IGNITE YOUR TEAM TO ACHIEVE THE IMPOSSIBLE

Boost the insights and impact of your next meeting with a passionate, empowering industry expert. Through his consulting, keynotes, seminars and workshops, Bob leads clients and audiences to create organizational cultures of unstoppable leaders and exceptional patient experiences. His presentations will enlighten, entertain, inspire and empower others to make significant changes professionally and personally and create lasting results.

Choose from one of Bob's Keynote and Seminar topics below, or have a conversation with Bob about customizing a presentation to match your meeting's needs:

- **WRAP Your Patients in Care: and keep them coming back for life**™
  Create ultra-loyal enthusiasts who accept treatment, come back, and are thrilled to tell their friends.

- **IGNITE: Launching a Culture of Unstoppable Leaders**
  Effective leadership is a practice’s most significant competitive advantage and creates a culture of unstoppable leaders that will achieve the impossible.

- **MINE THE GOLD: Explosive Practice growth from the Inside Out**
  Clearly understand the 7 core sources of explosive practice growth...
  New patients are only ONE piece of the puzzle.

- **FACE TO FACE LEADERSHIP: Harness the Magic of Mentoring**
  Learn to coach and motivate team members to set their own goals, solve many of their own issues while establishing a team full of loyal, empowered employees.

See Demo video at:
www.SpielConsulting.com/demo/

“Bob rocked the house!
We couldn’t stop talking about his presentation for the rest of our meeting!”

**Linda Miles**, CSP, CMC, founder of Linda Miles & Associates and the Speaking, Consulting Network
WRAP YOUR PATIENTS IN CARE…

and keep them coming back for life.™

Has dentistry become an unending treadmill of tedium, dissatisfaction and burnout? Would you like to produce more in less time? In the busyness of each day have you become detached from what made your practice exceptional? Get off the treadmill and fall in love with dentistry all over again. Grow your practice, turbocharge your team, increase case acceptance and create an army of patients who are ambassadors for your practice.

COURSE OBJECTIVES:

• Boost case acceptance
• Increase patient referrals
• Renew your passion for the fundamentals
• Establish ultra-loyal patients
• Separate your practice from the others
• Be happier when you come home each night
• Shut the patient revolving door
• Create a culture of CARE

Fall in love with dentistry all over again!

Renergizing!

208-520-6900
www.spielconsulting.com
bob@spielconsulting.com

Legendary Patient Service
IGNITE
Launching a culture of unstoppable leaders.

Is your team on the same page? Is there a sense of burnout and frustration—among all of you? Has leading your team become the least enjoyable part of your day? Do you wish you had a team that thought more like owners? Get more sleep at night, eliminate nagging and complaining and create the practice of your dreams by growing into the role of an exceptional leader. Alleviate the stress, distrust, frustration and overload that come from dysfunctional teams. Build a team of leaders that will achieve the impossible.

COURSE OBJECTIVES:
• Foster an environment of trust
• Eliminate the fantasy of control
• Share the load by delegating effectively
• Hire the right person and train in the right way
• Make your practice magical and memorable
• Get more sleep at night
• Eliminate nagging and complaining
• Make accountability natural and easy
• Strip the mystery away from true leadership

Let you team take you to the top!

Empowering!

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Exceptional Teamwork & Leadership
Is your practice experiencing lackluster growth? Has production flattened or gone down? Do you attract a number of new patients, yet your schedule still has openings? Is your treatment acceptance rate below 50? Know the secrets to effectively grow the pool of patients and shut the new patient revolving door. Accurately understand the 7 core sources of practice growth. Track and act on critical practice systems and competencies that are keys to success and profitability.

COURSE OBJECTIVES:
- Get the recipe to retention
- Follow through on unscheduled treatment
- Utilize hygiene as the backbone of the practice
- Increase case acceptance
- Boost recare retention
- Create explosive practice growth
- Resuscitate your pool of inactive patients
- Shut the patient revolving door
- Increase production per hour

Find the practice within your practice!

Enlightening!

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Explosive Practice Growth
FACE-TO-FACE LEADERSHIP

Harness the magic of mentoring.
Are you frustrated feeling like you need to read minds? Is there too much gossip and negativity swirling around in your practice? Does the thought of hiring, firing or confronting employee situations cause stress? Do you wish you had a team of problem solvers instead of problem finders? Create stronger ties of communication and trust between all members of the dental team. Establish frequent, one on one communication that creates greater rapport, loyalty and mutual feedback while eliminating gossip and backbiting. Eliminate pessimism and incorporate empowerment. Create a team of self-driven leaders.

COURSE OBJECTIVES:

- Create a goal driven practice culture
- Develop the habit of showing personal appreciation
- Establish channels for two way feedback
- Motivate team members to think like owners
- Eliminate gossip and team negativity
- Coach team members to increase their performance
- Become proactive practice leaders

“You can buy a man’s back, but you can’t buy his heart. He gives it to you.”

~Steven Covey

Rejuvenating!

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Motivation & Communication
What other’s are saying....

“An excellent presenter that makes you stop and think. My entire team should remind ourselves of how we should express our care to every patient, every day.”
- Betty Klement, DMD

“Great energy. Allowed me to refocus on the elements of building patients for life.”
- Bryan Shumaker, DDS

“Amazing! Bob reminded us of what we need to focus on most!”
- LeAnn Lewis, Patient Care Coordinator

“One of the best classes I’ve attended in a long while.”
- Adalia Papoca, Office Administrator

“Wonderful energy! Fun! Not one of those presenters you sit and listen to. Highly interactive.”
- Colleen Wittman, Appointment Coordinator

“Excellent presenter. Warm, inviting, good material and a complete wrap up.”
- Anna Marie Urda, Office Administrator

“Awesome information and great energy!”
- Tammy Olander, Appointment Coordinator

“Definitely not your usual seminar class! Very engaging!”
- Heather Riddle, Appointment Coordinator

“Great program with practical applications for changing everyday patient care.”
- Rona Locke, Financial Coordinator

“A spellbinding presentation!”
- Dr. Robert Antoniazzi

“This is a man with the utmost passion for life! “
- Olivia Zilm, Clinical Assistant

Bob Spiel’s Delighted Clients include:
- Carestream Dental
- American Association of Dental Office Managers (AADOM)
- American Academy of Dental Group Practices
- Platinum Professional Development Australia
- Almeda Dental Group
- Atlanta Speak Easy
- Desert Hills Dental
- Idaho Assisted Living Association
- Idaho Mental Health Providers Association
- Assisted Living Pharmacy Association
- United Parcel Service
- Desert Hills Dental Care
- Wilsonville Dental Group
- Dental Health Center
- Randy Smith Pediatric Dentistry
- Harris & Allen Dental
- Summit Dental Care
- Hoover Dental
- Dental Business Forum

Impact & Energy
ABOUT BOB SPIEL, MBA


-testimonials like these speak to Bob’s ability to bring a fresh approach to his audiences. With just the right mix of humor and heart, combined with great story telling, simple truths and exceptional expertise, he is able to impact his attendees, ramp up a meeting and create a buzz afterwards. Effective in front of groups of 50 or 500, his presentations are paradigm shifting and life changing.

“Bob Spiel will energize and entertain the audience with his message mixed with just the right amount of humor. He motivates, makes you think and you will walk away with a better perspective for your professional life.”

Lois Banta, CEO, founder Banta Consulting

Bob is a leader who excels in developing other leaders – and the teams they lead. With over 25 years’ experience in transformational leadership, marketing and business, Bob’s presentations instill within others the passion and purpose required to achieve the impossible. A former hospital administrator and surgical center CEO, Bob has successfully led numerous business transformations – delivering exceptional results while creating cultures of empowered, unstoppable leaders. His passion for exceptional teamwork, leadership and patient care led him from medicine to dentistry because these principles cannot be ignored in a successful dental practice.

“Bob did a fabulous job. Staying on everyone’s level was the ticket. The team felt a real connection with Bob, they understood everything presented and we had so much fun. We loved it! What a success!”

Terri, Group Practice Administrator

Bob founded Spiel & Associates Consulting in 2006 and speaks nationally and internationally to leverage his passion for bringing leadership and business solutions to dentistry. His presentations create lasting results for dentists and their teams as they enlighten, entertain, inspire and empower his audiences.

“You get very engaged in his leadership discussions and team building exercises.”

Dr. Chuck Schumacher

To book Bob for your next event, please contact:

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President

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