

Dr. John Brimhall's  
**Puzzle Piece**  
n e w s l e t t e r



June 8, 2009

**We just returned...** from Atlanta and we are on our way to Nashville in two weeks. The doctors said the new implementation and the refinement of all of the techniques made this one of the best seminars they have ever attended from us or anyone else. Brady of TPR has added a completion and extension of our seminars with increased profitability without increased costs by having a bulletproof system for every part of your practice.

We now start out the seminars with a 40 point evaluation of every aspect of your office and practice. The doctors and CA's say it has given them a hundred fold increased ability to look at their office systems and in many cases the lack of

them. We will give you the system of evaluation, treatment, and implementation that gives instant and long lasting results to increase your bottom line.

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 Brimhall Puzzle Piece. There are numerous qualities you'll want to exude and promote as an office team member. Our partner

Total Practice Resources has been helpful in identifying what key characteristics bring cohesion

## Upcoming Seminars

[\( see Complete 2009 Schedule \)](#)

**June 19-21** Basic, Interm & Advanced

**Nashville, TN** **Dr. John Brimhall**

**Nutri-West South**

800-343-0754

or 615-221-0848

**July 17-19** Basic, Interm & Advanced

**Kansas City, MO** **Dr. John Brimhall**

**Nutri-West Midwest**

800-658-1656

or 316-755-2356

**July 24-26** Basic, Interm & Advanced

**Baltimore, MD** **Dr. John Brimhall**

**Nutri-West Mid Atlantic**

866-502-1200

or 302-478-5090

in a team and help to administer effective patient care. Below is a list of the qualities you should look for in a CA. And CA's it is a pretty good list to look for in your doctors. Please read on to learn more about attributes you'll want to look for in building your dream team.

1. Positive attitude

-Reward the behavior you want!

2. Personability

-Sense of humor, friendliness, shows genuine concern to others

3. High energy level

-Uses energy in most efficient and effective way

4. Integrity

-Identify your rules of conduct

-Respectful

5. Responsible and reliable

6. Great self image

-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

Whether you are a practitioner or a CA it is always important to often take inventory of yourself in gauging your professional and personal development. Many of these qualities are contagious; characteristics that are the aspiration of onlookers of unsuspecting exemplars.

We look forward to seeing you soon at one of the Nutri-West/Brimhall Seminars!

John W. Brimhall DC and the Wellness Team

Brimhall Wellness Seminars

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Total Practice Resources

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