



Boston Regional Seminar

July 20, 2018

Smashing Glass Ceiling

8:30	to	9:00	Registration
9:00	to	9:30	Opening: "Starting with the End" with Dr. Jen DePice
9:30	to	10:30	Class I: "Five Steps to Creating Space for Growth" with Dr. Jen DePice
10:30	to	10:45	Break
10:45	to	12:00	Class II: "Do the Math: Classic TLC Calculations to Know Our Thresholds" with Dr. Reyna LeVan
12:00	to	1:00	Lunch
1:00	to	2:00	Class III: "Utilizing Course Correction Procedures" with Dr. Phil Szalowski
2:00	to	2:15	Break
2:15	to	3:15	"O3 & Targeting Consistent Growth" with Dr. Jen DePice
3:15	to	4:00	Class V: "The Most Right Thing" with Dr. Jen DePice

TLC's master procedures that must be in place for growth				
Core Proficiency	Procedures	Not Yet	Sporadic	All the time
Foundations	G.A.S.			
	P.R.E.S.			
	Magic of One triangle			
	4 things a DC does			
	5 Primary Scripts			
	Daily promises for excellence			
	Engagement Spectrum			
	Socratic Dialogues			
	B.O.S.S			
	Engagement calendar TIC and 4 events minimum per month			
Promotions and Marketing	Asking for referrals			
	Expansion cycles			
	Magic 28			
	4 steps of ideal adjustment			
	6 steps of Day 1 with green lights			
	Zero balance day 1 PERIOD			
	Group report and break out scripts			
	Spinal workshops weekly with opening, content and call to action			
Patient Care	Family health history forms			
	Family plans			
	Honeymoon period TICS			

Core Proficiency	Topic	Not Yet	Sporadic	All the time
Team Driven Practice	ALL CAs: Spontaneous and planned Dr and CA trainings daily and weekly			
	ALL CAs: Get the Dr moments with patients the FIRST TIME red flag			
	ALL CAs: 4 Steps of ideal adjustment experience			
	ALL CAs: 4 things a CA does			
	ALL CAs: Magic 7 CA actions			
	ALL CAs: Huddles			
	ALL CAs: TLC hours			
	ALL CAs: 03 meetings			
	ALL CAs: 30 second rules			
	ALL CAs: 14-day benefit			
	FD CA: Pre- Scheduled appointments			
	FD CA: Missed appointments called within 10 minutes- re-calls			
	FD CA: No missed appointment policy			
	FD CA: Specialty hours			
FD CA: Cluster booking				
FD CA: Dead bolting the door				
F CA: Admin time				
F CA: All NPs monthly swipes set on Day 2 and graduated payments				
Tech CA: Taking patient notes and Re-Exam				
Tech CA: All SWS scheduled out				
Tech CA: NPs at 2 SWS 1st month and then 1x/month for entirety of care				
Tech CA: All guests postures checked				

Magic of 1 Triangle

Operation Name

Statement of Desire

Core Proficiencies

Action Steps

Giving Stat

Getting Stat



<u>Our Strengths + Triggers</u>		
<u>Motivational Gift</u>	<u>Strength of gift</u>	<u>Triggers or challenge of gift</u>
Perceiver	<ul style="list-style-type: none"> • Has strong opinions • Sees all choices • No gray areas • Accepts difficulties for growth 	<ul style="list-style-type: none"> • Tends to be judgmental and blunt • Can be intolerant of other's different views
Server	<ul style="list-style-type: none"> • Rapid applicator • Is a doer • Does more than asked 	<ul style="list-style-type: none"> • Not a delegator • Neglects self • Hard to accept being served • Can be a perfectionist
Teacher	<ul style="list-style-type: none"> • Logical, systematic approach • Objective • Focuses on truth 	<ul style="list-style-type: none"> • Sidetracked by new interests • Slow to accept view points of others
Exhorter	<ul style="list-style-type: none"> • Builds people up to full potential • Great communicator • Positive attitude 	<ul style="list-style-type: none"> • Interrupts others • Is eager to add • Outspokenly opinionated
Giver	<ul style="list-style-type: none"> • Volunteers to help people see what they need • They intercede support 	<ul style="list-style-type: none"> • Upset when others are not giving • Over gives • May use control with others
Administrator	<ul style="list-style-type: none"> • Takes on new challenges • Visionary • Delegates to others 	<ul style="list-style-type: none"> • Can neglect their own home responsibilities • Can be aggravated when others are not being as fast
Compassion	<ul style="list-style-type: none"> • Shows great love • Non critical • Seeks opportunities to come alongside of others 	<ul style="list-style-type: none"> • Vulnerability • Empathizes with others suffering • Avoids conflict