

ASP Seminar

FRIDAY CLASSES

11:00am: 2018 Calendar Fill it UP Class

Dr Dean and Dr Jen DePice

- We are better together.....
- Show up to grow because we are the ones and we have the truth. No distractions or detours.
- Practice with intensity, with boldness and conviction and fill 2018.

12:40pm: Expansion Cycles

With Dr Jen DePice

Making practice sustainable AND enjoyable

- If we want to change the world we can't do it alone or without rhythms and expansion cycles.
- Start today with your expansion cycle made simple and do-able
- Keep building component parts of your expansion cycle

12:40pm: Magic 28 class: Our Insurmountable Advantage

With Dr Stephen and Dr Ashley Genthner

Attracting new patients consistently with an insurmountable advantage

- What a TLC practice looks like caring for 28 new patients a month. Making Magic 28 work for your practice and your number of sessions weekly. IF you choose to do this project, you ARE professing you will be caring for 28 new patients each month.
- **Experience TLC's Promotional Tool Box-** and how to use the tool box procedures to attract the new patients each session
- When we do the 3 actions EVEN when there is a new patient- we are living the insurmountable advantage....

12:40pm: Using Technology to Grow Your Efficiency

The Power of Text and ChiroTouch Software Class

With Dr Dean DePice, Zingit and ChiroTouch

Help or Hinderance depends on the quality of the tool and the capability of the people using them

- Empower you to connect with your patients ensuring consistency of their appointments
- Speed documentation of REX and consistency of table talk TIC

**Friday 2pm:
Growth through Spinal Workshop Class**

With Dr Scot McCormick

- A stronger TLC makes a stronger YOU
- A stronger YOU makes a stronger PRACTICE
- A stronger PRACTICE makes a stronger COMMUNITY
- A stronger COMMUNITY makes a stronger CHIROPRACTIC PROFESSION
- My hope is to leave you WANTING to TRAIN MORE and ENGAGE MORE in spinal workshops
- WHY NOT.... Why wouldn't you do it?
- Are we creating communities to stand up to injustice?

2pm: "How the Stroke Heard around the World Changed Your Practice"

With Dr Stu Hoffman

- What there is to be fearful of our chosen ignorance
- The only thing we must fear is fear itself
- Learn the facts and release the fear on strokes

2pm: New Members and Foundation Class

With Dr Dean DePice and MaryAnn Aprahamian

Simplicity is doing less in order to do what matters

- EVERYONE Drs AND CAs in TLC for 1 year or less GO TO THIS CLASS
- AND anyone in TLC who is desiring to be a BEGINNER AGAIN GO TO THIS CLASS
- We will explore the simplicity of TLC's Magic of 1 triangle and the tangible and intangible FOUNDATIONAL tools to use in ALL aspects of our lives

Friday 6pm: TLC Heart Beats:

Dr Dean DePice- I Sight

Dr Greg Martin- Should we be concerned about Congruency

Dr Joe Baker- We are Better Together

Dr Jen DePice- In the Midst of Love

SATURDAY CLASSES

8:30am: CAs Contributing to Growth of the Practice

Dr Jen DePice and Dr Heather Strencosky

We will be demonstrating TLC marketing procedures that produce results and accessing CAs to share their experience doing the procedures...

- 14 day Benefit
- New Patient telepathy & scripts
- Screenings
- Energy Building Activities
- PAD
- Community Days

9:50am: Your 24/7 Employee Social Media Marketing Class

With Dr Jen DePice, Anthony DePice and Jared from Local Gold

- Platforms that work for you consistently
- Deliver content that attracts community to you
- Paid advertising that returns investment

9:50am: CA Class- Efficient and Effective CA Procedures

With Dr Rosemary DePasque

ALL calls are connections

- Connect & grow through TLC scripting
- Take the thinking out of the doing
- Master the art of rescheduling

9:50am: Posture- Your Tool to Growth

With Dr Anthony Gambale and Dr Joe Baker

Posture your funnel for growth

- Use the tool for clinical significance to raise awareness and to grow the numbers of people coming to your office to be checked for subluxations

11:10am: Asking for Referrals

With Dr Greg Martin

- We are never done asking for that which matters most
- Add more tools to ask unapologetically from your heart and with a bold, clear ask

11:10am: CA Class Part 2- Efficient and Effective CA Procedures

With Dr Scott LeVan

Scheduling for Success

- Efficiency is our path to serve more with less time spent
- We all want more without working more hours
- Implement TLC tools for scheduling at every point in practice

11:10am: ONE Class

With Dr Ann Forte

- Have fun and connect with our growing women DC community
- Recognize your hamster wheel of going through the motions
- Learn and relearn TLC procedures that you can implement to get off your hamster wheel and into freedom

1:10pm: Relationship Marketing

With Dr Jen DePice

Grow your attractiveness exponentially

- Connect & build relationships
- With MDs, PTs and other professionals
- Commonality bridges people and provides the path to do more together
- Use TLC's Building Alliances Practice Tool

2:10pm: Promotions- TLC Style Done Right Class

- Learn by witnessing TLC promotional procedures done LIVE
- Experience what it looks like, listen, watch and learn
- Want for more and realize by adding these procedures you will also produce these results

2:50pm: Tie it Together Class

- End with the beginning- a TLC classic
- Highlights form our TLC advisors of TLC promotions which are ALL about being PRO-MOTION
- Getting truth out to more people
- The TIME is NOW and WE ARE THE ONES...