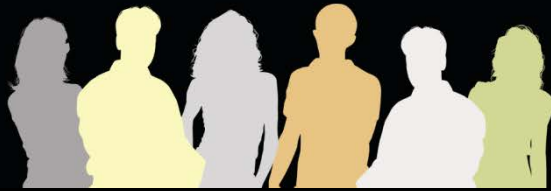




2016 Annual Strategic Planning Seminar



Princeton Marriott Conference Center

Friday, September 23, 2016

10:30 - 11:00

REGISTRATION

11:00 - 12:15

Class I ~ **Alexander Ballroom**
"Create and Assess our Expansion Cycles"
With Drs. Dean and Jen DePice
(Introduce Flow Chart of ASP Seminar- Renewal and expansion cycles, 2017 TLC Event Calendar)

12:15 - 12:40

BREAK AND EXHIBITOR TIME

12:40 - 1:40

Class II ~ Core Track ~ **Alexander Ballroom**
"Develop Actions for Growth"
With Dr. Jen DePice
(Renewal Cycles, Asking for Referrals)

Class II ~ Core Plus Track ~ **Bainbridge Room**
"Grow Your Practice Like BJ Grew the Profession"
With Dr. Neil Cohen

1:40 - 2:00

BREAK AND EXHIBITOR TIME

2:00 - 3:00

Class III ~ Core Track ~ **Alexander Ballroom**
"Develop DIY Talks"
With Dr. Dean DePice
(Setting Up Outside Talks)

Class III ~ Core Plus Track ~ **Bainbridge Room**
"Develop Patient Objectives and Getting Results "
With Dr. Anthony Gambale

3:00 - 6:00

LUNCH BREAK

6:00 - 7:30

Class IV ~ **Alexander Ballroom**
"TLC Heartbeats"
With Dr. Mike Martin, Dr. Brett Cardonick, Dr. Neil Cohen

7:30 - 7:50

BREAK AND EXHIBITOR TIME

7:50 - 9:00

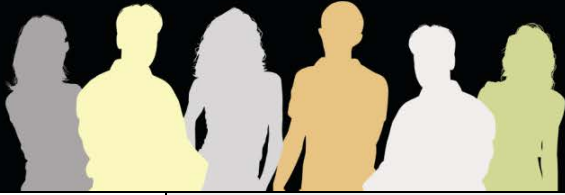
Class IV ~ **Alexander Ballroom**
"TLC Heartbeats"
Dr. Jeff Chamberlain, Dr. Greg Martin and Dr. Dean DePice

9:30 - 11:30

Reception
Princeton Ballroom



2016 Annual Strategic Planning Seminar



Princeton Marriott Conference Center
 Saturday, September 24, 2016

7:30 - 8:20	Prayer Meeting Bainbridge Room	
8:30 - 9:40	Class V ~ Core Track ~ Alexander Ballroom "Develop Gold Mines for Growth" With Dr. Dean DePice (Filling the Seats and Family Health History)	Class V ~ CA Pace Class ~ Bainbridge Ballroom "Day 2-New Patient Report Process Part 1" With Dr. Scott Martin
9:40 - 10:00	BREAK AND EXHIBITOR TIME	
10:00 - 11:00	Class VI ~ Core Track ~ Alexander Ballroom "Develop Expansion Cycle Pinnacles" With Dr. Jen DePice (PAD and Energy Building Actions)	Class VI ~ CA Pace Class ~ Bainbridge Room "Day 2-New Patient Report Process Part 2" With Dr. Scott Martin
11:00 - 11:30	BREAK AND EXHIBITOR TIME	
	Sweet Closings- 15 Witherspoon For Visiting Doctors and Host Doctors	
11:30 - 12:30	Class VII ~ Core Track ~ Alexander Ballroom "Implement the Fun Stuff" With Dr. Jen DePice (Social Media, Ads, Facebook Live. Dr. Kurt. Dr. Steve Genthner, Dr. Jett)	Class VII ~ Core Track ~ Bainbridge Room "The Lives of Millions" With Dr. Dan Knowles
12:30 - 1:30	LUNCH AND EXHIBITOR TIME	
1:30 - 2:30	Class VIII ~ Core Track ~ Alexander Ballroom "The Big Squeeze - Targets and Accountability" With Drs. Dean and Jen DePice (Dr. Sam Ayan)	Class VIII ~ One Class ~ Bainbridge Room "Life Cycles in Practice" With Dr. Kathy Hoyt
2:30 - 3:00	BREAK AND EXHIBITOR TIME	
3:00 - 4:00	Class IX ~ Alexander Ballroom "Dignity is in the Doing" With Drs. Dean and Jen DePice and Dr Chris Zimmer	