



## Moving Your Practice To The Next Level In 2010 Through Effective Leadership

### Testimonial

"Hiring Julie Weir was the best decision I have made for my practice. I felt as if the practice was controlling my life and I could not imagine continuing on in the same manner. Julie has been such a light in the midst of darkness. Her wisdom and insight has been invaluable to my team and I. We now have a new perspective and energy that is exciting! She has helped us to be a better team and me a better leader. If you are even thinking of hiring a consultant, do not hesitate. It is the best thing you can do for yourself and your staff."

Too many doctors do not understand the power their leadership actions have on the level of practice profits. Over my many years of experience consulting with pediatric dentists, I can emphatically say, at whatever point a doctor decides to stop being a leader, that is where they will hit their profitability wall. By "stop being a leader", I mean, the doctor does not exhibit one or all of the following behaviors:

- Consistently evaluating how things can be done better.
- Has a clear vision of what they want the practice to be.
- Shares their vision with their team.
- Works with excellent advisors and mentors.
- **Creates a yearly business plan.**
- **Monitors practice vital signs and practice expenses.**
- Consistently holds employees accountable for appropriate behavior and job performance.
- Holds regular performance reviews.
- Understands each employee's unique strengths and motivators.
- Is exemplary in their own behavior.
- Celebrates success!

By incorporating basic leadership actions on a consistent basis, a doctor can work smarter and not harder for increased profits. I typically see a 10-20%+ increase in production when a doctor exhibits the leadership behaviors described above.

Get moving today, 2010 is here. Contact Julie Weir to get started on the next step to success. Visit our website for additional tools for success. Below is an easy link to a downloadable questionnaire and goal form to provide Julie with the history of your practice and your future personal goals.

<http://www.julieweir.com/pdfs/Weir%20Questionnaire.pdf>

Upon completion of this form, please email back or fax to 303-660-4391.

Dr. Kelly Jones

For More  
Information:

[www.julieweir.com](http://www.julieweir.com)  
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## About Julie Weir

***Dentistry Today* has voted her one of their "Leaders in Dental Consulting" for the past four years.** Working in dentistry over 30 years, Julie has a wealth of proven practical experience and expertise. Because of her hands-on ownership in a dental practice, she brings a unique management blend of both the business and clinical aspects of dentistry. Julie teaches dental teams how to find untapped potential and decrease stress by working smarter. She has a successful track record of increasing the profitability, job satisfaction, and the organization of dental practices throughout the United States.

Julie's programs are highly customized to the specific need of each practice and the desire of each owner. Please log on to our website today for more information. If you are interested in discussing your needs further with Julie please download and complete the Initial Questionnaire and Goals form by clicking on this link: <http://www.julieweir.com/pdfs/Weir%20Questionnaire.pdf>. Please fax to our office at 303-660-4391 after completion. Upon receipt Julie will contact you to discuss your needs.