

PINA JOHNSON
Speaker Packet

WWY COACHING
LLC



Generate a Culture of Self-Directed Leaders: *The Key is Trust*



From engaging and inspiring the team to providing exceptional patient care while ensuring profitability, leading a practice/team can feel overwhelming and exhausting. Add in performance, hiring, and retention challenges.

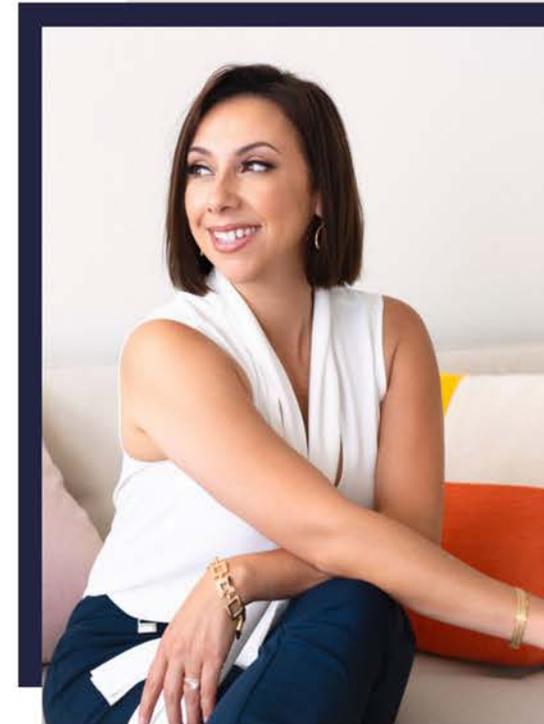
What's a good leader to do?

Highly successful, productive companies with robust employee engagement often attribute their achievement to consciously fostering a culture of trust in the workplace. How we 'show up' and treat others impacts everyone.

During this interactive session, receive the tools and techniques for incorporating positive psychology and developing greater self-awareness. Discover the neuroscience behind emotional intelligence and how our EQ creates results in our professional and personal lives. Recognize that managing emotion is the key to improved relationships, leadership abilities, profitability, and quality of life. Explore techniques for breaking through communication barriers, such as listening well, generating intentional reactions, and cultivate stronger relationships.

Gain strategies for nurturing a culture that attracts 'right fit' team members. Illuminate practices for writing effective job descriptions, advertisements and interview questions. Learn how to utilize employee reviews to foster deeper commitment and trust. Recognize the power of autonomy in generating creative ideas and techniques. Identify approaches that inspire collaboration in achieving practice goals and that make it more likely to retain talented employees longer.

From honing your leadership approach to generating reliable strategies, Pina Johnson leads participants in a deep dive to uncover the systems and mindsets needed for practice and personal success.



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(continued)



LEARNING OBJECTIVES

- Recognize the key traits and behaviors of successful leaders
- Discover how to elevate work culture, increase trust, and retain high performers
- Explore strategies for identifying and hiring the best candidates to help you hire the right person
- Learn how to use cognitive and personality assessments to experience the best hiring results
- Define emotional intelligence (EQ) and recognize why it matters
- Learn active listening skills to foster enhanced communication with team and patients
- Gain less stressful, more effective conflict resolution strategies
- Learn what you need to know and do to elevate your effectiveness as a leader and achieve breakthrough gains in performance

SUGGESTED AUDIENCE:

Dentists, Practice Managers, Team Leaders

SUGGESTED FORMAT:

Partial or Full Day; Lecture, Workshop, Keynote

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PINA JOHNSON, PCC

Employee turnover. Conflict management. Disengaged team.

Lack of Trust.

Pina Johnson is an executive leadership coach with over two decades of experience in dentistry, much of which is focused on the business of dentistry/practice management. Previously, she managed a multi-office specialty practice with over 40 staff members and 11 doctors. There, she employed policies and procedures infused with coaching strategies that helped increase each office's production at an increased rate of 11-30% year after year during her almost seven years of management.

Speaking at meetings across the country to dental practice leaders, Pina's presentations focus on nurturing a culture of trust through refined leadership skills which in turn increase practice productivity and profitability.

Pina earned a coaching certification through University of California, Davis. She was then invited to serve in multiple capacities as a UC Davis coaching program faculty member. She went on to earn the Professional Certified Coaching credential with the International Coaching Federation. In addition, Pina also holds certifications in Leadership Circle Profile and Group Coaching Facilitation.

Recognized as a key opinion leader, Pina is a guest expert on industry podcasts and is also published in industry publications. She is an active member of the American Association of Dental Office Managers Speaker and Consultant Alliance, Speaking Consulting Network, Dental Entrepreneur Women, Dental Speaker Institute, Dental Speakers Bureau, International Coaches Federation, and the ICF Sacramento Chapter.



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TESTIMONIALS

Pina is an asset to anyone aspiring to be a more effective leader. Her years of experience are indisputable and clearly show when working with her. Each participant walked away with information that was both valuable and practical to put into effect. Pina makes it easy for us to determine our strengths and weaknesses so that we can improve those traits and become stronger leaders. Pina works closely with the participants to explore their leadership style and implement new techniques that are instantly effective. *She knows what she's doing!*

George Ibrahim, ASB President

University of the Pacific Arthur A. Dugoni School of Dentistry

Pina was fantastic! She provided an excellent leadership workshop/retreat on active listening and communication to our dental student leaders. Our students participated in activities to help advance their skills as better communicators to their peers and patients. *It would be my pleasure to recommend her for future leadership events.*

Janelle Palomares, Manager of Student Life and Involvement

University of the Pacific Arthur A. Dugoni School of Dentistry

I enjoyed Pina's presentation! Her speaking style is enjoyable and informative. I left with new and helpful ideas and insights that will be helpful not only in my work life but my home life as well.

Regina S., Management Team

I enjoyed Pina's course. She kept me wanting to learn more. I will take this new knowledge back to my office and implement it.

Alicia V., Office Manager

Thank you for the great learning tools. It is good to be reminded of the importance of these principles and utilizing them to be a better leader. I am also reminded to look at myself and reflect.

Christina, Office Manager

This was amazing! I'm excited to use the new tools you gave us!

Keiara B., Patient Care Coordinator

Presentations (Partial List):

- American Association of Endodontics Annual Session
- Annual Component Exchange Meeting; California Dental Association
- Bay Area Chapter, AADOM
- CDA Presents; California Dental Association
- Contra Costa Chapter, AADOM (Multiple)
- Gift Referral Webinar for EndoCare Group (Multiple)
- University of Pacific Dugoni School of Dentistry

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