

Engaging Dental Leader 2-Day Training

Date & Time:
November 20-21
(Friday and Saturday),
8:30 am - 4:30 pm (PT)
each day

Inspire you team.
Unleash your potential.
Deliver Results!

Hosted at: 1025 Johnson St.
Unit 403 Mesa Room
Victoria B.C.

Program Inclusions:

- Workbook and program materials
- Continental breakfast, lunch, and refreshments
- Eligible for 14 CE Credits through the College of Dental Surgeons.
- 1x 90-minute coaching session per attendee, post-training.

Package Investment:

**\$1,895 CAD (+ taxes and ticketing fees) per
Dentist OR Clinic Manager**
**\$2,495 CAD (+ taxes and ticketing fees) per
Dentist/ Clinic Manager and one additional
Dental Colleague**

Key Learning Points from this training include how to:

- Engage & inspire your team to create an even better patient/team experience.
- Handle conflict & handle sensitive topics more effectively.
- Provide highly impactful feedback to patients & staff.
- Build a positive team who focus on patient-centered care, long term.
- Increase engagement and loyalty with patients and team members.
- Reduce employee turnover & increase staff retention.

By mastering conflict resolution, broadening your perspectives, and improving your communication skills through practical exercises, you will evolve into a more effective leader in your field.

Provided By:



About the Instructors:

Pat Lipovski is a highly experienced Practice Leadership Coach and Business Strategist with a focus in dental leadership. With over 25 years of experience, he is the owner, founder and CEO of Envision Group International, where he empowers dental practice leaders to enhance their leadership skills, optimize team performance, and drive meaningful change.

Known for his innovative approach to practice leadership and team development, Pat combines executive coaching with strategic insights to help dental teams achieve their full potential. He has worked with both small and large practices, offering customized coaching programs that address specific leadership challenges in the dental industry.

Pat's dynamic facilitation style and focus on fostering continuous improvement have made him a sought-after mentor, advisor, and speaker in the dental community. His work has not only transformed individual leaders but has also positively impacted the teams and organizations they lead.

Who is this program for?

- The ideal attendee for this dental workshop is a practice leader, dentist, clinic manager or manager in training.
- Participants will develop stronger communication skills, broaden their leadership perspectives, and become a more effective and impactful leader in your practice.

Scan to Register:



Attendance of ONE dentist OR Clinic Manager with optional add-on for ONE additional Dental Colleague*

***Must be from the same clinic**

2-Day Program Agenda

Day 1:

Morning - How Generational Differences affect you within your Team, Leader vs. Boss, Coaching & Engaging your Team, Power of "Why", Engaging with Vision.

Afternoon - Practice and Team Goal Setting, Listening with Intention, Develop your Practice Vision, Core Values & Standards of Conduct.

Day 2:

Morning - Power of Asking vs. Telling, Introduction to Steps to the Feedback Model (Ask Permission, Say "Why", Share Facts, Review Consequences, Next Steps).

Afternoon - Using Positive Feedback in Presenting Performance Reviews and Navigating Staff Concerns, Power of Influence, Learning the Process of Influencing Others, Planning for Strategic Influence.

**Note: BC Employer Training Grant is available, and may cover a portion of fees for this course for an "Employee" to attend. For more information on qualifying please contact Kathy Hornby. kathy.hornby@pattersondental.ca*