



NCDS Spring 2020 CE Program

LEARN. GROW. EMPOWER.

7:30 – 8:00am	Registration	
8:00 – 8:15am	Opening Remarks	
8:15 – 9:00am	Learning & Growing Together	
9:00 – 9:30am	Dental Trends & Hot Topics	
9:30 – 9:45am	Break (Visit Sponsors)	
9:45 – 10:45am	Measuring Success: Winning through the Numbers	
10:45 – 11:00am	Transition to Breakouts (Visit Sponsors)	
	Dentist Track	Staff Track (Cedar A)
11:00am – 12:00pm	The Road to Retention	Team Engagement & Retention
12:00 – 12:45pm	Lunch (Visit Sponsors)	
12:45 – 1:15pm	Cybersecurity: Tips to Keep Your Information Safe at Work & at Home	
1:15 – 2:00pm	Vendor Fair	
	Dentist Track	Staff Track (Cedar A)
2:00 – 3:00pm	Understanding the Business Life Cycle	Enhancing the Patient Experience & Multi-Generational Buying Habits
3:00 - 4:00pm	Keys to Successful Succession Planning	Dental Supply Chain 101
4:00 – 4:30pm	Wrap Up & Shared Learnings	
4:30 – 6:30pm	Event Social (Open Bar)	



**Door Prizes Drawn Throughout the Day &
\$1,000 Grand Prize Drawn during Event Social**



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Create Opportunities

The capacity to learn is
a *gift*; the ability to
learn is a *skill*; the
willingness to learn is a
choice.

Brian Herbert

Gift of Sharing

LEARN ♦ GROW ♦ EMPOWER

LEARN (Key learning)	GROW (How it may help you or your team grow)	EMPOWER (What do you need to do to be empowered to make it happen)



Learning & Growing Together “What’s Your Dream?”

Kris Hartbarth-Horn



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WEALTH ADVISORY | OUTSOURCING | AUDIT, TAX, AND CONSULTING

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Create Opportunities





Work is about
to change forever.

In fact, the change
has already begun.



LEARN ♦ GROW ♦ EMPOWER

The Law of Intentionality

Growth Doesn't Just Happen

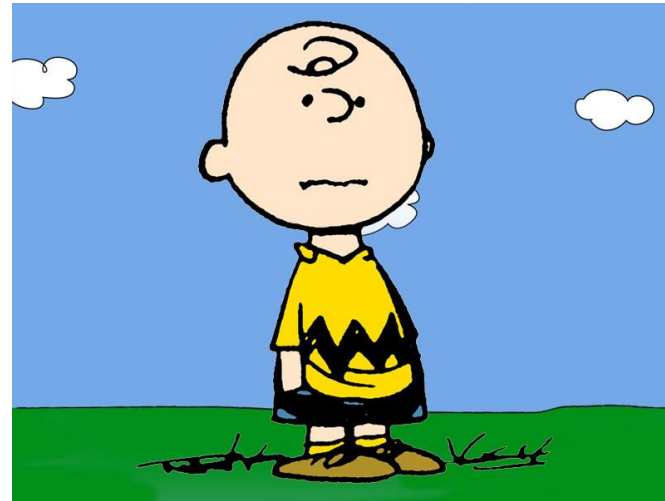
“Life is now in session. Are you present?”

John C. Maxwell – The 15 Invaluable Laws of Growth



The Assumption Gap

*“I Assume
That I Will
Automatically
Grow”*



John C. Maxwell – The 15 Invaluable Laws of Growth

The Timing Gap

***“It’s Not the
Right Time to
Begin”***

The Law of Diminishing Intent

“The longer you wait to do something you should do now, the greater the odds that you will never actually do it.”

John C. Maxwell – The 15 Invaluable Laws of Growth



The Knowledge Gap

“I Don’t Know How to Grow”

The Comparison Gap

“Others Are Better Than I Am”

The Mistake Gap

“I’m Afraid of Making Mistakes”

The Inspiration Gap

“I Don’t Feel Like Doing It”

The Perfection Gap

“I Have to Find the Best Way Before I Start”

John C. Maxwell – The 15 Invaluable Laws of Growth



The Expectation Gap

*“I Thought It
Would Be
Easier Than
This”*



“You cannot change your destination overnight, but you can change your direction overnight.” – Jim Rohn

Create Your Own “Intentional” Luck

Preparation (growth) + Attitude + Opportunity +
Action = (doing something about it) = Luck

John C. Maxwell – The 15 Invaluable Laws of Growth



Move from Accidental (Fixed) to Intentional Growth

Plans to Start Tomorrow

Insists on Starting Today

Waits for Growth to Come

Takes Complete Responsibility

Learns Only from Mistakes

Often Learns Before Mistakes

Depends on Good Luck

Relies on Hard Work

Falls into Bad Habits

Fights for Good Habits

Plays It Safe

Takes Risk

Thinks Like a Victim

Thinks Like a Learner

Stops Learning after
Graduation

Never Stops Growing

Growth Mindset vs. Fixed Mindset



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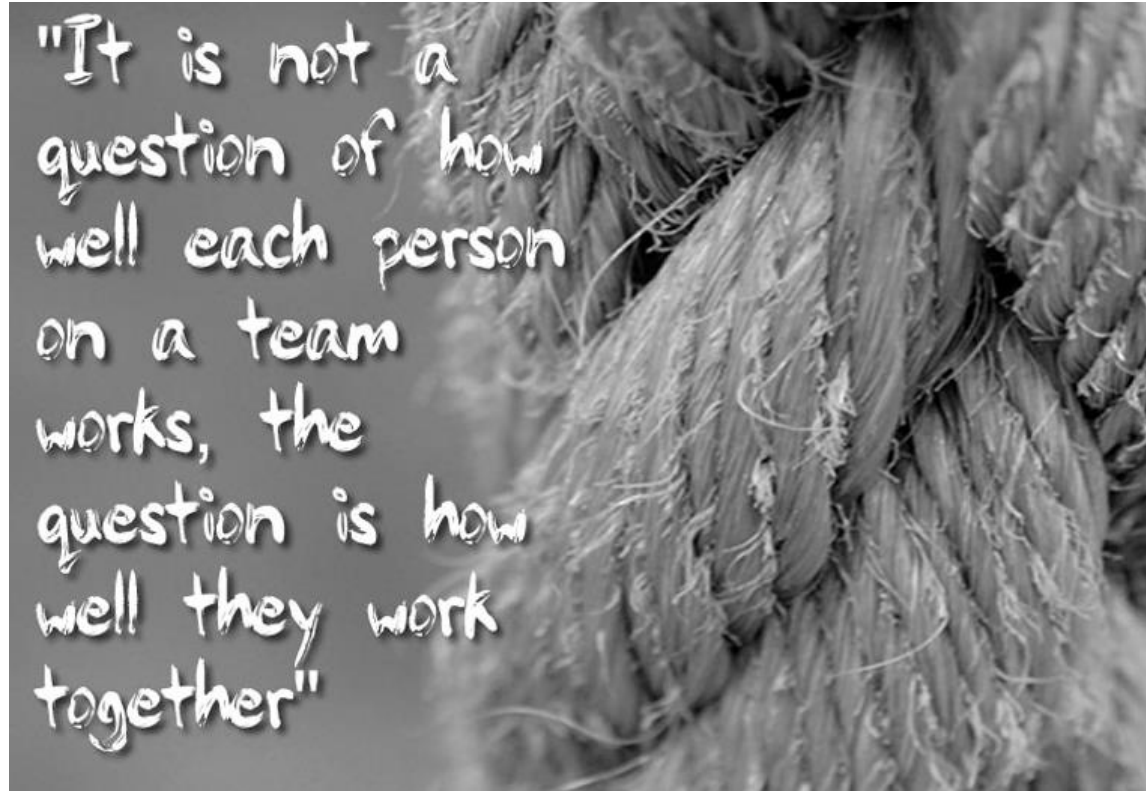
What steps can you take find your GRIT

- Follow your passion
- Hope
 - Have it and keep it
- Learn to be optimistically resilient
- Seek meaning and purpose
- Practice
 - Write it down
 - Seek feedback
 - Talk along accountability buddies

Angela Duckworth, *The Power and Passion of Perseverance*



Culture of Learning



SOULPANCAKE

WHAT IF MICHAEL JORDAN
HAD QUIT?

LEARN ♦ GROW ♦ EMPOWER