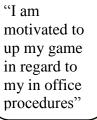
# **Highlights from TLC's September 2014 Seminar**

### Sick Posture = Sick Person Speaker: Dr. Gambale

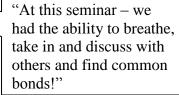
- Listen to Audio Clips on the TLC Website!
  - o Search: Back by Popular Demand Dr. Gambale
- "Dr. Gambale did a very good job!"
- "Enjoyed having technique. It is useful to everybody!"
- "At first glance, a technique class would not seem to fit in with a marketing seminar. However, Dr Gambale gave us tools to use to better present our message and therefore close more new patients and attract more referrals." -Dr Gary Shoemaker
- Ask yourself, why do I do what I do!
- Let people know what to expect up front.



### Screening Excellence Speaker: Dave Mager

- Listen to Audio Clips on the TLC Website!
  - o Search: Dave Mager
- We educate we don't sell!!
- We are saving lives!
- I love telling the story.
- This is a Paradigm shift!!!
- "I enjoyed Dave's presentation on wellness screenings. He has a high level of integrity, enthusiasm passion!"
- "Great love that he teaches how to fish!"
- "Dave Mager is great. Fun, great, energy and informative!"
- "Dave ROCKS! Game face!"
- Dave Mager was awesome, got a lot out of small breakouts and practicing spinal screenings closes and referral asking.







# Collecting More Money Now Speaker: Dr Jill Landis

- "Jill is very knowledgeable and willing to help. Thanks!"
- "I loved how she shared her experience and she explained her purpose is to GUIDE people, not to tell you what to do."
- Listen to people who say the truth!!
- We talked about how Drs can check on the CAs billing and outstanding monies

### New Patient Growth Speaker: Dr. Scot McCormick





- "Dr Scot always speaks from the heart and imparts such knowledge that we can use in our practice and our lives!"
- "I now realize I wasn't properly asking for referrals. I have a lot more clarity now on how to do it as well as lots of great examples from everyone in the class. The breakout and the feedback were awesome. Also I love your passion, knowledge on the subject and hearing your story."
- "Your emotional close was amazing and powerful!"
- "I thought the video was awesome!"
- "Awesome Class Dr Scot!"
- "Always love to hear Dr Scot! Always learn, always improve under his leadership. I respect him greatly." Dr Scott Buckley







# inspire

#### Magic 28

- Insurmountable advantage!!!
- Exceptional as always!!
- Simple and clean class.
- "Interacting with other doctors is great!"
- "Awesome dynamic with in TLC discipline. As a start up practice, I will use this to stay focused on how I manage my time in the office and out of the office!"







#### Dr. Joe Donofrio - 3G Living

- Our identity is grounded in how we think
- Dr Joe's presentation was really great, very inspiring!
- "We choose to go to the moon not because it is easy because it is hard." JFK
- We are using our God given gifts!
- Listen to audios from Dr. Joe Donofrio on our website! Search Dr. Joe Donofrio
- Preserve chiropractic
- DO-GO-BE-pure principled chiropractic
- The gift of chiropractic our philosophy, our way

## **Reaching our Community Together:**

Video: Boatlift - Youtube it

- 1. Make the call- targets converging
- 2. Dead ahead to the UNKNOWN
- 3. NOW NOW! Urgency
- 4. People lifting people each other up LITERALLY Keep on going!
- 5. NO training: average people stepped up, people doing what they had to do People will do it
- 6. The greatest thing I ever did in my life helping someone else





# inspire

# CA Class - Sharing Chiropractic through Everyday Objects in Real Time!!!

Random - Everyday

Sit objects on table and in 30 seconds or less explain chiropractic or subluxation and then switch items

Make it a FUN GAME and great communication came from it!

#### Sample Items

Safety pin

Banana

Keys

Lock

Spark plug

Mirror

Hat

Blanket

Phone

Remote control

Glue

Duct tape

Watering can

Packet of seeds

Rubber hose

Water bottle

Power bar



