



Leadership Academy

Course Syllabus — 2026–2027

Preliminary schedule. Subject to change.

Schedule at a Glance *(all sessions are held virtually unless otherwise noted)*

#	Date & Time	Session Title
1	October 19, 2026 — 6:30 PM	Introduction & Understanding Organized Dentistry
2	November 9, 2026 — 6:30 PM	Media and Public Speaking
3	December 14, 2026 — 6:30 PM	Legislative Process and Overview
4	January 11, 2027 — 6:30 PM	Leading a Meeting
5	January 25, 2027 — 6:30 PM	Parliamentary Activity in Action
6	February 15, 2027 — 6:30 PM	Understanding Financial Statements
7	March 1, 2027 — 6:30 PM	Understanding Association Audits and Tax Returns
8	March 22, 2027 — 6:30 PM	Diversity, Equity, & Inclusion
9	April 12, 2027 — 6:30 PM	Capstone
10	May 17, 2027 — 6:30 PM	Optional Open Session

Session Details

Session 1 • Introduction & Understanding Organized Dentistry

October 19, 2026 — 6:30 PM

- Program expectations
- Overview of the Tripartite
- Organizational structure of districts/state/national organization

Presenters

Dr. Alejandro Aguirre
Carmelo Cinqueonce, MDA Executive Director

Session 2 • Media and Public Speaking

November 9, 2026 — 6:30 PM

- Speaking with the media; how to participate in an interview with a local radio/TV reporter
- Effective presentations to groups

Presenter

Carmelo Cinqueonce, MDA Executive Director

Session 3 • Legislative Process and Overview

December 14, 2026 — 6:30 PM

- Understand the legislative process
- Learn to interact with your legislators
- Learn about MDA/ADA legislative priorities
- Understand how legislative priorities are formulated

Presenters

Dan Murphy, MDA Government Affairs Director
Kevin Goodno, Contract Lobbyist
Cody Holliday, Contract Lobbyist

Session 4 • Leading a Meeting

January 11, 2027 — 6:30 PM

- Basic parliamentary procedure (AIP)
- Presiding over a meeting
- Strategies to facilitate discussion

Presenters

Dr. Alejandro Aguirre
Dr. Brandon Ulstad
Carmelo Cinqueonce, MDA Executive Director

Session 5 • Parliamentary Activity in Action

January 25, 2027 — 6:30 PM

- Presiding over a meeting; role-playing

Presenters

Dr. Alejandro Aguirre
Dr. Brandon Ulstad
Carmelo Cinqueonce, MDA Executive Director

Session 6 • Understanding Financial Statements

February 15, 2027 — 6:30 PM

- Review of a nonprofit balance sheet, income statement, cash flow, and other important financial statements

Presenters

Dr. Alejandro Aguirre
Carmelo Cinqueonce, MDA Executive Director

Session 7 • Understanding Association Audits and Tax Returns

March 1, 2027 — 6:30 PM

- Fiduciary duties of directors of charitable organizations
- Sample financial statements
- Minnesota Dental Foundation – Audit
- Minnesota Dental Association – Audit
- Sample Form 990/990EZ

Presenter

Dan Owens, CPA, Principal, Olsen Thielen & Co.

Session 8 • Diversity, Equity, & Inclusion

March 22, 2027 — 6:30 PM

- “The 5Cs of Inclusive Leadership: Generations, Culture, Gender & More”
- Making members feel welcome

Presenter

April Kates-Ellison, CEO and Founder of The Lights on Collective

Session 9 • Capstone

April 12, 2027 — 6:30 PM

- A final meeting to review past sessions and discuss lessons learned

Presenter

Dr. Alejandro Aguirre
Carmelo Cinqueonce, MDA Executive Director

Session 10 • Optional Open Session

May 17, 2027 — 6:30 PM

- An opportunity to continue the discussion on any topic of interest

Presenter

Dr. Alejandro Aguirre
Carmelo Cinqueonce, MDA Executive Director

Optional Meetings to Attend

- Board Meeting: Friday, November 20, 8:00 am-12:00 pm, MDA Office
- MDA Dental Day at the Capitol: Thursday, February 11, 8:00 am-2:00 pm, St. Paul, MN
- Leadership Conference: Friday, March 5, 1:00 pm-5:00 pm, Shoreview, MN
- Leadership Conference: Friday, September 24, 1:00 pm-5:00 pm, Shoreview, MN