your work relative to your peers? What are your strengths/weaknesses? What is your style: single tooth dentistry (what insurance will pay for), quadrant dentistry, comprehensive/arch dentistry? Please explain. Also, how extensive is your cosmetic portfolio? \_\_\_\_\_  
\_\_\_\_\_

5. Why are you applying for this program? What is motivating you?  
\_\_\_\_\_  
\_\_\_\_\_

6. Assume that we have worked together for six months. What is one thing I will observe/know about you in six months that would not likely find out in an interview? \_\_\_\_\_  
\_\_\_\_\_

7. What has been the hardest/largest obstacle in your life and how have you/are you overcoming it? \_\_\_\_\_  
\_\_\_\_\_

7. Have you invested in improving your leadership? If so, please list recent books, courses or initiatives: \_\_\_\_\_  
\_\_\_\_\_

8. What questions would you like to ask? \_\_\_\_\_

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9. Please feel free to tell us more about yourself: What are some of your hobbies and what do you like to do for fun? Do you have a Fun Fact? \_\_\_\_\_

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Please rate the following 1-10, as they relate to being a leader and a dentist:

1 = low/needing work/not at all/skeptical    10 = High/being exceptional/the very best/trusting

Your confidence: \_\_\_\_\_

Your ambition and "whatever it takes" attitude toward our profession: \_\_\_\_\_

Your communication skills: \_\_\_\_\_

Your knowledge base as it relates to

comprehensive dentistry: \_\_\_\_\_

Your time management and prioritizing abilities: \_\_\_\_\_

Your ability to teach/train others: \_\_\_\_\_

Your ability to delegate: \_\_\_\_\_

Your attention to detail: \_\_\_\_\_

Your energy level: \_\_\_\_\_

How naturally trusting are you (vs. skeptical)? \_\_\_\_\_

How interesting are you: \_\_\_\_\_

How much "Hustle" do you have? \_\_\_\_\_

***Upon completion, please email to Dr. Scott Dudley: [sdudley@branin.dental](mailto:sdudley@branin.dental)***