

Dr. Tony Stefanou

Dr. Tony Stefanou (pronounced Stef-a-NEW) He is a 1987 graduate of Tufts University School of Dental Medicine in Boston. He has a unique background in the industry. He practiced dentistry for 20 years, and while he is still licensed, he has now been entirely focused on the “business” side of the dental industry for the past 15 years. He has been the Dental Director, Director of Product Development, and Director of Professional Relations for several companies. Dr. Stefanou earned a CBI (Certified Business Intermediary) designation from the prestigious IBBA (International Business Brokerage Association) and is the Founder and CEO of Connect the Dents, LLC, a dental exclusive Mergers & Acquisitions and business development advisory company which offers a number of services including representation for dental companies interested in acquiring other companies or selling their company. This includes working with dental manufacturers, dealers, organizations, services/technology companies, and DSOs looking to expand to find new affiliate opportunities. He is also the developer of the OPA (Objective Practice Appraisal) system and his company provides hundreds of practice valuations throughout the country on an annual basis. Tony is also the Founder of a fun dental trivia company appropriately called “TRIVIADENT”. Many years ago, he developed an interactive sales workshop entitled "How to Sell Your Product or Service to Dental Offices" through his Dental Sales Academy, a subsidiary of Connect the Dents. His programs and workshops offer interesting insights, tips, and concepts in order to better understand the mindset of the dentist...basically, the PSYCHOLOGY as to WHY DENTISTS BUY. He has been the keynote speaker at over 100 dental company National Sales Meetings and offers dental business workshops 3-4x times a year at his NYC office center. Please welcome Dr. Tony Stefanou. (stef-a-new)