

# Dentists and Teams that Get Results

## Unleashing the Power of Emotional Intelligence

Raise your effectiveness as a leader, fully connect with people, and achieve breakthrough gains in performance. Learn how to extinguish recurring team problems and increase case acceptance.

Join **Dr. Bob Frazer**, the foremost authority on Emotional Intelligence in dentistry for a content rich, lively presentation. We'll explore not only the importance of E.I., but its application to all the roles of dentists and team members — from leadership, to getting the right people on your bus, to training and development, to marketing, case acceptance, and enhanced profitability.

Participants will confidentially assess their own E.Q. (emotional quotient), and learn how to apply the science and elevate critical E.I. competencies to enhance leadership and influence.

**Remember every major decision is an emotional decision backed up by enough logic to rationalize it to yourself and others. This includes the decision to elect fine, complete care dentistry.**

### Learning Objectives:

- Discover the power of Emotional Intelligence and its applications to dentistry
- Learn how hidden group and interpersonal dynamics affect team performance, case acceptance, and practice climate
- Grow self-awareness, self-management, social awareness and relationship management skills to become highly effective and authentic leaders
- Increase treatment acceptance quickly and dramatically through genuine emotional empathy and elevated listening skills
- Learn less stressful, effective and positive conflict resolution strategies
- Benefit from research by learning to apply the Six Styles of Highly Effective Leaders
- Recognize how hidden brain structure influences your responses and can wreck the best intentions
- Discover, understand and begin to heal dysfunctional behaviors
- Explore the four forms of listening and how to hear and respond to the emotions underlying the issues
- Create a self-directed learning plan that charts a step-by-step path to your ideal highly effective self and a more joyful, productive and healthy workplace

**Suggested Format:** Full or Half-Day, Workshop, Keynote

**Suggested Audience:** Dentist, Team Member, Spouse

**IQ + EQ = SUCCESS!**

Studies at Harvard and Rutgers have shown that **75% of high achievers' success stems from Emotional Intelligence (E.I.)** while only 25% can be attributed to necessary technical competency.



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