

SUCCESS LEAVES CLUES

Life is too short to learn exclusively from our own mistakes!

On any given day, the most talented team can lose a sporting event. We've all suffered the heartbreak of having "our" teams come up short. It's especially tough when we believe that the best team did not win. The reality is that bringing a group of talented players together does not ensure a winning team. But, win or lose, if we're paying attention, there are definitely lessons to be learned that can make all the difference the next time out.

Sports has long been said to imitate life and that was never so true as when applied to the principle that you can learn at least as much from mistakes as you can from successes. Even better, you don't have to suffer the mistakes personally to learn the lessons. Life is too short to learn exclusively from your own mistakes. Let's spend some time extracting the wisdom, the life lessons and the grace from others' missteps so we can shorten our own learning curves, turn our talent into performance and become stronger, more agile teams.

Learning Objectives:

- ❖ Learn how your best intentions and even your best manners may be getting in the way of clear communication and consistent results
- ❖ Discover how to recognize and break through artificial harmony to truly connect with each other
- ❖ Move beyond the rhetoric and learn how to truly embody teamwork
- ❖ Take the 12-question survey that will show you just what to do for your team to reach your optimal performance levels

PRESENTED BY: GINNY HEGARTY, SPHR

With over 25 years of experience, certification as a Senior Professional in Human Resources (SPHR) and an extensive background as a speaker, writer and consultant, Ginny Hegarty, owner and President of Dental Practice Development, Inc. is recognized as a leader in the dental community. Ginny is best known as a turnaround expert specializing in practice renewal as she leads new teams or teams that have plateaued to rediscover and build on their strengths. Clients describe Ginny as **"a master communicator and motivator"**, "a management strategist with a keen eye for analyzing practice data and identifying where your purpose and focus must be" and **"a caring, personable, upbeat motivator."**

Ginny is a visiting faculty member and featured speaker at The Las Vegas Institute for Advanced Dental Studies (LVI). She has authored the Practically Speaking Column in Dental Products/Practice Report for the past seven years and been published in Dental Economics and other trade journals. Ginny also lectures at the Kornberg School of Dentistry at Temple University in Philadelphia as part of the Practice Management Program, and is the President-Elect of the Academy of Dental Management Consultants.

Ginny's breadth of experience, passion, and pragmatism get her audiences thinking, learning and leading as she offers real-world, practical solutions to the challenges they face.