

The Secrets of High Performance Teams

Presented by
Kirk Behrendt
from
ACT Dental Practice Coaching
www.actdental.com

Friday, June 6, 2008 8:00am – 4:00pm
Sheraton Independence Hotel

Goals and objectives:

- The impact of progress and the illnesses that come with it
- "THINK Power" has never been more important in any time in history than now
- Why "Energy", Not Time or Money, is your greatest endangered resource
- How to Perform Staff Exorcisms with "Energy Suckers"
- The 3 Variables of Stress: 1 is essential and 2 are destructive to your practice
- The Power of Simplicity in action as your practice matures
- The Disastrous Effects of "Ego Debt" and "Entitlement"
- The Fountain of Youth Formula: The 3 critical disciplines to long-term systemic health
- Why Margin is critically important to Comprehensive Dentistry
- Economic Margin, how to maintain it, and the "lights on" factor.
- The single most important sentence you need to say in the future and how to say it.
- The Optimal Energy Zone variables and why it is critical to stay in it.
- The 3 Scheduling techniques for optimizing margin
- The 2 most important places for dentists to be 90% of the time
- The Economic Mobility Factor of Aging

During this valuable day we will examine how some of the best dental practices (and elite athletes) in this country reclaim margin and use new and specific techniques to increase their capacity for energy. The critical key to a fulfilled future of comprehensive dentistry will greatly depend on your ability to get in the Optimal Energy Zone or what we like to call "**E²**" and understand the variables that affect it. Your practice, your team, your spouse, your children and your body will demand it from you. Without it, breakdown is inevitable.

Tuition: \$750.00 Dr. and 4 staff members, (\$50 for each additional person thereafter).

Included: Continental Breakfast and Buffet Lunch

Contact Dr. Bryan Stephens 330-867-7741

Sponsored by Northcoast Occlusion Study Club

"Kirk Behrendt is one of the most sincere, dynamic and motivational speakers on the planet. He helped me make dramatic strides with my practice in a very short time."

-Dr. Barry Franzen - Milwaukee, WI

"Kirk Behrendt is one of the best practice management presenters I have ever heard!"

-Dr. Ward King -Lansdale, PA



Kirk Behrendt

Kirk Behrendt is a practice performance coach, international speaker and author. Kirk has spent his entire professional life studying the elite practices in dentistry and the leadership that guides them. As the founder of www.actdental.com his vision is driven by the commitment to provide highly personalized care to the dental profession. By creating a small and talented team of experts, Kirk and his team continue to positively impact the practice of dentistry one practice at a time. The Pankey Institute and Dr. Peter Dawson's treatment philosophies influenced Kirk early in his career. Since then, his mission has been to provide the most ethical and value driven service known to the dental practice development profession. His personal mission is "to use up every ounce of my potential." Kirk lectures all over the United States to help individuals take control of their own lives. Kirk has competed internationally in 4 Ironman Triathlons and 9 Half-Ironman triathlons. He currently trains with some of the most elite pro and age-group triathletes competing in the world today. His feeling is that there is no greater parallel to optimal business performance than optimal athletic performance. He loves golf, basketball, stand-up comedy, and most of all, spending time with his wife, Sarah, and children, Kinzie, Lily, Zoe & Bo. His e-mail address is kirk@actdental.com.

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Dr. Name _____

Staff Members

<i>Name</i>	<i>Job Title</i>
<i>1.)</i> _____	_____
<i>2.)</i> _____	_____
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<i>10.)</i> _____	_____

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