Dr. Dave Striegel’s presentations successfully target two of the common frustrations dentists face in running their practices: elevating their team and enhancing their profit. Why these two? Because he has found that the magnitude by which your profit increases is directly related to how much your team elevates its performance. Dr. Dave provides strategies that enable dental teams to thrive under the pressure of these uncertain economic times, which, in turn, creates conviction and confidence in the individual and stability and strength in the practice.

Drawing upon his unique experiences in consulting with pro athletes, corporate executives, military and FBI personnel – as well as his Ph. D. in sport psychology – Dr. Dave illuminates the common challenges and opportunities that dental teams and elite performers share. His presentations provide dentists and teams with the methods and tools needed to become the elite in their field.

Creating a High Performance Practice

Many dentists struggle to motivate and lead their teams while simultaneously working to increase productivity and profitability. Today’s dentist/practice owner wears three hats – clinician, manager and owner – with each role requiring a unique set of skills, many of which are not taught in school. Knowing the differences between each hat and the critical questions to ask when “wearing” each one leads to making highly effective decisions under the pressures of owning a practice. Learn proven strategies for mastering decision making skills, and how to convert the vital components of your practice vision into specific actions that get results.
Practice underperforming?
Staff not working as a cohesive team?
Fear of losing the lifestyle you have
...or, worse, never getting it?!

There is HOPE.

Many dentists struggle to motivate and lead their teams while working to increase productivity and profitability. Today’s dentist/practice owner wears three hats – clinician, manager and owner – with each role requiring a unique set of skills, many of which are not taught in school. Knowing the differences between each hat and the key questions to ask when “wearing” each one leads to making highly effective decisions under the pressures of owning a practice. By being able to see and understand the different “sides” of an issue, similar to solving a Rubik’s Cube, dentists can dramatically improve their ability to communicate and connect with their teams AND their patients, thus making the best decisions that correspond with their practice vision. Learn proven strategies for mastering these decision making skills, even in high stress situations.

Many dentists and teams KNOW what to do. They don’t have an information challenge. They have an implementation challenge. Learn how to convert the vital components of your practice vision into strategies and specific actions that get results. The key to successfully integrating the vision into the practice is in the information and feedback loop. Learn the Tell, Teach, Train process which dramatically enhances the likelihood that new skills become ingrained.

Drawing upon his unique experiences in consulting with pro athletes, corporate executives, military and FBI personnel – as well as his Ph.D. in sport psychology – Dr. Dave illuminates the common challenges and opportunities that dental teams share with elite performers from other industries. Incorporating humor and purposeful stories, this entertaining yet hard hitting presentation provides dentists and teams with the tools and strategies necessary to become the elite in their field.

LEARNING OBJECTIVES:

- Understand the 3 Hats approach to running a practice and how it applies to both dentists and teams
- Understand the importance of proactive leadership and how to connect confidently with your team and patients
- Convert key elements of your practice vision into strategies for success
- Learn the critical steps of implementation and how these strategies affect the bottom line
- Learn high impact metaphors that enable you to motivate and inspire excellence in your team
- Understand the physiological aspects of how we respond under pressure and strategies to master your own response
- Identify and incorporate into your own life the skill-sets of world class performers
- Leave with the tools you need now to help you perform at the top level of your talent and skill

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HALF OR FULL-DAY PROGRAM
Meet Dr. Dave

Speaker • Coach • Author

Dr. Dave Striegel’s unique background, with a Ph.D. in sport psychology, coupled with his highly engaging, no-nonsense style have led to over 15 years of success as a speaker, consultant, and coach to many high performance organizations including dentists, business entrepreneurs, Fortune 500 executives, professional athletes, top educators and law enforcement specialists including FBI Hostage Rescue Teams and members of the military’s Special Forces. Illuminating the common challenges and opportunities that dental teams share with many other types of elite performers, Dave’s presentations are a fascinating blend of experience and data. He provides dentists and teams with the tools and strategies necessary to become the elite in their field.

Dr. Dave coaches and co-manages dental practices through his work with Practice Enhancement Group, a financial performance firm. This experience has enabled Dave to successfully target two common and interrelated frustrations dentists face in running their practices: elevating their team and enhancing their profit.

Dave’s speaking style is dynamic and motivational and engenders confidence and trust. His gift is his ability to filter the noise we all hear constantly in our personal and professional lives that keeps us from pursuing excellence. He is able to transfer the critical meaning and lessons from his work with high level performers into terms that anyone wanting to enhance performance will remember and be able to apply immediately in their lives. Dave teaches and motivates dentists and teams to thrive under the pressure of these uncertain economic times, which, in turn, builds commitment and loyalty in team members and stability and strength in the practice.
"After 40+ years practicing dentistry, it's rare that I hear anything new or different that makes light bulbs go off in my head. Dr. Dave's application of high performance principles to the practice and business of dentistry has helped me to take a fresh, revitalized look at how I lead our practice."

– Lawrence Addleson, DDS, FAACD
Accredited Fellow and Past President, AACD

"Dr. Dave gets you ready to face your practice's challenges with confidence, knowledge and grace. I love his style. He's not only engaging and motivating, but he also simplifies what are often complicated issues. I leave with a clear focus, ready to go to another level."

– Olivia Cajulis, DDS

"David Striegel, Ph.D., uses superb insight to synthesize key concerns and cut right through them to their very core. His balanced approach to all sides of key issues maximizes learning as the audience members work through options for themselves, arriving at their best decision. His guidance is empowering. His style is never imposing. He is cool and professional in the face of even the most sensitive topics, and he can teach you to be the same."

– Professor Francesco Chiappelli, Ph.D., AAAS Fellow, Fulbright Specialist, ADA EBD Champion UCLA School of Dentistry

"Dr. Dave is a true professional, while also being very approachable. His confident yet non-threatening approach challenges the audience to explore and understand all sides of an issue. Each time I attend one of his presentations, I take away new insights to apply in my practice the next day. He presents difficult topics with clarity and grace while his overall message remains exceptionally motivating. I can’t wait to hear him speak again."

– Crystal L. Angelopoulos, DMD

"Dr. Dave has a very unique and empowering style that establishes a clear and precise direction for the audience. His speaking helps bring me and my team together to embrace the vision of my practice. He makes complicated topics easy to understand and methodically breaks down what seem to be big challenges into smaller, easily achievable steps. Dave’s presentations have helped my team AND me elevate above the day-to-day challenges and not lose sight of our ultimate success. A large part of our immense personal and professional growth is because of Dr. Dave."

– Kiran Rapal, DDS

"Dr. Dave has a way of sharing his knowledge about practice management and performance that is unintimidating, interesting, and very pertinent at the same time. He has the ability to narrow your focus to deal with tough issues. His way of speaking is entertaining and always has me waiting for his next pearl of wisdom that I can apply to my practice."

– Solomon Cantwell, DMD