

TLC's Team Driven Practice Seminar 2022 Agenda

Theme: Bridging People to Boldly Share

Opening:

1. Our convictions are essential to life. Love is essential for life- love not fighting, coming along side of not fighting against.
2. Finding common ground even recognizing our differences.
3. Expressing gratitude not planting fear.

By the end of the weekend it is our expectation of hope that you would have:

1. Honor the people who expertly demonstrate TLC everyday in their practice.
2. Recognize the variety of forces with their experience using different speaking and sharing procedures to grow.
3. Point people to use the tools and resources and affiliates who are eager to help you succeed.

Our objectives for each class are: (for the presenters)

- Living The Vision- the problem and our solution.
- We will open in gratitude for our CAs and their hearts to love and serve. The vision is the people of TLC who open their hearts and boldly share their convictions.
- I would call upon AC coaches who have a specific gratitude to express in a BRIEF 1 minute share to do BOSS with us
- Living our vision must address the problem that disconnections- subluxations are what are robbing us from the life of our dreams

Our TLC solution is COMMUNITY- coming together, on the same page, training for the rest of our lives

Building the Generational Practice with Dr Justin Ohm

Will be an interview style class live with Dr. Jen and Dr Justin conversing about the impact ICPA is having on raising up a healthy next generation

Be the Bold Bridge- with Dr Peter McCullough This class will be conversational in style using Dr. Jen and Dr McCullough filmed interview engaged in TLC style with Dr Len Siskin and JJD slowing down to empower the work we do as chiropractors in practice

Park Bench TIC Moments

Dr Len will literally engage CAs in how to take the complex TIC and bring it to life in 30 seconds or less. TIC that the CAs practice how to deliver from their hearts with conviction.

Collecting More Money

Dr Burke Larsen and Dr Sandy Martin will facilitate a powerful class on using TLC procedures like REX and monthly swipes to build patient ownership in their care.

Making Software Work for Your Practice

Mark Lewis will be engaging CAs in practical class of using software to help the CAs succeed in connecting more with the patients while getting their documentation completed.

Traction 101 for CAs

Dr Anthony Gambale will address new and veteran CAs in how to incorporate different levels of traction training in the practice through TIC that stimulates patients with the reasons why to choose lifetime care.

Heartbeats- CAs sharing Patient WOWs

This is a new twist on heartbeats. With it being the TDP seminar, we have asked CAs to prepare the impact they experience witnessing chiropractic care benefiting people's lives.

What is our Responsibility in Passing the Baton with Dr Dean and Dr Jen DePice and Legacy team

Living the solution requires us to communicate the responsibility we have as teams to boldly share our convictions with love. Raising up CAs to learn their zone AND to train other CAs to join the team is seeing the value in passing the baton. There will be special legacy team contributors sharing in this class.

Building Longevity in CAs and DCs with Dr Dean DePice and Amanda from Dr Ryan Pilsner's office

Growing PVA through building relationships with patients using the Question of Truth and more will be the highlight of this class and will inspire CAs to dig deep into TLC procedures for lifetime patients.

Your Compliance Officer- how to bullet proof your practice

Paul Andrews of TOPS Compliance will share on addressing undercoding, assessing your risk of audits and evaluating if you are compliant.

Find and Use Minutes Effectively with Dr Annie Reyes and Sam Martin

Training on PRES and P2P to liberate moments to grow our practice and our impact in the community.

O3 Excellence with Dr Stephen Genthner

O3's are the best time to listen, equip with the tools, support and track progress with our CAs. Experience the how to's of O3 excellence in this class and leave with clarity of improving your O3s with specificity and accountability.

Capacity Busters with Dr Tara Scharich and Dr Kurt Pepperell

Realizing your glass ceilings and implementing consistently the TLC procedures to never be held back by them. It is a team project to know and to not let barriers be our subluxations to growth.

Interactive FUN Chiropractic with Erin CA from Dr Julie Henderson's office and Dr Jen DePice

When learning is FUN it is memorable. How to have FUN in the midst of SWS, specialty days, each adjustment and at screenings? You will not be a spectator in this class you will be having more fun and taking away a lot of TLC recommended ways to learn and have fun.

Filling SWS The Easy Way- with Dr Joe Baker

Growing your workshop attendance through TIC in the office, research articles and through social media. Be more involved in workshops and your attendance will grow.

Front Desk Scheduling with Dr Ryan Pilsner and Madi from Dr Ryan Pilsner's office

Using P.I.E. to grow your ability to schedule with excellence so that patients own their care and to relieve stress on the CAs. Being involved, moving people through their care and checking in on their progress are tools taught in this class.

TLC Procedures that work in the Office and at Home Dr Kathy Hoyt with Denise and Tori CAs

EVERYONE in this class will be involved in learning. How to best apply TLC procedures of hours, and prioritizing principles over personalities in the practice and at home. Have FUN while learning in this class.

Target Tracking– Self Pay with Dr Dean DePice

We track what we value and growing our ability for people to self pay for their care is what we do in TLC. Releasing our dependence on third parties and growing our patient's ownership in the value of our care is best.

Call To Action- WHY NOT? With Dr Scot McCormick, Dr Dean and the Legacy Team

Building the bridges of people to share our convictions has been our theme throughout this seminar. AND now what is our personal call to action to leave and impact more people with our convictions. Challenge ourselves personally to more because what and who is at stake and why....The Legacy team in TLC will also contribute to this class.

Proclaiming the Vision- Dr Joe Baker, Dr Dean and Dr Jen DePice

Doing something differently as a result of this weekend is our concluding class time together. Clarity in our next steps of implementation and the accountability of follow through is essential to leave empowered and excited about our impact.

In the course of the TDP seminar we will: PLAY TLC Magic of 1 video

Remind us that as TLC CAs we:

- excel at expressing our hearts (drill- pull up a DC and a CA and give them a script and witness the difference)
- make our scripting personal and specific to the WHY behind the script
- see value in having FUN while working hard
- go above and beyond in what is asked because of what is at stake- saving lives

Remind us that as TLC doctors we:

- dig deep
- are transparent and vulnerable
- care for others even more than ourselves
- do things differently
- act with integrity even at great personal cost
- boldly express love especially when it is hard and with those who challenge us
- are congruent practicing what we preach especially when it is hard

Introduce TLC TDP experts and ask them to share a message briefly and they will be incorporated into the weekend classes