

# TPR *Spotlight*

## Total Practice Resources

[www.totalpracticeresources.com](http://www.totalpracticeresources.com)

e-mail: [brandy\\_tpr@yahoo.com](mailto:brandy_tpr@yahoo.com)

(303) 242-8901

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### Quick Links

[www.nutriwest.com](http://www.nutriwest.com)

[www.brimhall.com](http://www.brimhall.com)

[www.ewellnesssystem.com](http://www.ewellnesssystem.com)

[www.apexedi.com](http://www.apexedi.com)

### So, You'd like to Increase Your Nutrition Sales?

Nutrition is one of the fastest ways to grow your practice.

Results of proper implementation include: better results, faster for your patients, increased profits and cash flow for your practice, better educated and more unity with your team, and MORE!

If you haven't yet set your August goals yet, this would be a great place to start. In order to meet or exceed your expectations, YOU MUST HAVE A TARGET TO SHOOT FOR!

For additional assistance with this, please be sure to contact one of the Total Practice Resources consultants. Proper implementation of nutrition and other procedures is our expertise!



## 20 Qualities of a *GREAT CA*

### The foundation of a fantastic CA and fantastic Team

A huge part of having a fantastic practice is...having a fantastic team. At seminars and with clients, we spend a lot of time discussing, fine tuning and organizing procedures as well as helping offices to build and train their teams.

If you are looking to hire new staff or train current staff to increase and improve productivity, it is important that you clearly define what you want and need in all areas of your practice.

As there are so many different avenues to address, we have selected team building to highlight on this month's edition of the TPR Spotlight.

Please read on to learn more about building your dream team.

1. Positive Attitude
  - Reward the behavior you want!
2. Personable
  - Sense of humor, friendliness, shows genuine concern to others
3. High energy level
  - Uses energy in most efficient & effective way
4. Integrity
  - Identify your rules of conduct
  - Respectful
5. Responsible and reliable
6. Great self imagine

Additionally, TPR now has webinars strictly covering nutrition that will be of great assistance to you!

If you're looking for an upcoming seminar, visit [www.brimhall.com](http://www.brimhall.com).



- places self in environment to magnify self image
- 7. Ambition and eagerness to learn, work and participate
- 8. Leadership
- 9. Followership
  - Recognizes balance of power (necessary to be a good leader)
- 10. Leaves personal problems at home
- 11. People skills
  - Good communicator
- 12. Organized
- 13. Resilience
  - Bounces back and/or handling adversities
- 14. Has collection of positive experiences and successes
- 15. Desire and direction
- 16. Self Discipline
- 17. Creative
- 18. Ability to adapt to change
- 19. Sees and grasps the 'big picture'
- 20. Team Player and self-starter

If you are looking for additional assistance with building your team and growing your wellness practice, please contact us! Our consultants are standing by and ready to assist with your needs.

## **We're Asking You...**

The team at Total Practice Resources is working tirelessly to bring to you the most up to date information and assistance with your practice development. There are so many factors to address these days that WE want to make absolute sure that YOUR needs are being met.

So, please, allow us to be of better service to you and let us know what you are looking for as far as information, education, training, assistance and anything else that will help to benefit your practice and your team.

Send an e-mail with your insight or requests to [brandy\\_tpr@yahoo.com](mailto:brandy_tpr@yahoo.com) and receive FREE access to one of the Total Practice Resources

webinars.

We look forward to hearing from you!

Nutrition webinars available for FREE!! Nutri-West and Total Practice Resources want you to have immediate access to invaluable information. Presenters include: Dr. Lynn Toohey, Dr. John Brimhall & Dr. Brian Anderson. Learn from these three experts! Covering the 'How to Implement', 'How to Use', 'How to Learn' and 'Specifics on Nutri-West Nutrition' and much more in webinars now made available to you at no cost! For FREE access to the Nutri-West Nutritional webinars, contact Brandy @ Total Practice Resources. Take advantage of this amazing information at your convenience!