



Lion Camp

Team Leadership and Productivity Retreat

Finally, a course that addresses the real roadblocks that keep you from succeeding and enjoying your practice!



Eliminate gossip, blame, finger-pointing, tardiness, and negative attitudes for good!

Create a team that takes responsibility, makes decisions, speaks with confidence, fully supports each other, gets results, and has a blast doing it.

Stop waiting for what you want and deserve... get it now!

Join us in *San Diego, CA* for a team retreat that will **change your professional life forever!**

Get the passion, respect, results and fun back into your practice!

You can do it. **Lion Camp** is the place!



Taught in part at the **San Diego Zoo's Wild Animal Park.**

Includes a private, behind-the-scenes Lion Camp adventure with REAL lions, lionesses and their cubs.

You and your team members will learn how to:

- Think like leaders
- Speak like leaders
- Perform like leaders
- Look like leaders
- Become the leaders you should be and can be in your practice and in your life.



800-595-7060

REGISTER NOW to hold your spot at THE PREMIER team retreat in Dentistry today!



APRIL 24 – 26, 2008

Registration Rates (per practice):

- \$ 1,895 First Doctor
- \$ 1,195 Each Additional Doctor
- \$ 895 Team Member



Team Incentive Programs
to pay for Lion Camp!

(Courtesy of Tim Twigg, www.BentEricksen.com)



Lion Camp

Team Leadership and Productivity Retreat

Agenda

Day One *“The Lions”* *This day is all about ... YOU*

Lion Camp's Kickoff Day is dedicated to discovering, accessing, and exploring the leader in you. Katherine will help you and your teammates identify the limiting beliefs that hold you back and teach simple but powerful formulas to change those internal conversations for good. You'll create a 3-year portrait of where you'd like to be as well as some benchmarks to guide you along the way. Then each department will attend targeted breakouts with Dr. Marty Wade (doctors), Kristen Bryant (administrative teams) and Katherine Eitel (clinical teams) to work on individual leadership skills as well as narrow your focus for the remainder of Lion Camp to assure you leave with your top leadership and teamwork issues resolved. Afterward, we'll celebrate the struggles, breakthroughs, and Aha! moments of the day with fellow campers at a fun and casual **Lion Camp Safari Party** prior to dinner on your own. We'll be sending you off with a small piece of personal homework and special instructions for an interesting morning exercise to precede Day Two!

Day Two *“The Pride”* *This day is all about... TEAM*

Creating more enjoyable and productive places to work is what this day is all about. Day Two is spent in the heart of the world-famous San Diego Zoo's **Wild Animal Park** when we meet in the Mombasa Pavilion with Katherine for a day of breakthrough leadership transformation and teambuilding. In the morning, we'll experience The Lioness Principle in action with a personalized, **behind-the-scenes Lion Camp tour with a real pride of lions and their cubs** (not available to the public!) We'll tour the park via tram and debrief our morning during lunch. But hold on to your binoculars... The afternoon is where this safari really gets wild! This is where you'll learn how to become a real team and a real teammate by experiencing and learning the breakthrough formulas you've been missing. We'll learn and practice constructive ways to handle interoffice communications and conflict resolution. We'll address ways to improve your meetings, performance reviews, practice statistics and metrics, as well as incentive plans. Before leaving the park, you'll put your official "paw prints" on your personal commitments regarding the new ways in which you'll communicate, problem-solve, and think your way to success.

Day Three *“The Hunt”* *This day is all about... Productivity*

The Leadership Transformation continues on Day Three as we focus on exhibiting leadership in patient communication resulting in increased productivity and better bottom-line results... and it contains the biggest team challenge of the entire event! We'll take a deep dive into the realm of clear, compelling, and masterful communication with patients as well as the delivery of exceptional patient service. The morning explores ways to raise your productivity by communicating in an extraordinary way with patients using simple yet highly effective communication methods and formulas. We will breakout into groups again to assist each team in crafting their own guidelines to improve results, whether on the phone or in person, with new or existing patients.

And this is the day you'll bring it all together with a massive **African Safari TEAM Competition** which will review and test your new knowledge of the formulas and techniques you've learned over the past 2 1/2 days. Is it possible that your team could be crowned the Kings of our Leadership Jungle as our Lion Pride Team Champions?



Meet Your Trainers

Katherine Eitel; Lead Trainer

Linda Miles recently stated, "Katherine Eitel is the best trainer in the industry! Bar none!" With more than 25 years experience as a dental / healthcare practice coach as well as an expert trainer, leader and motivational speaker, Katherine brings powerful information on how to create a true team of leaders and FINALLY breakthrough the barriers that are holding you and your team back!

- Winner of SCN's Spotlight-On-Speaking Award, 2005
- President (2007-2008), Academy of Dental Management Consultants
- Board Member, Speaking Consulting Network

Marshall Wade, DDS; Guest Trainer

A renowned oral surgeon for over 20 years, Dr. Marty Wade is a Dental Leadership expert. For over 15 years, he has shared his

technical expertise in his own award-winning study group and in presentations nationwide.

- Director, 2001 Seattle Study Club of the Year
- Winner of SCN's Spotlight-On-Speaking Award, 2007
- Dental Leadership Expert

Kristen Bryant, BA, Guest Trainer

Kristen is the past Director of Education for the nation's leading dental referral service company and current Training Manager for Lioness Learning.

- Dental Communications Expert
- Lioness Principle Training Workshop Facilitator
- Lead presenter for seminars and symposiums nationwide



Lion Camp Registration

Team Leadership and Productivity Retreat

Company Name: _____ Referred by: _____

Doctor Name: _____ Specialty: _____

Address: _____

City: _____ State: _____ Zip: _____

Office Phone: () Cell: () Fax: ()

e-mail: _____ website: _____

Team Member Registration

Name/Position: _____

Name/Position: _____

Name/Position: _____

Name/Position: _____

Name/Position: _____

Name/Position: _____

Name/Position: _____

Name/Position: _____

Total Participants: _____

APRIL 24 - 26, 2008

San Diego, CA



Registration Fees

First Doctor	Additional Doctors (each)	Team Members (each)
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\$ 1,895	\$ 1,195	\$ 895
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Early Birds: \$ 1,695	\$ 995	\$ 695
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\$ _____	\$ _____	\$ _____
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Total Registration	\$ _____
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MasterCard Visa Am Ex

Name on Card: _____

Card Number: _____

Expiration Date: _____

Signature: _____

Check Enclosed \$ _____



Please make checks payable to:
Katherine Eitel & Associates
PO Box 50490
Mesa, AZ 85208

FAX COMPLETED REGISTRATION TO:

951-346-3524

OR

Call to reserve your spot today! **800-595-7060**