



Speaking, Mentoring, Inspiring, & Entertaining

Learn and practice the **Power of Self-Leverage**

Increase your personal income and productivity, & stop spinning your wheels!

Achieve a reoccurring, lifetime, five to six figure, personal income!



Eliminate career and professional burnout.

Lee Thomas, DMD has successfully owned, managed and sold 15 businesses in 10 different industries over the course of 40+ years. His presentations share practice development tools, techniques and personal development inspiration. They are filled with humor, content, inspiration, and create an environment where individuals open their hearts and minds for their lasting improvement.

Invite Lee Thomas, DMD - The Business Doctor – to share his **prescriptions for business success** at your next meeting.



Leverage Yourself for Long-term, Sustainable Success

Learn the power of self-leverage both within your business/profession, AND BEYOND. The principles, strategies, and techniques come directly from Dr. Thomas's personal experience.

5 Habits of Highly Successful Business People

Dr. Thomas shares the five most important habits that a successful dental practitioner must master. As these habits are learned and practiced diligently, sustainable business success is *guaranteed*.

Be the Leader Others WANT to Follow!

Learn how to be an EFFECTIVE LEADER which incorporates understanding your BIG WHY, and the BIG WHY of your enterprise.

Work ON Your Business not IN Your Business

Dr. Thomas shares practical methodologies and best business practices which provide attendees with the knowledge needed to get off of the "treadmill" and create intrinsic value and joy in their practices.

"Helping People INTO, IN and OUT OF Business for THEIR SUCCESS"

LEVERAGE YOURSELF FOR LONG-TERM, SUSTAINABLE SUCCESS

Discover the principles, strategies, and techniques to increase your income and productivity, & eliminate burnout.

When I learned and practiced these techniques and strategies, my life changed for the better!

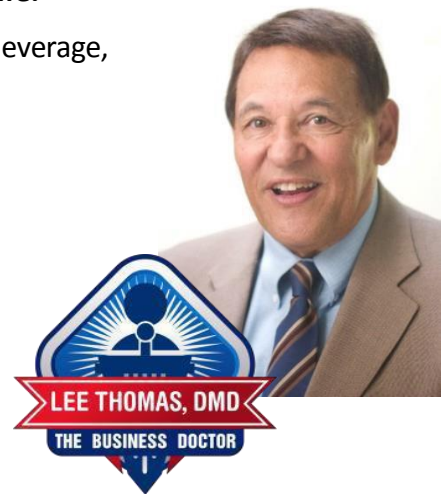


Learn the power of self-leverage both within your business/profession, AND BEYOND. The principles, strategies, and techniques come directly from Dr. Thomas's personal experience. Learn how to have reoccurring income for life. Learn why "passive income" is a myth and falsehood.

Suggested Audience: Business Owners, Management & Team
Suggested Format: Half-Day Workshop, Partial Day Lecture; Keynote

Learning Objectives

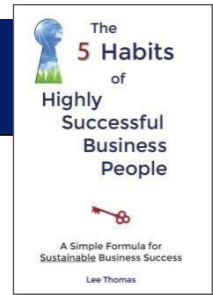
- ◆ You will learn how to have a 5 – 6 figure, reoccurring income for life.
- ◆ You will learn the principles, strategies, and techniques of personal leverage, both inside and outside of your primary business/profession.
- ◆ You will learn "Leadership on Steroids."
- ◆ Create MMM: "Marvelous Mailbox Money"
- ◆ You will learn why "passive income" is a myth and falsehood.
- ◆ How to create INTRINSIC VALUE in your business.
- ◆ How to exit your business "in style" with a gold parachute.



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"Helping People INTO, IN and OUT OF Business for THEIR Success"

5 HABITS OF HIGHLY SUCCESSFUL BUSINESS PEOPLE



Ready to **gain CONTROL of your business, have more FUN, and increase REVENUE?**



Most entrepreneurs have access to enhanced technical instruction through formal education and beyond, but tend to find themselves ill-prepared for the challenges of owning a successful business in today's competitive marketplace.

Having owned 15 businesses in 10 different industries for over 40 years, Lee Thomas, DMD has often been asked what his keys to success are. Drawing from the achievements (and missteps) of both himself and other successful business people, Dr. Thomas shares the five most important habits that a successful dental practitioner must master. As these habits are learned and practiced diligently, **sustainable business success is guaranteed.**

Suggested Audience: Management and Team Members

Suggested Format: Full- or Half-Day Lecture and/or Workshop; Keynote

Learning Objectives

- ♦ Clearly define what success means to you.
- ♦ Understand how to apply the 5 Habits.
- ♦ Recognize proven business principles vs. techniques.
- ♦ Learn to delegate effectively and get off the treadmill.
- ♦ Gain perspectives and methodologies to wealth accumulation and maintenance.
- ♦ Discover the core beliefs of successful people.
- ♦ Keys for building high quality personal and work relationships.
- ♦ Uncover and apply tips and methods for handling stress.
- ♦ Identify methods for getting UNSTUCK in business and life.
- ♦ Discover a simple Rapid Results Sales Program that really works!

The 5 Habits

- ♦ Use **common sense**
- ♦ Understand/employ **proven business principles**
- ♦ Utilize **techniques that support** These principles
- ♦ Take **focused action**
- ♦ **Measure** the right things



BE THE LEADER OTHERS WANT TO FOLLOW!

Being “the leader” and leading effectively (people want to follow you)
can be very different.

When I learned and practiced this single principle,
my businesses took off!



Learn how to be an EFFECTIVE LEADER which incorporates understanding your BIG WHY, and the BIG WHY of your enterprise. Then everything begins to fall into place including increased revenue, mastering cost effective marketing, enhanced employee morale, AND best of all, you put the JOY back in being in business.

Suggested Audience: Business Owners, Management & Team

Suggested Format: Half-Day Workshop, Partial Day Lecture; Keynote

Learning Objectives

- ♦ Discover and implement your BIG WHY
- ♦ Have your staff WANT to follow your lead.
- ♦ Increase productivity and revenue because people WANT your product/service.
- ♦ Acquiring and retaining more customers, and it's not “good customer service”, but customer satisfaction that counts.
- ♦ Leveraging your time and talents.
- ♦ Marketing at low or no cost with increased results.
- ♦ Simply, how to put the fun and JOY back into your business.



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“Helping People INTO, IN and OUT OF Business for THEIR Success”

WORK ON YOUR BUSINESS NOT IN YOUR BUSINESS

PUT THE JOY BACK IN YOUR BUSINESS



Engulfed in the day-to-day details of running a business, most business owners think of themselves as being **IN** business. It turns out in many cases, however, that ***the business is running them***. As with personal challenges in growth and development, our business experience challenges in growth and development.

Most businesses reach a certain level and then stagnate. This is usually because the business owner has been on the “treadmill” of working **IN** the business rather than **ON** the business. **Lee Thomas, DMD** shares practical methodologies and best business practices which provide attendees with the knowledge required to **get off of the “treadmill”** and **create intrinsic value** in their practices.

Suggested Audience: Business Owners, Management & Team

Suggested Format: Full- or Half-Day Lecture and/or Workshop; Keynote

Choose from the following segments to customize a presentation for your group

Rx Effective Delegation Skills

Practical methods for leveraging time to increase efficiency and effectiveness while significantly increasing productivity in the practice.

Rx How to Hire, Motivate, and Dismiss Employees

Correct principles and effective, modern, techniques are presented for having happy, productive, and responsible employees (associates/virtual partners).

Rx Know Your Numbers for Business Success

Well beyond Key Performance Indicators (KPI), learn the metrics needed to measure marketing, sales, personnel, financials, and time management and how to utilize them for business success.

Rx Rapid Results Sales Process

Learn the simple, straightforward, effective Rapid Results Sales Process which leverages the power of Customer Relationship Management (CRM) systems.

Rx Leverage Yourself for Sustainable Long-term Success

Learn the **power of self-leverage** both within your business/profession, AND BEYOND. Learn how to have reoccurring income for life. Learn why “passive income” is a myth, but **MMM** (Marvelous Mailbox Money) can be a reality.

Rx Effective Communication and Relationship Building

Essential principles and techniques for creating high quality relationships and effective communication.



Mix and match from the above segments to create:

Single- or multi-segment session (up to 3 hours) | Full day presentation – all segments (up to 6 hours)



Doing the same things over and over without success is the definition of insanity

Using Proven Business Principles & The Power of Self-Leverage will get you on track to sustainable business success, now.

Lee can help!



Lee Thomas, DMD has successfully owned, managed and sold 15 businesses in 10 different industries over the course of 40+ years (including **16 dental offices**, 23 childcare centers, plumbing/heating, landscape, automobile dealership, direct marketing, internet sales, long distance telephone service, real estate, and aviation). As a mentor and coach, Dr. Thomas shares practical business knowledge and experience with professionals seeking self-employment, those who are in career transition or are “stuck”, and those who would like to exit their business successfully.

Dr. Thomas teaches business success and **misstep avoidance**. His presentations are filled with humor, content, and inspiration to create an environment where individuals can open their hearts and minds for their lasting improvement. Along with practical methodologies shared in an interactive workshop environment, his presentations offer best business practices, tools/methods to take away, and true business stories (the good, the bad and the ugly). He helps others find profitable paths and connections that link successful business owners to their ultimate goal of winning the "great game of business".

Dr. Thomas Graduated from San Jose State University, and worked as a Sales Engineer. He then earned his Doctor of Dental Medicine degree from the University of Pittsburgh School Of Dental Medicine. He is a published author of two books: *“Adventures of a Serial Entrepreneur and Lessons Learned”* and *“The 5 Habits of Highly Successful Business People.”*

He and his wife live in Colorado and have 6 children, 11 grandchildren, and 7 great grandchildren.

Life lived well by serving others well.