



Friday, October 15, 2021

2:30	to	3:00	Registration
3:00	to	4:00	Class 1: Cascade A & B "How Good Does it Get - Benefits & Values" with Dr. Dean and Dr. Jen DePice
4:00	to	5:00	Class 2: Cascade A & B "Audit Your House: Know Your Numbers - Overhead, Breakeven & Threshold" with Dr. Dean DePice
5:00	to	6:00	Class 3: Cascade A & B "DVA Drivers - Collection Percentage" with Dr. Dean DePice, Dr. Bob Leib and Dr. Ryan Pilsner
6:00		7:00	Dinner Cascade C & D
7:00	to	8:30	Class 4: Cascade A & B "Wellness" with Dr. Dean DePice

Saturday, October 16, 2021

6:30	to	7:00	<i>Fitness</i>
7:00	to	8:00	Class 5: Cascade A & B "Re-Reports and Anniversary Reports" with Dr. Dean DePice
8:00	to	9:30	Breakfast Cascade C & D
9:30	to	11:00	Class 6: Cascade A & B "Day 1 Finances" with Dr. Dean DePice and Dr. Kurt Pepperell
11:15	to	12:30	Class 7: Cascade A & B "Day 2 Delivering Finances with Excellence TLC Style" with Dr. Dean DePice & Dr. Stephen Genthner
12:30	to	1:30	Lunch Cascade C & D
1:30	to	2:30	Class 8: Cascade A & B "Care Comparisons" with Dr. Stephen Genthner
2:45	to	5:00	Class 9: Cascade A & B "Finetuning and Growing your Finances" with Dr. Dean DePice and Dr. Jen DePice

TLC's Financial Camp 2021 Agenda

Friday: October 15, 2021 - 3:00pm - 9:00pm

Saturday: October 16, 2021 - 8:00am - 4:00pm

Theme of our Financial Camp

These two points are intended to be woven into the presentations given at the event.

1. Building a sustainable, efficient, effective longevity rich practice
2. Increasing Practice Profitability
 - Focusing on care plans for initial intensive and wellness care
 - Assessing overhead
 - DVA Drivers
 - Collection percentage

Purpose of the seminar:

1. To demonstrate the benefits of TLC community by utilizing TLC experts on finances in the teaching
2. Demonstrate TLC financial procedures from Day 1, Day 2 re-reports and AR's
3. Additional service options to grow DVA
4. Raising collection percentages - 3rd party and self-pay
5. Assessing your practice's profitability

Agenda of Classes:

1. Begin each class with the end and end each class with the beginning. What should the audience take away from the presentation to implement Monday AM?
2. Deliver the why and clear, tangible TLC Financial action step procedures, focusing on the benefits of training with urgency and intensity to grow practice profitability.
3. Be Creative and use Fun as a tool. Learning is more effective when it is fun. Implement real practice stories, visuals, and videos of your practice or TLC videos to engage the audience. Leave them wanting for more!
 - Use video clips of TLC experts demonstrating
4. Interact with the live and Direct2u community as much as possible.

