



2021 Scripting Camp

TLC Coaching

Friday, May 14, 2021

*All classes will be Zoom recorded, and the link will be emailed to those registered for Direct2U

** Classes subject to change, and start times will be as close as possible to schedule at EDT

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| 3:00 - 3:15 | Introduction | |
| 3:15 - 4:30 | Class 1: Lifetime Care from Hello Dr. Jen DePice & Dr. Dean DePice | |
| 4:30 - 4:45 | Break | |
| 4:45 - 6:00 | Class 2: Financial Delivery Dr. Dean DePice, Dr. Stephen Genthner & Dr. Sandy Martin | |
| 6:00 - 7:00 | Dinner Break | |
| 7:00 - 8:00 | Class 3: Step 7 Drs. Delivering Finances Day 2 Dr. Stephen Genthner | Class 3: Review of Services CAs Delivering Finances Day 2 Dr. Sandy Martin |
| 8:00 - 8:15 | Break | |
| 8:15 - 9:00 | Class 4: Recap Day 2 - Money, Value, Worth Dr. Jen DePice, Dr. Dean DePice & Dr. Ann Consorte | |

Saturday, May 15, 2021

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| 8:00 - 9:00 | Class 5: Socratic Engagement in Scripting - 4 Questions Patients Ask Dr. Dean DePice | |
| 9:00 - 9:10 | Break | |
| 9:10 - 10:15 | Class 6: OPQRST Review - Day 1 Dr. Sandy Martin | Class 6: Step 4 Screening Dr. Stephen Genthner |
| 10:15 - 10:30 | Break | |
| 10:30 - 12:00 | Class 7: CA's Review of Services - Day 2 Dr. Sandy Martin | Class 7: Step 1 & Step 8 - Day 2 Dr. Stephen Genthner |
| 12:00-1:00 | Lunch Break | |
| 1:00 - 2:00 | Class 8: Scripting as TIC Dr. Ann Consorte | |
| 2:00 - 2:15 | Break | |
| 2:15 - 3:15 | Class 9: Growth Thru Scripting FHH & 14 Day Benefit Dr. Jen DePice, Dr. Steven Genthner & Dr. Sandy Martin | |
| 3:15 - 3:30 | Break | |
| 3:30 - 4:30 | Class 10: Scripting Drivers of Patient Visit Average Dr. Dean DePice, Dr. Jen DePice, Dr. Steven Genthner & Dr. Sandy Martin | |