

WELLNESS
SUMMIT

Larry Stanleigh

DDS, FAGD



Speaker Packet

Lost that Lovin' Feeling?

*Success is All
About Relationships*



Would you like the *magic potion* for attracting and retaining patients and the powerfully simple tools for cultivating a high-functioning team?

When we understand others, we can guide our conversations and build a culture of trust. Drawing from 30+ years of small business and clinical dentistry experience, Dr. Larry Stanleigh brings humor, story-telling and real-life examples to this interactive, fast-paced presentation. Learn how to communicate more effectively through an understanding of basic personality types. Discover how and where to apply this knowledge to build trust and improve patient and team experiences from our marketing to the waiting room to the operator.

Consistency leads to trust. Trust leads to treatment plan acceptance. Through an understanding of ourselves/each other and responding with kindness and respect, we can develop a team of self-directed leaders, nourish a flourishing practice, and cultivate a culture of success while increasing the quality of patient care.



Larry Stanleigh, DDS, FAGD

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drlarry@drlarry.net

LEARNING OBJECTIVES:

- Clarify your definition of success and the road map for achieving it
- Illuminate the science of setting and achieving goals and the essential role goals play in success
- Recognize opportunities to refine your responses and actions to build a stronger culture of trust
- Gain an understanding of basic personality types and how to apply this knowledge to your team and patients
- Pinpoint how and where to implement and improve communication with both team and patient
- Transform your approach to marketing, greeting and seeing new patients
- Identify your greatest source of practice strength and growth
- Learn how to increase case acceptance by applying personality type to planning, presenting and scheduling treatment
- Explore a method for discovering what people really want and providing what they uniquely desire
- Break through roadblocks, transform mindsets and create the ultimate practice no one wants to leave

SUGGESTED AUDIENCE:

Dentist and Team

SUGGESTED FORMAT:

Full or Partial Day; Keynote, Lecture, Workshop

Lawrence M. Stanleigh

BSc, MSc, DDS, FAGD, FADI, FICD, FACD, FPFA

Do you want your practice to grow? Do you want your patients to return and pay you what you are worth? Do you want a high functioning, happy, productive team?... If you answer YES to any of these questions, it is time to call Dr. Larry Stanleigh!

Larry's speaking presentations reflect over three decades of dental clinical and business ownership experience. Through lectures, workshops and team trainings, he brings solutions which help the dental team form stronger relationships (both with each other and patients) thus becoming more effective in their positions. With a focus on practice culture, self-awareness and self-directed leadership, Larry's programs help mindsets to evolve and practice culture to transform and strengthen.

An avid learner and life-long student, Larry is a dedicated general practitioner and an orofacial pain/TMJ consultant. Additionally, he runs Agility Guard, a sports performance mouthguard company.

Larry was a rock radio DJ on-air in Toronto (CJSW) from 1977- 1981. He is an award-winning writer/blogger and executive producer of the *USNA: United States of North America* graphic novel project. Larry is also an experienced emcee, a stand-up comic, and a recurring character in No Shirt, No Shoes, Pants Optional comedy podcast.



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PROFESSIONAL ASSOCIATIONS:

International College of Dentists
Academy of Dentistry International
American College of Dentists
Pierre Fauchard Academy
Academy of General Dentistry
American Academy of Cosmetic Dentistry
Canadian Society for Medical Evaluators
Academy of Laser Dentistry
International College of Craniomandibular
Orthopedics
American Academy of Craniofacial Pain
Academy of Sports Dentistry
Federation Dentaire Internationale
Canadian Dental Association
Alberta Dental Association
Alpha Omega International Dental Fraternity
Aurum Group Study Club
Crown Council
Triumphant Athletics Group (Chief
Technology Officer)

MEDIA:

AGD's "The Daily Grind" Blog, 2013-
(regular contributor)
AGD's "Impact Magazine", 2016-
(regular contributor)
Apple Magazine, Mar, 2008 (featured)
Bizymoms.com (multiple contributions)



Presentations (Partial Listing)

Alberta Dental Association and College, Wellness Summit
Alpha Omega Int'l Dental Fraternity, Calgary Chapter (multiple)
Aurum Group's Stay@Home Lecture Series
Digital Dentistry Marketing Conference Live 2020
International Conference on Dental Science and Advanced Dentistry
Calgary and Area Ear, Nose and Throat Specialist Physicians Study Club
Occlusion Connections 5th Anniversary Summit Symposium, Las Vegas, NV
Temple B'nai Tikvah Congregation (multiple)
TREC Dental Dentist and Hygienist Study Clubs (multiple)

As an expert in diagnosis and treatment of orofacial pain, Dr. Stanleigh has presented dozens of educational programs for insurance organizations, law associations and firms, and medical and dental audiences.

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