

Building That Illusive Winning Team

(It's not as illusive as you think)

Presented by Tim Twigg of Bent Ericksen & Associates

Nothing contributes to a practice's consistent, long-term success like a truly effective and cohesive team. ***Building a winning team is not an illusive, unachievable task.*** In fact, it is very attainable when you possess the basic skills of recruitment, selection, and retention, coupled with effective communication and team management.

The alternative, high employee turnover, is a killer--patient care suffers, stress levels are high, and the bottom line is significantly impacted. Building a winning team is not just about finding people with skill, but instead, knowing how to find and identify people with the right attitude.

Geared for dentists and staff, this presentation teaches participants the principles behind team development and team building, as well as the techniques for maintaining a winning team. Participants will come away excited and motivated, with greater self-initiative and desire to succeed.

Friday, March 2nd, 2012

8:30am-4:00pm

Mission Valley Marriott

5 CE's / Lunch Included

As the president of Bent Ericksen & Associates and CRC, Inc., Tim Twigg brings nearly 30 years of practice management and business consulting experience and knowledge specifically in the healthcare field.

Mr. Twigg has authored a workbook/audio program, contributed to two practice management books and is a published author of articles for many healthcare journals and currently co-authors a regular column in Dental Economics entitled: "Focus on Human Resources".

Tim has presented seminars nationally on Practice Management, Human Resources, and Employment Law.

During this presentation participants will learn:

- 12 key elements for building a winning team.
- Foundational components necessary for successful hiring practices.
- Skills for more effective recruitment, i.e. finding the right team players.
- Selection tools that increase the odds of long term hiring success.
- Hazards associated with background checks.
- Retention fundamentals that contribute to team stability, better job performance, and reduced turnover.
- Performance evaluations and feedback techniques to insure quality communication and great team morale.
- Where team meetings fit into the success paradigm and the "how-when-where-and-who" guidelines for effective team meetings.

***For Information & Reservations call
Bent Ericksen & Associates 800-679-2760***

