

Spencer *Study Club*



Hello!

We missed you at SSC Live Baltimore! We had a ton of fun and everyone learned a bunch and got some great hands on experience.

We had great guest speakers, wonderful food, and even a Yeti!

The only thing that would have made it better is if you could have been there.

Next time! (Which, by the way, will be October 12-13 in Salt Lake City at the University of Utah.)

In Baltimore we gave the members an application for a new program we're opening in 2019.

It's called Spencer Study Club Business Elite, or SSC **BE**. The focus of this mastermind group will be all about making your sleep and/or TMD business better, more profitable and more enjoyable so you can BE where you want to be.

We've already had a bunch of people submit applications, but I wanted all SSC Mentoring Group Members to have a chance to apply.

If this looks like something that could help you get from where you are now to where you want to be, faster and easier, please submit an application and we'll see if your a good match for the group.

If you're not quite at the level yet to be involved in a group like this, no worries! You will be soon! And we're there to help you every step of the way.

I hope you're having a wonderful summer, and I look forward to seeing you soon!

Dedicated to your success,

Jamison

Confidential Application

Spencer *Study Club*

Business Elite

Training & Mastermind

Beginning January 2019

Name: _____

Date: _____

Please answer the following questions as truthfully & accurately as possible:

1. Do you believe that the fastest way to greater productivity and success is to learn from those who have already achieved such success and to surround yourself by others with the same goal?

Yes

No

2. Do you believe that success can be modeled? For example, do you believe that if one person can achieve the results you want that you can model what they did as a means to achieve similar results yourself?

Yes

No

3. Do you believe that YOU are responsible for your own success and that nobody can “make you” successful or the “go to expert” in your community?

Yes

No

4. Are you CURRENTLY fitting at least 5 sleep appliances per month on average? If so, do you have capacity (chair and schedule space) to ADD at least 10 per month to your current monthly average?

Yes

No

5. Are you CURRENTLY a Medicare DME Provider AND do you work with Medical Insurance (either in **or** out of network)?

Yes

No

6. If it was a year from now, and you had just had your best year ever, what three big things would you have accomplished?

1.

2.

3.

7. What special traits, qualities, experience or skills do you have that would make you a valuable and contributing member of a mastermind group dedicated to improving the business aspects of DSM and TMD within a practice?

Name: _____

Practice location: _____

Preferred personal email: _____

Cell phone: _____

SSC BE

Membership Benefits

Three, Two-Day Workshops *(Live - In Person)*

Come to my personal office either in Salt Lake City or Boise and work directly with Jenni, Cameron, our team and me.

This will not be just another typical course or training! Spencer Study Club Business Elite (SSC BE) is all about...BUSINESS! Our entire focus will be on diagnosing the few things that you can quickly implement for fast, sustainable, predictable results. And of course all while keeping with our model of increasing and improving your reputation in the medical and dental community.

Each two day session will be a deep dive into discovering what is working so you can do more of it to gain momentum, and what isn't so you can stop wasting time and energy.

Each small group is limited to 8-10 participants. Your group will be made up of dentists like you...doing well, but ready to take things to the next level. There will be NO beginners in the group. And NO dentists looking for a "get rich quick" scheme either.

Some of the areas of focus in these workshops will include:

- The biggest chokehold on your business
- Creating a MAP to get you from where you are now to where you want to be
- How to create and implement systems while improving team morale
- Going from highly paid employee to higher paid owner
- Creating the lifestyle and FREEDOM you desire

Monthly Power Calls

Between workshops it's important to keep your momentum.

And that's why you'll be on a Power Call every month, live, with me and your fellow members.

Power calls are designed to go deep on one specific simplified growth strategy so you can get the greatest impact for your time.

These calls will not only help you keep momentum, they will also help you stay motivated by giving you the ability to share your victories...as well as hear about the victories of your fellow members!

But it's not all about the "rah rah" and "motivation."

These calls are really mini-courses...courses that will teach you a specific strategy to use NOW for maximum results.

Weekly Focus Calls

Have you ever lost focus...even with the best of initial intentions?

Ever buy something and not really use it?

Ever learn something awesome and not implement it?

Silly rhetorical questions, right?!

Of course you have! We all have!

But, if you have a plan, stick to it, and stay focused...it's pretty hard to lose!

That's why you and your fellow members will start every week off with a live group focus call where we'll help you get clear on the big goal(s) for the week...and help you create a simple plan to get them accomplished.

I'm a big believer in "the 80/20 rule," but this will take 80/20 to a much finer level...figuring out the fewest activities that will give you the maximum results.

And with me and your colleagues as accountability partners, your getting distracted, losing focus and losing momentum are way less likely.

Secret SSC BE Members Only Facebook Forum

Just in case the weekly and monthly contact with your colleagues isn't enough, we will also have a secret Facebook forum only for SSC BE members. Here, unlike the SSC Mentoring Group, the focus will be all about business, billing, marketing, leadership, getting help with your struggles and sharing your business related successes.

FAQ

How do I get accepted into the group?

We are taking applications now for the 2019 mastermind, **however**, bonus content, coaching and virtual meetings will start in September of 2018 to help the new members end 2018 super strong and roll into 2019 with a full head of steam.

What are the dates of the workshops?

Options for workshop #1 are January 18-19 or February 8-9

Options for workshop #2 are April 26-27 or May 3-4

Options for workshop #3 are September 20-21 or October 4-5

Workshops will either take place in Salt Lake City or Boise.

What are the Power Calls like?

The power calls (zoom meetings) are held every month, LIVE.

Each call will really be a mini-seminar that will go deep on a specific growth and profitability strategy that you can use immediately to get results.

What are the focus calls like?

The focus calls will be held every week, LIVE, with the group.

This means you'll stay connected to the group every single week so you can have a sense of accountability...as well as a sense of pride and contribution as you share your victories with them...and help contribute to their success as well!

Each call is meant to help you get a clear picture of your top priorities for the week, and develop a SIMPLE plan to get those priorities done.

Will I still remain a member of the SSC Mentoring Group?

Yes, and SSC BE is only open to Mentoring Group members. If you are paying a monthly tuition to be in the Mentoring Group those fees will be waved during the SSC BE program. You will retain access to all of the SSC Mentoring Group benefits as well.

Please Read Before You Apply

Before You Apply, Let Me Be Brutally Honest:

This is expensive.

(Not ridiculously so...there are certainly WAY more expensive programs out there... expensive programs that could severely hurt your reputation and be difficult to come back from...but, bottom-line, this ain't cheap.)

Plus, you'll be required to implement what you learn...fast...and share your results. (To be read "**you gotta work!**")

What else? Hmm ...oh yes, you'll be asked to share what's working in your practice with the rest of the group (just as fellow members will be required to share their secrets with YOU).

You don't have to be doing seven figures in Sleep and TMD already but you DO have to have momentum. This is not a group for beginners.

Here's How To Apply

Since each live, small group session is limited to just eight to ten people, I've created an application process to make sure we get the best of the best in the group, so you're surrounded by great, focused, clinicians and practice owners like you.

Here's how it works:

1. **Fill out the application at the beginning of this document and scan and email it to Jenni@JamisonSpencer.com.**
2. Once we receive it, I'll review it personally.
3. If I think we might be a good fit, Jenni will reach out to you and schedule a quick 20 minute call so she can answer your questions (and ask you a few questions as well). If I don't think you're quite ready, yet, we'll let you know.
4. Assuming both you and Jenni still think we're a good fit at the end of the phone call, Jenni will then schedule a call between you and me personally.
5. That call will be around 30 minutes and if I think we're a good match, I'll invite you to participate.

TIME IS A FACTOR

This opportunity is extremely limited because...

- A maximum of 16-20 dentists will be accepted in order to keep attendance at each small group meeting limited to 8-10 members.
- We presented this at SSC LIVE in Baltimore, and have already received over a dozen applications.

So with that said, know that the window of opportunity won't be open long for the 2019 group.

If you feel like this is right for you, or could be the right thing for you, fill out the application now and get it to Jenni ASAP before the remaining spots fill up and you miss out on this opportunity.

Thank you!

Dedicated to your success,

Jamison

P.S. What if you joined SSC BE and you came away with ONE THING that could dramatically improve your practice and your life? ONE THING sometimes is all that's needed to make a huge difference. ONE THING successfully implemented. And once that big domino falls...well, you get a domino effect!

I've worked with many "coaches" over the years in my business. I learned something valuable every time. I paid over 30K early on in my career, when paying 30K REALLY hurt (and that was just the fees, not accounting for the value of all my time, travel, team travel and time, etc., etc.). The coaching really wasn't that good. The principles taught were OK...but they didn't really understand the nature of my practice. I've seen that with other dental practice management groups too...they just don't get sleep and TMD. It's too different.

I also didn't like the fact that most of the people providing the coaching had NEVER ACTUALLY DONE WHAT THEY WERE TEACHING. They could talk a great game. But they didn't have evidence of using the principles in THEIR OWN practices...because they didn't have practices.

It's kind of like taking financial advice from someone who doesn't actually have any money...and they for sure don't have any money invested where they are saying you should invest.

I eventually had a serendipitous conversation with a dentist friend of mine. Someone I consider a mentor. Someone who HAD CREATED the practice I thought I wanted to create, and had been successful for many years.

She told me about a course she took. It had NOTHING to do with dentistry...but was taught by someone who was super successful and was actually living what they taught.

Jenni and I went, with 2 of our children, and a BIG DOMINO was pushed over.

We have spent well over 100 grand in courses and programs taught by people who have actually achieved the success, or health, or financial freedom we were looking to achieve. They didn't just talk about it...they lived it.

SSC BE will follow this model. Taking the best of proven strategies that have worked in the past and continue to work, and mixing in the newest and best ideas to take advantage of the rapid progress and changes that occurring all around us. By people who do it. By people who live it. By people with skin in the game.

If that sounds good to you...let's see if you're a match.

And even if you aren't at the level right now that you need to be to join, you will be soon. If you take advantage of the resources you already have, do the work, and listen to those who are guiding you up the mountain that they have already climbed...you'll get there. Maybe sooner than you ever thought possible.