

Creating Powerful Practices



Join **Bob Frazer, DDS**, dentistry's authority on Emotional Intelligence and counselor **Bill Woodburn, MEd, LPC, LMFT**, expert in human system dynamics, for this content rich, highly entertaining, fast paced presentation that routinely sells out.



Often the most intelligent and technically excellent seem to be on a never-ending journey to elevate their *technical* competency. But, many dental professionals end up frustrated as they encounter countless recurring *interpersonal* problems. No matter how hard they try, they cannot get most patients to routinely elect their finest, complete care dentistry.

A low E.Q. (Emotional Quotient) negatively impacts all our relationships.

Elevate your Emotional Intelligence and be one of the stars in your office and our profession!

Bob and Bill will lead you through top 2% practice tested, results targeted EI skills to resolve your challenges, ensure excellent team performance and provide a truly "Wow" transformational patient experience.

Learning Objectives:

- Discover the power of Emotional Intelligence and its applications to dentistry
- Gain skills to become a highly effective, balanced and authentic leader
- Explore the four forms of listening and how to hear the emotions underlying the issues
- Learn less stressful, most effective and positive conflict resolution strategies
- Dramatically improve your case acceptance, empathy and listening skills
- Benefit from research by learning to apply the Six Styles of Highly Effective Leaders

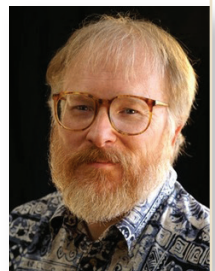
Brimming with humor and wisdom, listen and apply insights of psychology to building a successful dental practice. Empower yourself and your team through new, problem-focused learning methods and hands-on skills practice in a supportive and fun environment.

If you'd like to reduce work-related stress, increase your profits and build better relationships, this program on Emotional Intelligence is for you!

Join a growing community of dentists and teams who have discovered how to use Emotional Intelligence to positively transform their practices.

With Master Counselor Bill Woodburn, MEd, LPC, LMFT

Bill Woodburn, MEd, LPC, LMFT is a Licensed Professional Counselor and Licensed Marriage and Family Therapist with more than 25 years experience helping people find healing inside family and work groups. Bill is a Senior Associate with R.L. Frazer & Associates, Austin, Texas, where he consults with dentists and dental teams on Emotional Intelligence, Applied Strategic Planning, as well as working directly with communication and interpersonal relationship dynamics.



- Recognize how hidden brain structure influences your responses and can wreck the best intentions
- Use real-life leadership scenarios to learn new behaviors, thoughts and feelings in a safe, supportive environment
- Create a Self-Directed Learning Plan that charts a step-by-step path to your ideal highly effective professional and personal self
- Build a cohesive, more self-managing, high teamwork practice that elevates your patient's experience and increases treatment acceptance

Suggested Format: Day Workshop, Half-Day Keynote

Suggested Audience: Dentist, Team Member, Spouse



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