

# CONFIDENCE: THE SECRET SAUCE TO IMPROVING PERFORMANCE

Are you dissatisfied with your status quo? Ready to be a top performer and maximize your team?

At work, home, or in our community, we have a deep sense that things could and *should* be better. Confidence is our secret sauce, and it's often the difference between success and failure.

After years of research and discovery, Dr. Barry Thompson—the leading expert in the field of confidence-driven performance—takes audiences into the little known yet vital world of CONFIDENCE. Discover what it is and isn't, how to get it and how to lose it, but more importantly how YOU can improve your performance and gain that margin that gives you an edge.

These dynamic and interactive courses provide individuals and teams with the essential tools and strategies to perform better, communicate effectively, resolve issues, integrate fully, and become a powerful influence. Learn how to manage or work within a diverse population by understanding others' motivation and cultural differences. Participate in the interactive case study review where confidence principles are reinforced. Leave empowered to take your performance to a new level.

**Suggested Audience:** Dental, Medical, Healthcare and Office Teams

**Suggested Format:** Full or Partial Day; Lecture, Workshop, Coaching, Consulting and Keynote

## COURSE OBJECTIVES:

- Discover your “Confidence Quotient” (CQ)
- Establish how to build a successful multi-generational practice
- Highlight the power of office etiquette
- Explore the importance of ethics in the practice
- Understand and practice methods of authentic, successful communication
- Learn strategies for improving performance in all areas of your life
- Realize what all confident people have in common
- Identify leadership styles and strengths and personalize a leadership development plan
- Discover the invaluable skill of negotiation
- Learn strategies to reduce conflict and build rapport
- Practice the skill of active listening and the art of asking good questions



**DR. BARRY THOMPSON**

Confidence • Leadership • Performance

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