

EI⁴ = Inspiration, Empowerment, Wisdom and Community...

Applied Emotional Intelligence Workshop

October 25-27th, 2018 Austin, Texas

Emotional Intelligence
to the 4th Power...

Robert L. Frazer, Jr., DDS
Bill Woodburn, MEd, LPC, LMFT



Empower yourself and your team through our most advanced workshop ever. EI⁴ combines the talents of an experienced dentist coach and a professional counselor to give you in-depth, practice-tested learning. Through new, problem-focused learning methods and hands-on skills practice, EI⁴ takes participants to the cutting edge of new research and best practices - all in a supportive and fun environment.

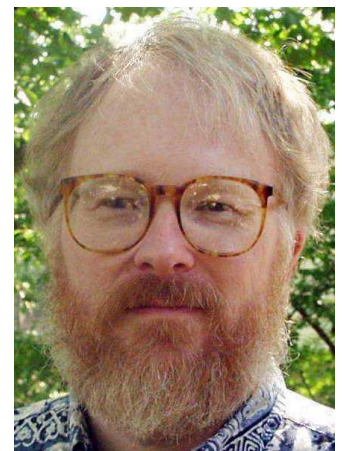
Bob Frazer, DDS, leads you through top 2% practice tested, results targeted EI skills to answer your challenges, insure excellent team performance and provide a truly “Wow” transformational patient experience.



“In nearly 30 years of CE, this was the best non-technical course I’ve ever attended. I was able to immediately apply what I learned with positive results.” Don Kleier, DDS, MS

*“As a pediatric practice, we deal with both the emotions of the children and their parents, plus we tend to have large teams requiring EI leadership. Your EI is simply a must!”
Mark Kogut, DDS, MS
Dallas, Tx.*

Discover how hidden group and interpersonal dynamics affect team performance, impact treatment acceptance, and practice climate with Master Story Teller and Licensed Professional Counselor, Bill Woodburn.



EI⁴ = Inspiration, Empowerment,
Wisdom and Community
October 25-27th, 2018 ♦ Austin, Texas

Just a Few of the Proven Benefits for You and Your Team

- ✓ Gain skills to become a highly effective, balanced and authentic leader
- ✓ Elevated emotional intelligence increases patient treatment acceptance and builds a cohesive, more self managing, team-oriented practice
- ✓ Learn less stressful, most effective and positive conflict resolution strategies
- ✓ Dramatically improve your personal boundaries, empathy and listening skills
- ✓ Learn to apply the Six Styles of Highly Effective Leaders
- ✓ Prevent hidden emotional dynamics from wrecking your best intentions... in teamwork, accountability and case acceptance
- ✓ Create a Self Directed Learning Plan that charts a step-by-step path to your ideal highly effective professional and personal self
- ✓ Use real-life & practice leadership scenarios to learn new behaviors, thoughts & feelings in a safe, supportive environment (75% of workshop will be hands-on)

“As a performance coach to dentists for over 28 years, I have continually seen a pattern. Often the most gifted intellectually (high I.Q.) and technically excellent dentists seem to be on a never-ending journey of CE to elevate their technical competency. Yet end up frustrated and even depressed with recurring staff problems and no matter how hard they try, their patients do not routinely choose the fine dentistry that they’ve learned to deliver.

At the same time, I encounter good dentists with patients wanting the dentistry they offer. I am convinced one must have technical competency, but the difference ... particularly among the star performers is emotional intelligence!

Remember every major purchasing decision is first an emotional decision - that is then backed up by enough logic to justify it to yourself and others.”

~ Robert Frazer, DDS

Over the past decade, we have helped hundreds of dentists and teams from all over the US and Western Europe achieve the kind of rewarding patient relationships and supportive team environment that creates a successful and meaningful practice. We continue to refine our approach to helping doctors and teams master these vital skills.



Comments from Previous EI Workshop Participants

- ❖ *“This workshop empowered and inspired me and my team like none we’ve taken in over 25 years! The EI skills we learned will allow us to grow our sense of community and serve our patients in a truly transformational way. We’ll be back again – you just can’t get enough EI!”*
Mike Robichaux, DDS ~ Slidell, LA

- ❖ *“The great thing about this workshop is that what I learned about EI will not only make me a much more effective team member, it will make me a better wife, mother and whole person.”*
Heather Shoemaker, Treatment Coordinator, Buda, TX

- ❖ *This was more valuable than I could have ever imagined. I needed it more than you could ever know.*
Team Member, 2015

- ❖ *“Bob, all of your courses are phenomenal – the time, organization, delivery and most of all the genuinely caring effort you make to give each attendee the best possible learning opportunity is remarkable. That said – the Emotional Intelligence Workshop is the foundation for everything else you teach. It’s simply golden.”*
Chuck Fischer, DDS, ~ Denver, CO

- ❖ *“I wanted to thank you for such an enlightening weekend. I’ve been using the Awareness Wheel (positive conflict resolution tool) often and its working! My husband is learning to use it in his business w/employees with great success. The ‘dance’ you and Bill do in the workshop is very comfortable and you complement each other well.”*
Cory Richie, RDH, Holt, MI

- ❖ *“Bob & Bill, I left Austin with an EI – hangover, in love with my team and confident that I can become the leader I imagine. These are rough times in Michigan and in dentistry. You two together (the combination of psychology and advanced restorative dentistry) are amazing.”*
Susan Maples, DDS, Holt, MI

REGISTRATION FORM

Complete form below or call Angela to register @ 512-346-0455
Fax completed form to 512-346-1071

Name _____ Preferred name _____

Name _____ Preferred name _____

Name _____ Preferred name _____

Address _____

City _____ State _____ Zip Code _____

Phone () _____ Fax () _____

Email _____

CK ____ Visa ____ MC ____ Name on Credit Card _____

Address of Credit Card Statement: _____



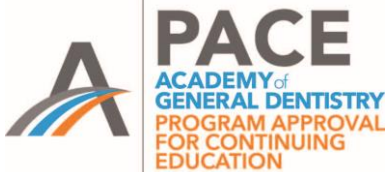
Card No. _____

Expiration date: _____

EARLY BIRD DISCOUNT: SAVE \$200
BY REGISTERING BEFORE JULY 15, 2018!

First Attendee: \$1590	\$1590
Additional Attendee: \$1090 x _____	_____
6 - 8 Attendees per office receive a 10% discount	- _____
9 or more Attendees per office receive a 15% discount	- _____
Early Bird Discount	<u>-200.00</u>
Total to be charged:	_____

The workshop will begin on Thursday morning with registration at 8:30am. The workshop will conclude on Saturday afternoon at 4:30pm. **Lunch is included each day of the workshop.** One hour of CE credit is issued for each hour in the classroom.



R.L. Frazer & Associates, Inc. is designated as an Approved PACE Program Provider by the Academy of General Dentistry. The formal continuing education programs of this program Provider are accepted by AGD for Fellowship, Mastership and membership maintenance credit. Approval does not imply acceptance by the state or provincial board of dentistry or AGD Endorsement. The current term of approval extends from 10/1/2010 to 09/30/2019. Provider ID# 210606

R.L. Frazer & Associates, Inc.
512-346-0455
www.frazeronline.com bob@frazeronline.com