

World Class Training For Success Beyond The Classroom



SALVIN *Success Program*[™]

LEADERSHIP • CHARACTER • EXCELLENCE

*Get A Competitive Edge In An
Increasingly Competitive World*

July 20-23, 2010 • Charlotte, NC

Salvin Dental Specialties is pleased to announce the Salvin Success Program[™], an intensive 4-day program designed to engage college students in a real world business environment and to facilitate their transition into graduate school or their professional careers.

This program is an extension of our commitment to serve you, one of our loyal customers, and your children or immediate family of college age. For 30 years, you've allowed us to become partners in your success. We want to honor that relationship by providing a new opportunity to give back to the professionals who have supported us.

Testimonials...

“When I first came to the Salvin program I had zero interview experience – and it showed. However, after working with the Salvin leadership team, I improved my skills dramatically, and I had the confidence and ability to ace my grad school interviews. When it comes to preparing for an interview there is no substitute for the real-life hands on experience that this program provides.”

David Sullivan

UNC School Of Dentistry, Class of 2011

You get one chance to wow your interviewer and that interview may be 40% of your acceptance. You want to demonstrate to that interviewer you have all the intangible assets be a success. You must have the confidence to answer questions you really don't want to be asked: perhaps a low science score or a lack of experience. My son David is a freshman at the UNC - Chapel Hill School of Dentistry. I absolutely believe the skills David learned in The Salvin Success Program enabled him to interview extremely well.

Earle Sullivan, D.D.S.

*Sullivan, Burd, Roupus & Wright
Mill Hill, NC*

My experience with Salvin's internship program was both personal and life-changing. I came into their organization poorly versed in real world practices with only enthusiasm and a desire to learn. The Salvin program was perfect for me because it provided me with life changing experience and permanently improved the way I interact in the business world. At Johns Hopkins University, these experiences have allowed me to turn my education from an academically oriented experience to a practical one.

Jacob Levin

Johns Hopkins University, Class of 2013

I just wanted to write to tell you what a phenomenal experience my son Jacob had in his recent internship. His mother and I are extremely impressed with how his confidence, maturing and leadership skills have all taken an exponential step forward. I know it was extremely beneficial for Jake as he recounted numerous stories and experiences in the course of his internship. He has been able to apply to these lifetime lessons in his early successes at Johns Hopkins University.

Roger P. Levin, D.D.S.

*Chairman and CEO
Levin Group, Inc.*

While attending Wake Forest University, I had the opportunity to have an internship at Salvin Dental. I was immersed into their corporate culture and the knowledge I gained was truly irreplaceable. The business experience, the relationship building and the training I received has helped to advance my career at Lowe's corporate headquarters.

Abby Buford

Public Relations Specialist, Lowes, Inc.

My son learned what the schools don't teach him and gave him a different perspective on the life lessons I taught him. He learned how to make a good first impression, how to develop solid relationships, and most importantly how to communicate professionally.

Pat Coleman, D.M.D

*Carolina Oral and Facial Surgery
Lake Norman Implant Dentistry
Cornelius, NC*

Objectives

The Salvin Success Program™ evolved from an informal internship program we have offered for several years. Our customers are among the top 5% of the dental industry and their children have that same intellectual capacity. We have learned that “head knowledge” does not always translate effectively into “heart knowledge”. Most students tell us that interviewing and personal presentation skills were not covered well, if at all, during their college experience.



“The number of students applying to graduate school and for professional positions are at an all time high, especially in this economy,” says Bob Salvin, “and that means acceptance rates are at unusually lower levels. We want to share our business knowledge so that they will have a competitive edge when they are stacked up against their equally educated peers.”

We have designed this program to be a life-changing skills development experience. Our goal is to share our best practices and experiences learned as we built our business into an award winning organization.

The curriculum will be based on the core values of the Salvin organization: Leadership, Character and Excellence and will focus on understanding how to present and interview with impact. The theme will reflect the same tone and temperament a student would experience when applying to graduate school or a professional position within a company. The Program is specifically targeted to rising college juniors and seniors.

Salvin Dental

Starting from the trunk of a used car in 1981, Salvin Dental has become a globally respected brand, now selling throughout North America with a direct sales force and through distributors and direct in over 100 countries.

Salvin Dental has been recognized multiple times as a Price Waterhouse Coopers / Bank of America / Business Journal “Fast 50 Company”, and is a Business Journal Best Places To Work company. The company has received the Governor’s International Trade Award, and has been featured in numerous magazine articles and business books. Founder & CEO, Bob Salvin is an Ernst & Young Entrepreneur of the Year® Award winner.

The company’s corporate culture is one of hiring the best and brightest individuals and providing them with unlimited opportunity to grow and prosper. As a result, Salvin Dental is a highly energetic and collaborative environment with a team approach toward serving their customers.

Application & Selection

Application deadline is May 15. Applications are available on-line at <http://www.salvin.com/successprogram> and space is limited to 10 students. Preference will be given to early applicants.

The program is designed to be competitive and the admission process will be very much like what students will experience in a very competitive real world marketplace. Applications will be reviewed by local business leaders, Salvin professionals and alumni of the Salvin Success Program. Potential candidates will also be interviewed several times by phone to assess their compatibility to the Program, and candidates will be required to write a short essay.

There is no tuition charge for qualified immediate family of Salvin Customers, however students will be responsible for their own travel to Charlotte and hotel accommodations. The program will be held at the Salvin Dental Corporate office, and students will stay two miles away at Hampton Inn & Suites South Park at Phillips Place, 6700 Phillips Place Court Charlotte, NC 28210, (704) 319-5700. We have secured a special rate of \$125.00 per night and students will be housed double occupancy. This rate includes breakfast and internet service. Parents are cordially invited to join their students on Friday and Saturday and we have reserved additional rooms if they are interested.

Agenda

The program will begin on Tuesday night with an informal welcome reception at Bob Salvin's home. We will provide lunch each day as well as a group dinner on Thursday night. Dress code during the day will be "dress for success" which means shirt and tie for the men (bring a jacket for our interview exercises) and nice business dress for the women.

Each participant will have the opportunity for "before and after" videotaping as part of the individual coaching process. In addition, we will do a business head shot photograph for each student to take with them. All local transportation will be provided including airport pick up. The hotel is located in a complex with several restaurants and a movie theater.

**For more information or any questions, please contact Sheila Neisler:
sheilaneisler@salvin.com or call Salvin Dental at 800-535-6566**



"Everything For Your Implant Practice But The Implants"®

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