



Helping you to achieve healthy and wealthy relationships, career and life

## **January Newsletter**

Welcome to this month's issue of "News from Healthy and Wealthy", our free newsletter keeping you in touch with ways to make a difference in your business.

Our coaches work with dental practices, entrepreneurs and business owners, keeping them focused, in tune and motivated, ensuring that they are able to create the businesses they were born to.

We are creating more health in your business, so you have more wealth in your life.

**Please pass this newsletter on to people you know who aspire to this goal.**

I am always pleased to receive feedback. Please e-mail me if you wish to make a comment about the content in this newsletter: [jane@healthyandwealthy.co.uk](mailto:jane@healthyandwealthy.co.uk)



Helping you to achieve healthy and wealthy relationships, career and life

## **STOP PRESS**

**Do you want to learn more about NLP?**

**Do you want to know how it can benefit you in your personal and practice life?**

**Would you like a taster session before committing yourself to one of our NLP Practitioner Training courses?**

**If you have answered 'Yes' to any of the above questions then come and join one of our Essential NLP for Dentists and the practice team™ workshops.**

This one day workshop has been designed by dentists for dentists, to give you and your team a detailed introduction to the basic principles of NLP and how it can add real value to you, your practice and your patients.

This one day introduction to NLP is your ideal opportunity to discover for yourself, how and why NLP is so popular with tens of thousands of people across the world, who are using NLP in their personal and working lives.

Venue:

Holiday Inn High Wycombe, Crest Road, High Wycombe, HP11 1TL.

[www.holidayinn.co.uk](http://www.holidayinn.co.uk)

Date:

Saturday 27<sup>th</sup> February.

Investment:

Dentists: £147 if booked before 13<sup>th</sup> February, saving £50.00 (normal price £197.00)

Team members: £97 if booked before 13<sup>th</sup> February, saving £50.00 (normal price £147.00)

Additional Special Offers:

Book 5 places and your sixth delegate is free.

**Grants of up to £1000 may be available for this and all other programmes offered by Healthy and Wealthy. For further details contact [jane@healthyandwealthy.co.uk](mailto:jane@healthyandwealthy.co.uk).**

**FOR MORE INFORMATION AND TO BOOK YOUR PLACE, VISIT:**

<http://www.healthyandwealthy.co.uk/nlp-for-dentists>



Helping you to achieve healthy and wealthy relationships, career and life

## Top Business Tips: Take stock and plan your year

I would like to take this opportunity to wish you a successful, prosperous and abundant New Year.

As a successful business coach, I would like to give you some simple tips that I and many of my clients will be using to plan for a successful, prosperous and abundant 2010.

Today, I would like to introduce you to a tool commonly used by coaches - the business balance wheel.

1. Draw a circle and divide it into ten equal(ish) segments.  
Label each segment with the following headings:
  - Compelling business vision
  - Time management
  - Financial control money and wealth
  - Customer service
  - Team and teamwork
  - Sales and selling skills
  - Marketing
  - Business systems organisation and resources
  - Leadership and management
  - Work life balance
2. For each segment, ask yourself, “How satisfied am I in this area of business right now?” The centre of each segment represents 0 and the outer edge 10. Give each segment a number from zero to ten and indicating this by creating a new outer edge between the two lines that form each segment.
3. Notice two distinctions in the question: “**How satisfied am I...**” is a subjective assessment. It is not about how your family or colleagues or neighbours see you, nor is it about success; it is about personal satisfaction. Also notice “**right now**”. This wheel is a snapshot. Scores will change weekly, daily – even hourly as circumstances change. Do not look for ultimate truth; just check in with how you feel at this moment.
4. The new perimeter of the circle represents your life balance wheel.  
If this new wheel was a bicycle wheel, how bumpy would the ride be?

If, like many others, this is an accurate reflection of how you experience life, the great news is you can do something now to change it.



Helping you to achieve healthy and wealthy relationships, career and life

Firstly consider the questions below:

1. What were your successes of last year and what were your biggest achievements?
2. How can you build on these and take them forward in 2010 to have more successes and achievements?
3. What is to be left behind in 2009?
4. What are the top 3 things you want to achieve in 2010?

Then some of the actions you can take:

1. Get clear, I mean really clear, about what you want to change, and why. Make a clear plan to achieve your goal and write it down. This sounds so easy, yet few people achieve this on their own. Why not call me to get the coaching support and accountability you need?
2. Set daily, weekly, monthly and annual markers that ensure you achieve what you want to.
3. Take immediate action, towards change right now!
4. For further coaching with Jane at Healthy and Wealthy, contact me on [jane@healthyandwealthy.co.uk](mailto:jane@healthyandwealthy.co.uk), or on 01296 770462.

2010 is going to be a very exciting year. I have lots of workshops planned and my updated website is now live. Keep in touch with what I am up to in 2010, via my website at [www.healthyandwealthy.co.uk](http://www.healthyandwealthy.co.uk), or follow me on Twitter: <http://twitter.com/janelean>

If you would like further information on how business coaching improves your performance at work, contact [jane@healthyandwealthy.co.uk](mailto:jane@healthyandwealthy.co.uk) or call **01296 770462**.



Helping you to achieve healthy and wealthy relationships, career and life

## **Advice for Dental Practices – New Year is time to take stock of your practice**

I know that there are many dentists who regularly follow my monthly newsletter and that you are all at different stages of your career. You may be relatively newly qualified and considering your career path; you could be an associate who may or may not be contemplating becoming a principal; you may be a principal new to owning a practice or one who has many years of experience and be considering starting a new practice or planning your exit strategy. Whatever stage you are along your career in dentistry, Healthy and Wealthy has something for you.

By the time you receive this month's missive, you will be back into the routine and thinking about resolutions and the changes you must make will seem an age away. That is one of the challenges with dentistry; there is always a patient to be seen, radiographs to check, letters to write or something else that demands your attention, or you could just be in a panic mode that your book is empty and you don't know where to start recruiting more patients.

### **When do you make time to make decisions that will shape your practice the way you want it to be?**

If you are like many dentists, you probably don't, mainly as a result of not having the time to think about strategy, your decisions are reactive rather than proactive. Ultimately someone else, maybe the PCT, your staff or your patients, will be pulling your strings and determining the direction that your practice goes in.

### **The only person who decides the direction that your practice takes should be you.**

Today, I introduce you to a tool commonly used by coaches - the business balance wheel. It will help you take stock of where your practice is and how you want it to develop and improve during 2010.

1. Draw a circle and divide it into ten equal(ish) segments.

Label each segment with the following headings:

- Compelling practice vision
- Time management
- Financial control money and wealth
- Customer service
- Team and teamwork
- Sales and selling skills
- Marketing
- Business systems organisation and resources
- Leadership and management
- Work life balance



## HEALTHY AND WEALTHY

Helping you to achieve healthy and wealthy relationships, career and life

2. For each segment, ask yourself, “How satisfied am I in this area of the practice right now?” The centre of each segment represents 0 and the outer edge 10. Give each segment a number from zero to ten and indicating this by creating a new outer edge between the two lines that form each segment.
3. Notice two distinctions in the question: “**How satisfied am I...**” is a subjective assessment. It is not about how your family or colleagues or neighbours see you, nor is it about success; it is about personal satisfaction. Also notice “**right now**”. This wheel is a snapshot. Scores will change weekly, daily – even hourly as circumstances change. Do not look for ultimate truth; just check in with how you feel at this moment.
4. The new perimeter of the circle represents your life balance wheel. If this new wheel was a bicycle wheel, how bumpy would the ride be?

If, like many others, this is an accurate reflection of how you experience life in your practice, the great news is you can do something now to change it.

Firstly consider the questions below and write down the answers:

1. What were your successes of last year and what were your biggest achievements?
2. How can you build on these and take them forward to 2010 to have more successes and achievements?
3. What is to be left behind in 2009?
4. What are the top 3 things you want to achieve in 2010?

Then some of the actions you can take:

1. Get clear, I mean really clear, about what you want to change in each segment, and why. Make a clear plan to achieve your goal and write it down. This sounds so easy, yet few people achieve this on their own. Why not call me to get the coaching support and accountability you need.
2. Set daily, weekly, monthly and annual markers that ensure you achieve what you want to.
3. Take immediate action, towards change right now!
4. For further coaching with Jane at Healthy and Wealthy, contact me on [jane@healthyandwealthy.co.uk](mailto:jane@healthyandwealthy.co.uk) or on 01296 770462.

2010 is going to be a very exciting year. I have lots of workshops planned and my website is now live. Keep in touch with what I am up to in 2010, via my website at [www.healthyandwealthy.co.uk](http://www.healthyandwealthy.co.uk) or follow me on Twitter: <http://twitter.com/janelealean>

If you would like to discuss how coaching can help you improve your chances of being an award-winning practice, please contact [jane@healthyandwealthy.co.uk](mailto:jane@healthyandwealthy.co.uk) or call **01296 770462**.

Useful tips and advice for dental practices are available free, at <http://www.healthyandwealthy.co.uk/index.php?pag=cms&id=20&p=dental-practices.html>



Helping you to achieve healthy and wealthy relationships, career and life

## **Healthy and Wealthy You – do more of what you love**

As you reflect on 2009, have you begun to spend more time doing the things that you love to do? Or have you found that you are saying yes to other peoples' requests and expectations and as a result feel that you have very little time of your own? If this is the case, what happens as a consequence of you not doing the things you love? What happens to your energy levels, your moods, the quality of your sleep and your sense of you?

What I would like you to do is write two lists with at least ten items on each, one list of things that are fun and make you feel good as you do them, and the second a list of things that you may not necessarily enjoy at the time, yet you feel good or proud about afterwards. For example, the first list may contain going for a walk, painting, singing, dancing, riding a bike, a meal out with a loved one, anything that makes you feel good immediately. The second list may contain cleaning the car, digging the allotment, doing the ironing. Once you have created your two lists of activities that raise your spirits, I would like you to commit to doing at least one or two activities from each list.

As the days and weeks pass by and turn into months and you are consistently doing several things each day that lift your spirits, look back and reflect on what also happens as an indirect result of you doing more of what you love.

More useful tips and advice for you are available for free at [www.healthyandwealthy.co.uk](http://www.healthyandwealthy.co.uk).

If you would like to find out more about how working with a coach will help you achieve your personal and professional goals, contact [jane@healthyandwealthy.co.uk](mailto:jane@healthyandwealthy.co.uk) or call **01296 770462**, or visit our website [www.healthyandwealthy.co.uk](http://www.healthyandwealthy.co.uk).



Helping you to achieve healthy and wealthy relationships, career and life

## **NLP Tip of the Month**

**Neuro-Linguistic Programming (NLP)** is an approach that recognises how your brain (neuro) receives and interprets information received from your five senses, and how your language patterns (linguistic) spoken and internal, influence and control your behaviours (programming). Some people have described NLP as the practical application and implementation of psychology; other people consider NLP as the users handbook for your mind.

My clients and I have found that understanding how we code information and language is extremely liberating, as we have choices of behaviour and thought, which in turn bring many more opportunities.

NLP is underpinned by many presuppositions, which are the guiding principles. They may or may not be true and you don't have to believe them. However, in NLP we like to presuppose that they are true and are curious as to what happens in any situation if they hold to be true.

In this series of newsletters, I will be introducing the NLP presuppositions in turn.

### **1. Modelling successful performance results in excellence.**

In this presupposition, we assume that if someone can do something, anyone can also learn how to do it by what we call modelling. If you want to be as good as someone else at a skill (for example to be as good a footballer as David Beckham), you could first model his external behaviours (that is his training schedule, his diet, the boots he wears etc.), and anything else that you can see. In practice however, this is unlikely to be sufficient as what you will also need to model are the things you can't see; his values, his beliefs, his sense of identity and purpose, the internal self talk and attitude. When you can also model, this you will also be able to create excellent results.

What is something that you would like to be better at?

Who is someone you know that has the level of skill that you want?

How can you model them to improve your personal skills?

If you would like more information on NLP coaching and training programmes, contact [jane@healthyandwealthy.co.uk](mailto:jane@healthyandwealthy.co.uk) or call **01296 770462**, or visit our website [www.healthyandwealthy.co.uk](http://www.healthyandwealthy.co.uk).



Helping you to achieve healthy and wealthy relationships, career and life

## **Win a coaching and training package valued £750.**

To win 3 hours free business coaching valued at £750, send an email titled "JANUARY PRIZE DRAW - win a coaching programme" to [jane@healthyandwealthy.co.uk](mailto:jane@healthyandwealthy.co.uk) with the answers to these questions. The first person out of the hat will win a bronze coaching programme.

Submissions to be received by Friday 12<sup>th</sup> February 2010 and the winner will be announced in the March newsletter.

1. Where do you want to be by this time in 2011?
2. How will you know you are there?
3. What will reaching your goal also bring you?

The Winner of Novembers' prize draw is Karina Wardle, who wins a bronze coaching session valued at £750.00

### **Congratulations Karina**



Helping you to achieve healthy and wealthy relationships, career and life

## **January's Product of the month:**

This month's product of the month is an introduction to "**Know your type™**".

**Do you know what your optimal skills are?**

**Have you considered how you perform when you are under stress?**

So many business owners have never considered these questions about themselves, or their team members; let alone the implications to their clients, team or business.

I have teamed up with a colleague and professional artist, Peronel Barnes, and we have developed a creative, colourful and insightful training day for you and your team that will enable you find out your leadership, management and operational preferences. As a result of attending this session, you will identify your unconscious patterns that control you, and your business. We will be offering an introductory one day in-house seminar for you and your team, which will lead to further in depth training depending on the individual needs of both your leadership and management team and business requirements.

If you choose to, you can discover how understanding your individual patterns can make working with you, for you, and becoming the best in your field, a piece of cake.

We will explore your strengths and areas where you could develop that will ultimately improve your working style, creating more efficient teams, productivity and ultimately enable you to generate more income in an enhanced working environment.

Personality profiles have been explored and named in any number of ways (Belbin, Kolbe, Myers Briggs, People Clues, DiSC); what we bring to you is easier to understand and apply.

**Grants of up to £1000 may be available for this and all other programmes offered by Healthy and Wealthy.**

For more details on the product of the month and other courses run by Healthy and Wealthy, contact [jane@healthyandwealthy.co.uk](mailto:jane@healthyandwealthy.co.uk) or call **01296 770462**, or visit our website [www.healthyandwealthy.co.uk](http://www.healthyandwealthy.co.uk).



HEALTHY AND WEALTHY

Helping you to achieve healthy and wealthy relationships, career and life

### **Special Offers**

#### **Product of the month – ‘Know your type’.**

The first 5 people booking a one day in-house seminar before 28<sup>th</sup> February will receive a 20% discount, valued at £300.

Normal level of investment for an in-house training day is £1500.

**For the first 5 sessions booked before February 28<sup>th</sup> the level of investment is only £1200; saving £300.**

For more information, to book your places and make your savings contact [jane@healthyandwealthy.co.uk](mailto:jane@healthyandwealthy.co.uk) or call 01296 770462.



Helping you to achieve healthy and wealthy relationships, career and life

## **Courses and Workshops**

### **Healthy and Wealthy training programmes include:**

**The current range of courses that are available include the following. These may be provided as bespoke inhouse training courses, or as a standard seminar.**

- Healthy and Wealthy Foundations™
- Healthy and Wealthy Foundations for your team™
- 1 day Surviving and thriving in the credit crunch™
- 1 Day top 10 habits essential for a successful business™
- Selling – It is a team game™
- Speak the same language as your patients™.
- Influential Practice™
- Customer Journey
- Conflict resolution and overcoming objections.
- Use your appointment book advantageously™
- Create a compelling future™
- Clearly Healthy and Wealthy™
- Healthy and Wealthy Motivation™
- Healthy and Wealthy Systems™
- Healthy and Wealthy Teams™
- Healthy and Wealthy customer experience™
- Healthy and Wealthy you™
- Healthy and Wealthy Mind and Body™
- Healthy and Wealthy Bespoke™
- Introduction to NLP for healthcare providers™
- NLP Practitioner Training for healthcare providers™
- NLP Master Practitioner Training for healthcare providers™
- Advanced communication skills for healthcare providers™
- Increased sales for healthcare providers using NLP™
- Customer service skills for the team™
- Know your type™
- Complimentary introduction to coaching taster session
- Other- Other courses can be arranged on a bespoke basis for your practice please call to discuss your specific requirements

For further details on all courses and workshops, contact Jane on 01296 770462, or email her at [jane@healthyandwealthy.co.uk](mailto:jane@healthyandwealthy.co.uk), or go to [www.healthyandwealthy.co.uk](http://www.healthyandwealthy.co.uk).