

2025 TLC Events

R & R Care Conference – Retain & Renew

From this conference you will walk away with:

1. Advance your skills at exams
2. Improve your team's ability to raise the value of each adjustment
3. Strengthen your communication skills so people own their problem- subluxation

Classes will be on:

- What's great in chiropractic- new research supporting unending benefits of chiropractic care
 - Growing both your new patient conversions AND your patient retention of PVA
 - Workshop delivery with powerful calls to action
 - Pre and post xray and diagnostic testing
 - Supplemental therapies to address patient's symptomatic needs
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Team Driven Practice Seminar:

TLC's annual TDP conference is always centered around celebrating our CAs contribution to the practice

From this conference you will walk away with:

1. Specific procedures that grow your team's longevity at your practice
2. New ways of hiring and training CAs in TLC style to empower CAs
3. Intensity focused on team zones unified on achieving practice objectives

Classes will be on:

- Front Desk- only kept appointments- for new patients' adjustments and workshops for the patient and the spouses
- Tech zone- advancing your ability to scribe and examine people always growing retention
- Financial zone- how to collect more of the monies for the services you provide and better track where your monies are coming from

Annual Strategic Planning Seminar:

TLC's annual ASP conference is always focused on filling your next year's calendar with the most productive, attractive events to attract more people to your practices.

From this conference you will walk away with:

1. Your next year's calendar filled with expansion and renewal cycles with the inside and outside the practice events to grow your practice
2. Newest and most innovative ways to do the classic promotional activities with the highest returns
3. Advertising dollars well spent internally and externally to produce the greatest ROI

Classes will be on:

- Energy building, high productivity actions for consistent new patient attraction
 - Educating new people from Day 1 onwards for retention
 - New patient conversion- from hello
 - Vital scripting from CAs that grows conversions from the first phone call through accepting care
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Leadership Camp- Colorado

From this conference you will walk away with:

1. Skills of confrontation that result in clarity and movement forward
2. Intensifying our focus on what the practice needs
3. Auditing our leadership and training on the procedures to advance our team's ability to serve and be unified as a team

Classes will be on:

- Confrontation with love- what it looks like and how to avoid the common mistakes
- Prioritization of tasks for ideal outcomes
- Planning your leadership for the year and the people on the team
- Empathic listening - how and when to apply it
- Boundaries - how they protect and provide for your team

Leadership Camp - Pennsylvania

From this conference you will walk away with:

1. Setting achievable goals for every aspect of your practice and lives
2. Assessment of your life cycle in practice and what are the most urgent needs of your practice
3. Creating the most innovative, creative and collaborative team at the practice and at home for optimal growth

Classes will be on:

- Goal setting- from the vision to the logistical details for growth
 - Becoming a needs detector for your life and practice- recognize needs, ask for needs to be met and circle back and assess needs
 - Journaling your life and storyboarding your practice now and in the future
 - Shutting the file drawers in your life to streamline your energies on the highest productive actions
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Convert and Retain Training Camp

(previously Scripting Camp)

From this conference you will walk away with:

1. The words that grow longevity spoken, respoken with heart and intensity
2. The procedures that walk a person from inquiry to accepting care
3. Education matters AND community surrounding the new patient establishes conversions

Classes will be on:

- Day 1 key words for ideal conversions
- Never forget miss Day 2 steps for ownership of the problem
- Establishing the optimal solution - the adjustment
- Each CAs contribution to conversions and retention

Grow your Collections Training Camp

(previously Financial Camp)

Our coding and compliance affiliates- TOPS- Dr Mark Davini and Paul Andrews will be in attendance teaching classes and consulting with you in person at this important conference

From this conference you will walk away with:

1. Establishing the most cost effective care plans for initial, corrective and wellness care that advance longevity of patient care
2. Finding monies from the services you are providing
3. Assessing your current fees, admin savings and overhead/office visits

Classes will be on:

- CAs step by step process to care plan creation and ongoing review of care plans at re-eams and anniversary reviews
 - Training on all stages of care plans- from initial care- and reducing people not accepting care to corrective care and wellness care that highlights the cost savings of multiple years of care
 - Auditing your financial house to get the highest payment for the services you are providing
 - Assessing self pay vs: 3rd party portions of your practice and how to optimize both
 - Coding for optimal payments
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TLC CE Event:

TLC's CE teachers will be Dr Len Siskin, Dr Matt Reyes, and Drs Dean and Jen DePice

From this conference you will walk away with:

1. Research that validates chiropractic care on relevant subjects to patients
2. Ways to communicate research that is relatable to people
3. New ways to appreciate the science of chiropractic that supports the adjustment and the ongoing care that is recommended to correct subluxations

Classes will be on:

- Bone, Disc, Nerve health- what we know and how to best communicate it that results in people realizing the chiropractic care advances their health
- Limitations of matter and how we as practitioners can communicate the negative effects of trauma and empower patients to take action before effects of trauma are permanent
- Coding and compliance from the day to day note taking that gives context to the patient's story and demonstrates what is next for the patient in their chiropractic care
- Wellness workshops and how to deliver them resulting in people called to action for their health and even more to advance the knowledge and actions of the people close to them

TLC's Practice Boot Camp (Jump Start & Students)

TLC's Boot Camp Facilitators will be Dr Ryan Weaver, Dr Terri Bonner, Dr Matt Reyes, Dr Cris Welsh and Drs Dean and Jen DePice

From this conference you will walk away with:

1. The first ever Chiro-Match of practices and practitioners who are eager for growth
2. Tools practiced in person at this event to grow every aspect of our leading ourselves with intensity and discipline resulting in clarity of vision and the procedures to ensure our consistent growth
3. Time dedicated to creatively experience the uniqueness of nurturing longevity in patient care of conversions and retention to advanced leadership skills of confrontation

Classes will be on:

- Intensity and discipline the foundation of a successful practice and life
- Lifetime care begins from our training and preparation with the specific words and procedures that grow PVA
- How to attract patients and team that choose to stay and refer
- Storyboarding your life and practice and communicating the story to attract your ideal people