

WELLNESS  
SUMMIT

# Larry Stanleigh

DDS, FAGD



## Speaker Packet



## Building Smiles, Changing Lives

Drawing from 30+ years of small business and clinical dentistry experience, Dr. Larry Stanleigh brings humor, story-telling and real-life examples to his interactive, fast-paced presentations.

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.



Dr. Larry  
**Stanleigh**  
Building Smiles, Changing Lives

**Larry Stanleigh, DDS, FAGD**

[www.DrLarrySpeaks.com](http://www.DrLarrySpeaks.com)

403-650-7339

[drlarry@drlarry.net](mailto:drlarry@drlarry.net)

## Presentations

### LOST THAT LOVIN' FEELING?



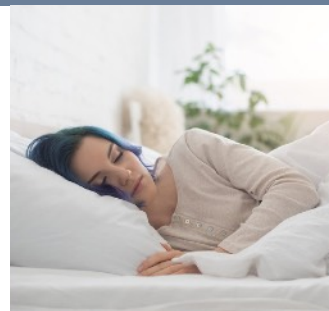
Through an understanding of ourselves/each other and responding with kindness and respect, we can develop a team of self-directed leaders, nourish a flourishing practice, and cultivate a culture of success while increasing the quality of patient care.

### THE PEOPLE IN YOUR LIFE ARE A GIFT



In this emotional keynote presentation, Dr. Larry Stanleigh shares four essential principles for nurturing and sustaining our most important relationships. The audience will laugh, cry, and will be transformed.

### EVERY BREATH YOU TAKE



Over 40% of adults suffer from Sleep Disordered Breathing, and most don't know it. The dental team can recognize the signs, ask the right questions, and lead patients to the care they need.

# 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 operatory.

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.



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## 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

# The People in Your Life Are a Gift



As busy professionals, it is easy to become caught up in the day to day busy-ness of our lives. To give the best of ourselves to our careers or others while directing our focus away from the most important relationships in our lives.

***That to which we pay attention grows stronger.***

***Do not try to be everything to everyone. Be everything to someone.***

In this emotional keynote presentation, Dr. Larry Stanleigh shares four essential principles for nurturing and sustaining our most important relationships. The audience will laugh, cry, and will be transformed.

This keynote presentation is a powerful beginning or ending to a conference or meeting as well as a great bridge after a meal or a long break. Make the event even more special by gifting the attendees with Dr. Larry's small book on the same topic.



## LEARNING OBJECTIVES:

- Recognizing that the people in our life are a gift
- Gain strategies to remain connected to the reasons why we fell in love
- Illuminate the importance of being colorblind
- Celebrate the great experiences and relationships in our lives

*"Attention is our highest  
expression of love."*

**Dr. Larry Stanleigh**



## SUGGESTED AUDIENCE:

All Audiences

## SUGGESTED FORMAT:

Keynote



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# Every Breath You Take

## *Sleep Disordered Breathing for the Team*

**If you are not diagnosing and treating SDB's, you will want to after this lecture. Having the team implement this knowledge will add \$150,000 to your practice this year.**

Sleep Disordered Breathing (snoring, upper airway resistance, and obstructive sleep apnea) affects over 40% of the adult population. More than 90% of those affected have never been diagnosed.

As dentists, we are too busy to address everything. Yet the signs and symptoms of Sleep Disordered Breathing are easily recognized by every member of the dental team, and can lead to the questions and testing that result in successful treatment.



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## IN THIS LECTURE WE WILL EXPLORE:

- What is sleep disordered breathing (SDB)?
- Why do we snore? Why does it matter?
- The worldwide health burden that SDB's create
- What happens to the body when we struggle to breathe?
- How do we identify it? How do we measure it?
- Recent changes in research for assessment and diagnosis.
- How we treat it and how dentistry is an elegant solution to a complex medical issue
- How every member of the team can help identify prospective patients, already in our practices, to assess and potentially treat.
- A comprehensive list of sleep hygiene, including supplements

### SUGGESTED AUDIENCE:

All Audiences

### SUGGESTED FORMAT:

Full or Partial Day; Keynote, Lecture, Workshop

# Lawrence M. Stanleigh

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

**Do you struggle with attracting great team members and find it even more challenging to keep them? Do you have a patient base that pays, stays, repeats and refers?**

Dr. Larry Stanleigh's speaking presentations reflect over three decades of dental clinical and business ownership experience. Through lectures, workshops and team trainings, he uses the Discovery Insights system to bring 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)  
American Academy of Dental Sleep Medicine (AADSM)  
American Board of Independent Medical Examiners (ABIME)

## 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, Multiple North American Chapters
- Aurum Group's Stay@Home Lecture Series
- Calgary and Area Ear, Nose and Throat Specialist Physicians Study Club
- Chew Chew Pediatric Dental
- College of Dental Surgeons of Saskatchewan
- Crown Council
- Dental Speakers Institute
- Digital Dentistry Marketing Conference Live 2020
- Florence County Dental Society
- International Conference on Dental Science and Advanced Dentistry
- Madow Brothers, Madow on Demand series
- Occlusion Connections 5th Anniversary Summit Symposium, Las Vegas, NV
- San Fernando Valley Dental Society
- Saskatchewan College of Dental Surgeons
- Temple B'nai Tikvah Congregation (multiple)
- TREC Dental Dentist and Hygienist Study Clubs (multiple)
- Victoria District Dental Society
- Winnipeg Dental Society

**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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# Testimonials

"I was blown away when I attended Dr. Larry's talk at the ADA+C Wellness Summit. It is easily apparent how experienced and knowledgeable he is. I didn't expect how gut-bustingly funny he is and how he weaves his fantastic sense of humor throughout the pearls in his presentation. Work with Larry. You won't be disappointed." Joseph Rae; Joseph Rae Productions

"Dr. Larry is an incredible storyteller." Dr. Manjula Reddy, Calgary

"Dr. Stanleigh has an amazing ability to connect with people so easily."  
Dr. Shouresh Charkandeh

"Great stage presence, obvious passion for the topic. It was YOU delivering what you believe in. You live it, walk it, talk it and breathe it. I loved it!"  
Alice Graham, Business Manager, Calgary

"I love this kind of stuff. I believe the simplicity of trust and relationships are truly what drives a business. I woke up at 6 AM for your talk."  
Dr. Melanie Vallejos, Maui

"Amazing lecture and pearls of wisdom. Our team really enjoyed the way you put together so many tips in such a short time. Truly refreshing, and of course you did not forget to give us some of your much needed humor and individuality! We can apply this to our day to day practice and beyond."  
Drs. Escoto and Mantovani, Miami

"Just wanted to say great job again today! Good information that was easy for people to understand and implement. Something I think the whole team would benefit from." Dr. Jaffer, CEO; TREC Dental, Calgary



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**"Larry is brilliant at presenting content in a captivating way! He can take ancient philosophical theories and make them relevant to modern-day situations, presenting in a way that anyone can understand!"**

Blake Hadley, My Social Practice

