



DiSC MASTERY WORKSHOP

BALANCE DRIVEN SUCCESS

SYSTEMS, TEAMS, & TECHNOLOGY

BUILD MORE EFFECTIVE TEAMS

THE 2-DAY DiSC CHALLENGE WORKSHOP

The **DiSC Challenge** involves the entire team, from the Office Manager, the business team, to the clinical and hygiene team and of course the Doctor. Discover why we hear, do and say the things we all experience each day. Uncover hidden tension in a safe environment.

For the first 1 1/2 days we'll have fun and observe your entire team while learning why we are who we are, and how can we work more efficiently together. And best of all, you will be able to recognize who your patients are and how to communicate more effectively to meet their needs. Once we uncover the needs of your practice, we'll recap the 2 days with a 4-hour team meeting. After these two days, you will:

- » Understand all 4 DiSC Styles and how they work together
- » Learn how to build more effective relationships
- » Walk away with an in-depth report of your entire team



"Bonnie & Laci did the DiSC program with my study club and all of their staff. As a specialist, it was invaluable to learn about my referring offices and their teams at this detailed level. It has improved referral relationships and allowed us to adjust our communication style to best fit our referring offices. Phenomenal program!"

*—Dr. Steven Van Scoyoc,
Southern Pines, NC*

INTRODUCTION TO DiSC

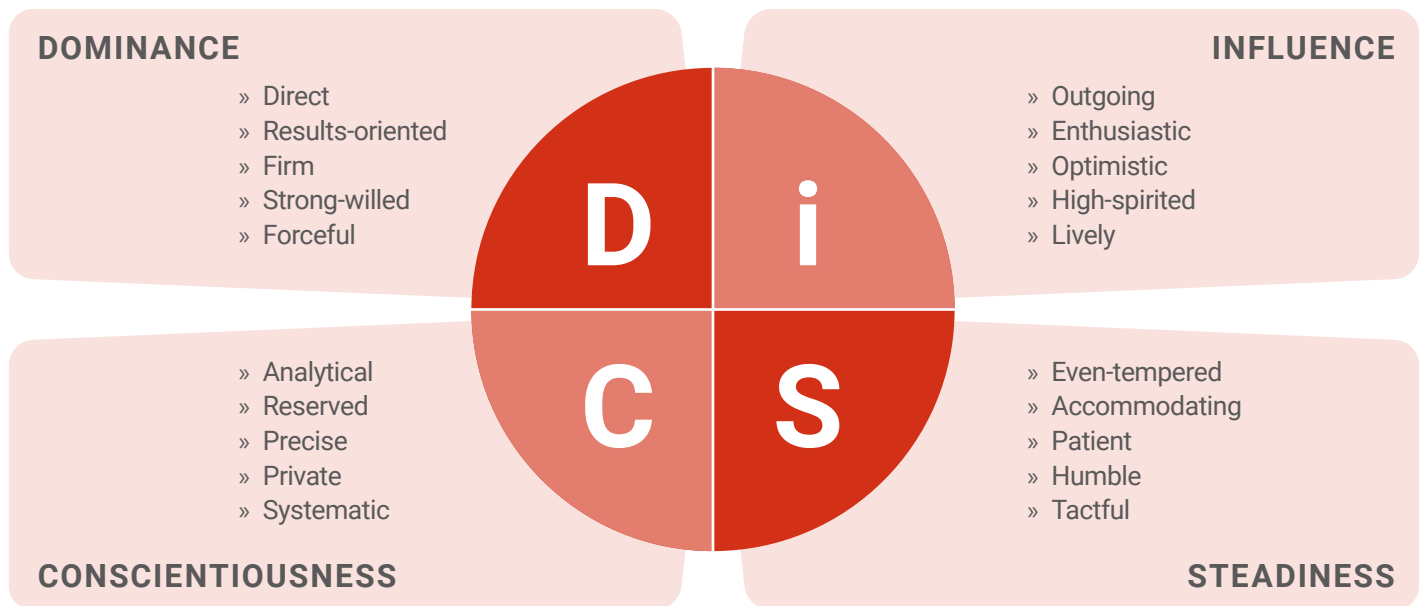
Have you ever wondered why connecting with some people is easier for you than the others? Maybe you've noticed that you relate better to colleagues who focus more on ensuring reliable outcomes.

Or, maybe you're more comfortable working with those who take a steady, cautious approach than those who tend to be more adventurous.

Or, perhaps you relate to the people who are more practical than daring.

The DiSC model is a simple tool that's been helping people to connect better for over thirty years. The DiSC report you will receive at the workshop uses your individual assessment data to provide a wealth of information about your workplace priorities and preferences. In addition, you learn how to connect better with your team members whose priorities and preferences differ from yours.

DOMINANCE
INFLUENCE
STEADINESS
CONSCIENTIOUSNESS



CORNERSTONE PRINCIPLES OF DiSC

- » All DiSC styles and priorities are **equally valuable** and everyone is a blend of all four styles.
- » Your work style is also influenced by **other factors** such as life experiences, education, and maturity.
- » **Understanding yourself** better is the first step to becoming more effective when working with and leading others.
- » Learning about **other team member's DiSC styles** can help you understand their priorities and how they may differ from your own.
- » You can improve the quality of your workplace by using DiSC to build more **effective relationships** with your team.



MEET YOUR COACHES



Bonnie Pugh



Laci L. Phillips



Adele Reische



Heidi Dubois



About Practice Dynamics

We fell in love with the dental industry many years ago and believe in our ability to drive success. It is the mission of Practice Dynamics to provide a progressive and modern coaching experience with a focus on systems, teams, and technology. We commit to deliver quality seminars and team meetings with supportive products. Our ultimate goal is to provide balance driven success in a dynamic environment for the clients we serve.

With our team, we provide industry-leading expertise, innovative tools, and a superior effort to solve our clients' most difficult strategic and tactical business challenges.

We develop and deploy leading-edge technical and management tools and services that assure our clients' success. Our first responsibility is to our clients; we will consistently exceed their expectations.