



## 2023 Mastery Level 1 Event Timeline

### Day 1

- 7:45 Registration
- 8:00 Welcome & Introductions
- 8:20 Foundational Principles - Team & Approval Addiction
- 9:45 Break
- 10:00 Haragei - DISC
- 11:30 Vision Leadership
- 12:00 Lunch
- 1:00 The Importance of Asking
- 1:45 The Element to Yes & The GREAT Call Process
- 2:45 The Power of Preheat
- 3:15 Break w/ Refreshments
- 3:30 Discovery Emotional Exam - Clinical
- 5:00 Daily Review, Goal Setting & Dismissal

### Day 2

- 8:00 Opening
- 8:30 Case Presentation Formula
- 9:30 Overcoming Objections
- 10:30 Break
- 10:45 Effortless Case Closures
- 11:30 Patient of Record & Overdue Hygiene
- 12:00 Lunch
- 1:00 Cancel Cancellations
- 2:00 Practice Meetings & Goals
- 4:00 Sharing of Goals
- 4:15 Course Evaluations
- 4:30 Daily Review, Goal Setting & Dismissal