



Welcome to the

CLEARWATER WORKSHOP

*October 22nd & 23rd
Feather Sound Country Club*

Clearwater Workshop

October 22nd & 23rd

Executive Courseroom

Open Thursday to Sunday

ACTIVE CLIENTS: On Friday and Saturday, the courseroom will be onsite at the venue to be announced. On Thursday and Sunday, the courseroom will be at the TBA office.

Sales Seminar Part 1

Saturday October 23rd

Full day of sales training, drilling, and expert apprenticeship with master salesmen to perfect your close. Paid pre-registration is required.

Friday October 22nd

Day One Schedule

9:00am-9:15am ■ Day One Kickoff

9:15am-10:00am ■ TBA's 10 Core Commitments For Practice Success

10:00am-10:30am ■ Thanksgiving Food Drive Promotion

TBA's tried and true annual promotion to drive in new patients, increase brand awareness, and help serve your community.

10:30am-10:45am ■ Break

10:45am-12:00pm ■ Thanksgiving Food Drive Promotion Continued

12:00pm-1:15pm ■ Lunch, Sponsored by Biogenetix

1:15pm-2:30pm ■ Lead Scheduling & Conversion Training

Bring your marketer and CA staff to never lose a hot lead again.

2:30pm-3:00pm ■ Becoming A Master Closer

Learn to close 80% + patients on four figure, out of pocket cash plans.

3:00pm-3:30pm ■ Break

3:30pm-5:00pm ■ Becoming A Master Closer Continued

5:00pm-6:00pm ■ GSD Motivation Meeting

Get hyped and ready to SMASH your goals!

Saturday October 23rd

9:00am-9:15am ■ Day Two Kickoff

9:15am-10:30am ■ Becoming A Front Desk Rockstar Part 3

Increase patient compliance more effectively with minimal stress.

10:30am-10:45am ■ Break

10:45am-12:00pm ■ Becoming An Effective Leader

Learn the tools and systems to drive performance, increase organization, and lead your team to success!

12:00pm-1:15pm ■ Lunch, Sponsored by Zingit

1:15pm-3:00pm ■ Practice Organization 101

Bring your laptops and your organizing boards! Implement a simple yet streamlined organizing board for your practice.

3:00pm-3:30pm ■ Break

3:30pm-5:00pm ■ Practice Organization 101 Continued