



TOP PRACTICES
THE HOME FOR PRIVATE PRACTICE

PRESENTS

**THE TOP PRACTICES MARKETING
AND MANAGEMENT SUMMIT**

THE HOME FOR PRIVATE PRACTICE

**THE PRIVATE PRACTICE
PLAN TO**

Succeed

**REGISTER
NOW FOR
SPECIAL EARLY
BIRD PRICING!**

SEPTEMBER 16, 17 AND 18, 2022 - THE GRAND HYATT - DENVER, COLORADO
The Business of Private Practice in Podiatry is Changing...for the Better.



**SPECIAL PRICING DISCOUNTS
FOR AAPP & AENS MEMBERS
(SEE REGISTRATION FORM)**



KEYNOTE ADDRESS

BY HEALTHCARE ATTORNEY JOHN LEARDI
IT'S NEVER EASY, BUT IT'S WORTH IT
A unique view with guidance about the current state of podiatry practices and the next five years.



The pendulum is always swinging in business and in life and it is now definitively swinging back in full favor of private practice. The naysayers were wrong. You have an opportunity to truly succeed IF you have a plan and execute on that plan. "This Top Practices Summit is designed to position you for significantly higher profits, massive success, and real enjoyment in your career even in this uncertain time. If you are building, buying, starting your practice, or even planning your exit, the Summit is designed specifically for you."

- REM JACKSON, CEO AND FOUNDER, TOP PRACTICES

The Top Practices Summit is held only once a year.
What do you want your practice to be like in 2023, 2025, and beyond? (SEE INSIDE)



THE PRIVATE PRACTICE PLAN TO *Succeed*

I have said it before and I'll say it again:

"Have you ever noticed how the pundits are almost always wrong? I have. If you pay attention, most of these people have it wrong most of the time. Predicting the future, it turns out is very hard (Unless you watch The Simpsons which is uncanny. 😊). And these same people just say later, well we didn't account for this or that so now I really have a prediction".

It is true that the business of medicine is rapidly changing and evolving. To be sure it's not just medicine (it's practically everything). One thing is clear though: it is happening right now.

Those pundits love to pontificate about the inability of doctors to manage their practices in our complex times. They point to the consolidation of the market by big systems and private equity firms creating mega practices. They insist that if doctors don't merge with others to protect themselves they will become extinct.

What a waste of our time.



Enjoy the journey everyday
Enjoy the rainy days, the snowy days,
the gorgeous days. Look at the sunset
and revel in its beauty and
be thankful you can see it.

REM JACKSON



THE FUTURE – YOUR FUTURE – IS WHAT YOU MAKE IT. END OF SENTENCE.

If you want to practice in a solo practice or with 2, 3, 4, or 10 or more doctors you can. It simply comes down to knowing how to do it. And for that you need a plan. Every successful team or company needs a plan. This Top Practices Summit is that plan for doctors who don't want to sell out (or aren't invited to that party). It is for doctors who have been practicing for years and love treating their patients but want the business part to be less of a hassle. It is for doctors who are defying the naysayers and buying or opening their practices now and want to skip the school of hard knocks by learning from those who have gone before and are thriving IN PRIVATE PRACTICE TODAY.

That is the message of Top Practices. That is the intent and design of this Summit. Are you looking forward to the next year, five years, and beyond of private practice? Then join me and several hundred of your colleagues who feel the same way at the **Top Practices Summit in Denver, Colorado on September 16, 17, 18** and bring your key staff with you so they know what to do before you even return to your office on Monday.

At the Summit they (and you) will be strongly encouraged to meet other like-minded people and continue those relationships long after the Summit ends in small mastermind groups and accountability circles. Hundreds of our previous attendees have done this and can attest to its ability to help you stay focused and on track. There simply is no other meeting like it in podiatry. Come experience the future of private practice and change your life.

Dedicated to your success,

*Rem Jackson
and the Top Practices Team*

PS See page 14 for our 100% money-back guarantee. This is the only conference you will ever attend that will refund 100% of your registration fee if we don't meet your expectations. Register now!

This was like something I never could have imagined.

Besides learning how to run an efficient and successful practice, one thing that made the biggest impact was the human element of love and respect for our families, staff, patients, referring physicians, colleagues, and ourselves. There's not much more to say other than this won't be the last meeting I attend.

RUDY LAFONTANT, DPM





“Marketing and managing your business should be fun. It should always be profitable. If you understand what good marketing and management looks like and if you have the mindset you need to persist, **you will have more fun, make more money, and find more freedom than you ever dreamed** your profession could bring to you.”

REM JACKSON, CEO AND FOUNDER, TOP PRACTICES



THE PRIVATE PRACTICE PLAN TO

Succeed

THE SUMMIT STARTS ON
FRIDAY EVENING, SEPTEMBER 16TH

Opening Featured Session

5:30 PM – 7:00 PM

THE SECRETS OF ALL GREAT TEAMS

The Top Practices Summit opens with an information-packed, high-energy session led by Top Practices Founder and CEO, Rem Jackson, and the most successful Top Practices doctors. Your chosen profession is a key to achieving prosperity, which is something much greater than success. The great challenge facing everyone (not just podiatrists) is recruiting, hiring, training, and then performing at a high level with their A-team staff. **No challenge is greater in the new labor market created by the pandemic.** Why then, do a small few of us seem to find great people, keep them, and build excellence with them while most of us just can't break the cycle and are left with too much work, too little time, too much stress, and burnout?

There are answers. There are strategies, tools, and tactics that will forever allow you to build an incredible team and reclaim your personal life while earning significantly more money.

In this opening session, Rem and Top Practices doctors who have "cracked the code" share how you can accomplish all of this. It all starts here. You CAN do this.

Be sure your travel plans make it possible for you to be in your seat and ready when the conference opens at 5:30 PM. This is one of the most anticipated sessions at the Summit and will set the pace for your next 12 months.

I loved all of the practical suggestions for marketing.
I had all of the "head knowledge" coming in, but it was great to hear from marketers making it happen in real life.

CHERYL CARLSON





THE SUMMIT CONTINUES ON SATURDAY, SEPTEMBER 17TH

**9:00 AM – 10:00 AM KEYNOTE ADDRESS:
HEALTHCARE ATTORNEY JOHN LEARDI**

IT'S NEVER EASY, BUT IT'S WORTH IT

Owning a private practice is never easy, they don't teach a single practice management course in law school either. John Leardi is a healthcare attorney and a named partner in his law firm who says he has learned more from his podiatrist clients about practice management than any other source. He also has a unique point of view about the current state of podiatry practices and the next five years because of his work with doctors across the US. In this keynote address he will share his views, guidance, and a few insights into his own journey as an accidental entrepreneur.



10:00 AM – 10:30 AM BREAK AND VISIT WITH EXHIBITORS

10:30 AM – 11:30 AM

HOW WE DID IT – CASE STUDIES ON BEING VERY PROFITABLE

In the early part of the conference we get right into it: **How to be a very profitable practice.** Consider this: If your practice generates \$500/hour every hour you are in clinic with patients and you work 1100 hours in a year, you will generate \$550,000 in that year. If instead you generate on average \$1000/hour you will earn \$1.1M. In both scenarios your direct costs will be similar. But your profits will be significantly higher at \$1000/hour. Much more than double. You will work exactly the same amount of time and see a similar number of patients, but your earnings will more than double. It's not theoretical. In this workshop, doctors who generate more than \$1000/hour with their teams will show you EXACTLY how they did it. Everyone wants to know how they do it. Be in your seat at 10:30 AM and find out how you can too.

I loved how we could speak w/other private practice owners, get their contact information and share ideas, struggles, and things that have really worked in their practices.

JENNY BLOCK

THE PRIVATE PRACTICE PLAN TO SUCCEED

REGISTER NOW – SEPTEMBER 16, 17 AND 18, 2022



11:30 AM – 12:00 PM

ROUNDTABLES

A note about roundtables. This year attendees will have color-coded nametags identifying their position so they can brainstorm together much more easily. The categories include:

- Solo doctors
- Multi-doctors
- Office managers
- Staff
- Billers
- Marketers



12:00 PM – 1:30 PM LUNCH AND NETWORKING BREAK

1:30 PM – 3:00 PM

PRESENTATIONS BY THE TOP PRACTICES 2021 AWARD WINNERS

The **MOST POPULAR** sessions every year are the presentations by the winners of the Top Practices Awards:

- Marketer of the Year
- The Innovator Award
- The Drive Award
- and more

These specific, in-depth case studies, are shared by practices just like yours who blew the doors off their marketing and management from start to finish and achieved their goals. Every year, EVERYONE is blown away by these outstanding presentations and leave with pages filled with some of the best ideas they've ever heard. This year you will benefit from these in-depth, IN-PERSON case studies.



*“My daddy once told me, if you’re going to walk through a mine field,
follow somebody”*

CHARLIE HOFHEIMER

THE PRIVATE PRACTICE PLAN TO SUCCEED

REGISTER NOW – SEPTEMBER 16, 17 AND 18, 2022



I liked that doctors that are “in the same boat” had a chance to share what is NOT working in their practice and get good feedback. Having the top marketers share some ideas was also very helpful. Also, the nudge to sit with others was great and to connect and network with other practices was very helpful. Being surrounded by like-minded people all giving feedback, and ideas toward common goals goes a long way for inspiring and creating action plans to take home.



SARAH STEWART, DPM

3:00 PM – 3:30 PM **BREAK AND VISIT WITH EXHIBITORS**

3:30 PM – 4:15 PM

MARKETING IDEAS THAT ARE GENIUS YOU CAN IMPLEMENT ON MONDAY

Top practices know how to market their practices. In this rapid-fire session our best ideas from 2022 are shared by podiatry teams that are benefiting from them right now. If you want ideas, this is the center of the target for you.



4:15 PM – 5:00 PM **ROUNDTABLES**



“Wars are won by people who actually go out and do something.”

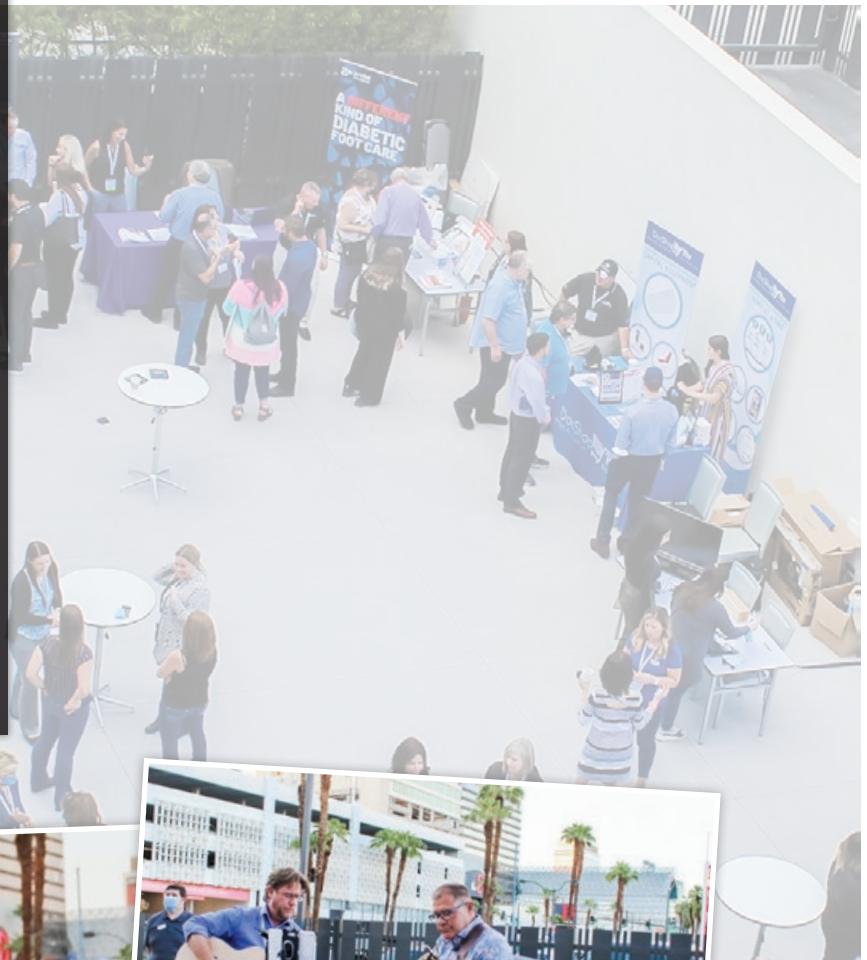
GENERAL GEORGE PATTON



5:00 PM – 6:00 PM

THE TOP PRACTICES NETWORKING PARTY

Join Rem, and all the presenters and exhibitors, for a networking party and chance to wind down and connect before dinner and a fantastic night out in fun, exciting, Downtown Denver!



This is my first Top Practices Summit and I can understand why Dr. Tiernan always returns to the office ready to tackle the world.

My favorite part was the ability to meet other office managers and discuss issues/solutions, whether big or small. Just knowing there are people willing to share/help inspires.

JILL WALTER



THE SUMMIT CONTINUES ON SUNDAY, SEPTEMBER 18TH

ATTENDEES WILL BREAK OUT INTO THREE DIFFERENT WORKSHOPS ON SUNDAY

Track ONE: For Doctors • Track TWO: For Marketers • Track THREE: For Managers and Staff

TRACK ONE: 9:00 AM – 3:30 PM

THE PRIVATE PRACTICE PLAN TO SUCCEED ALL DAY WORKSHOP FOR DOCTORS

Doctors, like all professionals (and everyone else), struggle with sorting out how to use their time the most effectively while seemingly sprinting through the day seeing high patient volume, treating those patients, finishing paperwork, and then trying to squeeze in all that is involved in running a business. When the pundits say doctors can't do it by themselves any longer this is one of the main things they point to. It's a shame these same pundits never studied foundational business principles that can solve these problems.

Fact: Yes! you can do all of the above and market your practice and coach soccer if you choose. Our proof? Everyone leading this session does it now and makes it look easy.



Workshop Top Objectives:

- Attack the THREE TOP CHALLENGES everyone faces:
 - Nowhere near enough time to get the mountain of work and responsibilities done in the day
 - A seemingly revolving door of staff and an inability to create a high-performance team that loves coming to work
 - Lack of a step-by-step system or playbook that accomplishes your essential practice goals and objectives
- How to never allow anyone else to possess the key to you having a great day
- The TOP THREE THINGS you need to do to build your patient volume online and offline
- Incentivizing your staff through bonuses and compensation - what works and what's useless
- How to benefit from video even if you think you've got a face for radio
- A simple system to be able to say anything (appropriate of course) to anyone so they HEAR you
- The top numbers you must know to steer your practice
- How to optimize the associate/employer doctor relationship and results for both
- AND much more...this workshop could transform your practice results. (DO NOT schedule your return flight so that it will cause you to miss any of this day). We mean it!

Building a Top Practice and a team that works together, like great teams can, is not something that just happens when you hire good people. Yes, you need good people, but they need a structure and culture that turns them loose and makes your entire practice and all who work there soar. It requires a coach who knows how to coach, and a team that knows how to do what needs to be done and is very clear about when and where to do it. Your team wants to work with a group like this and will rise to the challenge if they (and you) only know where to start.



TRACK TWO: 9:00 AM – 3:30 PM

THE ONE AND ONLY FULL-DAY TOP PRACTICES MARKETING WORKSHOP (FOR PRACTICE MARKETERS, STAFF, AND DOCTORS)

Have you ever wanted to attend a TRUE MARKETING MASTERMIND MEETING? This year we are offering exactly that to our marketers and anyone in the practice that that wants to attend.

On Saturday (Day two of the Summit), you will have already seen dozens of truly great marketing ideas you've not seen before. On Sunday, for the entire day, this group (always a smaller group) will engage in a true, facilitated, mastermind meeting. **Here is what will happen in the marketing meeting on Sunday:**

- You will come to know each other by the end of the day.
- You will work in small groups discussing, learning, and sharing strategies that help each other move forward, get unstuck, and knock your marketing numbers out of the ballpark.
- You will be joined by Internet Marketing experts to learn what you need to know to make the adjustments that will get your marketing flying.
- You will be joined by additional marketing experts who understand shoe leather marketing, database marketing, copywriting, social media strategies.
- You will leave with every question answered.
- You will leave with a new mastermind group that knows what everyone else is going through and Rem will facilitate a three-month, closed membership group, composed of those of you that attend the meeting in Denver. He will then guide you on how to maintain this group and create a resource beyond your wildest ideas. THIS ALONE is a reason to come to Denver. Tell your doctors about this because they get all the benefits from making this possible. If needed tell Rem to talk to them about it. 😊

Remember this isn't rocket science: Patients come to your practice from only four places:

- The Internet
- Medical and non-medical referral sources around your practice
- Your list of people who know you, like you, and trust you
- The community

That is why the Top Practices method for marketing is called The Four Pillars of Marketing. If you could get only 5% better in each of your marketing pillars, you could get 20% better results across the board.

We've never done it like this before. No guarantees we will do it next year. **DON'T MISS THIS MASTERMIND WITHIN A CONFERENCE.** Join Rem, his exceptional team, and some of the best podiatric practice marketers in the country for a full-day devoted to the very best in podiatry practice marketing.

DO NOT schedule your return flight so that it will cause you to miss any of this day. We mean it!



Always Take the High Road. JAY HENDERSON

THE PRIVATE PRACTICE PLAN TO SUCCEED
REGISTER NOW – SEPTEMBER 16, 17 AND 18, 2022

**TRACK THREE: 9:00 AM – 3:30 PM****THE TOP PRACTICES PRACTICE MANAGEMENT WORKSHOP****FOR OFFICE ADMINISTRATORS, MANAGERS, BILLERS, FRONT AND BACK OFFICE STAFF**

This unique workshop is designed for practice administrators, managers, billers, front and back office staff who will work for some of the workshop together and for some of the workshop in small groups broken up by title and job duties. All will be coordinated and the main objectives. The small groups will roll back together to address how all roles can more effectively accomplish the work while reducing stress and waste.

Workshop Top Objectives:

- Attack the THREE TOP CHALLENGES you face:
 - Unlocking the keys to getting your work done in the time you've got (this is for every team member's individual roles)
 - Knowing how to use systems (and learning the top systems) to make your patient care even better and your peace of mind significantly better. (It IS possible, we promise)
 - Turn your team into a team of people that want to work with each other and that others want to join
- How to never allow anyone else to possess the key to you having a great day
- How to communicate with each other so well that you actually hear each other and make things better "Keeping your team on the "green" and not in the "rough"
- How to keep you and your doctor(s) on the same page
- Setting up successful expectations for the manager's position (Does your doctor know what your job description is? Do you?)
- AND much more...this workshop could transform your days. (DO NOT schedule your return flight so that it will cause you to miss any of this day. We mean it!)

NOTE ABOUT THE END OF THE SUMMIT: Don't schedule your return flight on Sunday afternoon. Instead, stay over and from 4:00 PM to 6:30 PM quietly organize the notes you've taken and prepare for your return and for a 90-day period of intense activity to lift your practice and your plans for it high into the atmosphere – things are easier once you are breaking the bonds of gravity and that takes about 90 days. Better yet, stay over with your team and meet about all of this on Monday and then return home on Tuesday. At the bare minimum don't go back on Sunday. Make your plans and then have some more fun in Denver (it's easy to do).

Stop chasing the money and start chasing the passion.

TONY HSIEH

THE PRIVATE PRACTICE PLAN TO SUCCEED

REGISTER NOW – SEPTEMBER 16, 17 AND 18, 2022

12



Special Bonus Program

FOR ALL ATTENDEES TO THE TOP PRACTICES SUMMIT IN DENVER

Use Your Summer in a New and Innovative Way!

Pre-Summit Workshops: Everyone should take advantage of their summer months and enjoy themselves, but smart practice owners and their staff will also be working ON THEIR BUSINESS, not just IN THEIR BUSINESS this summer!

Beginning in June, all registered Summit attendees will be enrolled in a Master's Level Class designed to get you ready (TRULY READY) to become the successful (or even "more successful") business owner you need to be. THIS HAS BECOME A HALLMARK OF TOP PRACTICES SUCCESS. It prepares you and your staff for the rest of 2022, 2023 and beyond. This is literally one of our secrets to success.

This summer series will:

- Coach and guide you to get your goals written and organized for 2023 and beyond
- Show you how to get insight into your practice through better understanding its numbers
- Assess and be prepared to fix your practice marketing so it fills your reception rooms with patients you want
- Get you ready for the interactive "roundtable" sessions now, a hallmark of the Top Practices Summit

This year, attendees will come prepared to share the best (most effective) idea or strategy they've used to build and manage their practices. You will learn dozens of outstanding pearls and ideas that will help you solve many of the challenges you are facing. The answers you need are at the Top Practices Summit in Denver.



I Guarantee It.
– REM JACKSON



**HERE IS MY PERSONAL GUARANTEE FOR THE
TOP PRACTICES MARKETING AND MANAGEMENT SUMMIT**

IF AT ANY TIME, DURING THE SUMMIT ON SEPTEMBER 16, 17, AND 18 YOU FEEL THAT YOU CAME TO THE WRONG PLACE OR WE ARE NOT ADDRESSING THE ISSUES WE SAID WE WOULD IN THIS LETTER, YOU MAY TURN IN YOUR MATERIALS AND RECEIVE A FULL REFUND OF YOUR SEMINAR REGISTRATION FEE – NO QUESTIONS ASKED – NO SMALL PRINT*

*STILL NO SMALL PRINT.

Hands down the BEST marketing conference for podiatrists and staff. What's great about attending the Summit is not only learning about the importance of systems, the four pillars of marketing and mindset, but having the tools to implement these principles in order to acquire new patients and grow.

JUSTIN LOBELLO, DPM



THE PRIVATE PRACTICE PLAN TO SUCCEED
REGISTER NOW – SEPTEMBER 16, 17 AND 18, 2022



"But Rem, It's Different for Me."

If you are thinking that your circumstances are different than others, and so special that what we do couldn't work in your area or in your practice, **think again**. Every practice needs patients, and all patients are people with problems. We know how to find them and bring them to your door. We do this in Australia, Canada, and all across the U.S.

One of the biggest barriers we have to succeeding in our professions is time. It moves by so quickly and, in spite of our best intentions, we don't get many positive changes implemented and we continue to drift where we are. We do this because we aren't in a crisis situation. We didn't have the "heart attack" moment. But we are just as stuck and just as in trouble as we would be if we were having a heart attack. Over time, we continue to slip further and further behind. This Summit is designed to break that pattern and **GIVE YOU EVERYTHING YOU NEED TO ENSURE YOUR FUTURE SUCCESS**.

Most of us can reduce our goals to this simple goal: "The emotional and financial stability and security of our family and loved ones." To be sure, there are other goals, but this goal is at the core of all of our efforts. Despite everything you hear, there is a period of expansion and growth coming for medical practices that may be viewed as the Second Golden Age. Do you have the plan you need to succeed in the next three, five, or ten years? Do you have YOUR plan?

IT'S NOT JUST WORDS.



BRING YOUR STAFF WITH YOU!

Bring your staff and make the next year much easier. You can't do this all by yourself – you need your team to work with you to do this. **Those doctors that bring their key staff members with them to the Summit always experience the most gain after, because their staff already understands the plan, has bought into the plan, and knows their part in making the plan a reality.**

It is virtually impossible to bring back the attitude, knowledge, and motivation that are gained at the Summit and transfer it to your staff. When your key people experience a conference filled with high-performing peers—and, at the Top Practices Summit, you will be side-by-side with many of the top-performing practices in all of podiatry—they are able to return to your practice and move forward quickly. Seriously, consider bringing your key staff members to get the most out of this experience and to implement your plan for double-digit growth.



The Summit always provides excellent information and motivation. It opens the mind to new and better processes and it allows for great networking.

DAN SHANAHAN, DPM



What is a Top Practice?

Every practice owner has their own personal definition of what a Top Practice is, but here is what is at the core of every definition of a Top Practice: "A professional practice that is managed and marketed using systems that serve the owners, instead of the owners feeling like they are serving the practice." A Top Practice allows a doctor to practice medicine at the highest level because he or she isn't distracted by the constant needs of running the business. A Top Practice performs at such high levels automatically that the owner is able to focus his or her attention on their personal lives and achieve a significant and dramatic increase in their own happiness. A Top Practice enables its owners to live his or her life according to their terms and theirs alone – no matter what.

Doctors from all over the continent have had their breakthrough year in 2022.

The reason is really rather simple. They were ready. And they decided to do something about it.

**Successful people do what unsuccessful people are not willing to do.
Don't wish it were easier; wish you were better.**

JIM ROHN

THE OFFICIAL TOP PRACTICES WARNING



This Summit will be a "whine-free" zone. Do not come if you're not ready to attack your practice and transform it once and for all. There is only room for serious, positive people at this event!

At the Top Practices Marketing and Management Summit, you'll get connected with winners who are thinking very big and you'll recalibrate your own thinking. You'll be amazed at how quickly you can change your current circumstances.

Your practice should serve you and fund your ideal lifestyle. Your career should provide for the emotional, physical, and financial security of yourself and your loved ones.

REM JACKSON, CEO AND FOUNDER, TOP PRACTICES.



Is this the right seminar for you and your practice?

The best way to answer this is to ask yourself if you are truly serious about making a positive change at your practice. Not many of us actually are. We say we are, but when the opportunity comes to really change, we just postpone it until later.

- If you are already doing well, but want to truly take your practice to the next level...
- If you are tired of being frustrated with your current efforts to grow and strengthen your practice...
- If you've tried a lot of things, yet nothing seems to really work...
- If you want all the information you need to implement a marketing plan that makes sense and generates a clear and quantifiable return on your investment...
- If you want to instill a culture of growth and high quality "customer service" in your office staff...
- If you want to develop a professional plan that will enable you to clearly identify your goals and then focus your full attention on achieving them...
- If you want to ensure you have a bulletproof practice and can withstand whatever comes your way
- If you are on the way to implementing some of the above, but want to meet with a group of winners and take the time to prepare you and your staff for a BREAKTHROUGH YEAR in 2023...

THEN THIS IS A MEETING YOU SHOULD NOT MISS!

*I Guarantee It.
(see page 14)*



WHAT THIS SUMMIT IS NOT:

No, this Summit will NOT BE THEORETICAL. No one will tell you what you "should" do to be successful at this seminar. This seminar will not skim the surface of some "nice ideas" someone just read about. At this seminar, WE WILL WORK to create your 2023 plan for A BREAKTHROUGH YEAR. At this seminar, WE WILL WORK, and you will create a specific and detailed plan to grow your practice, develop your staff, and manage your business. At this seminar, YOU WILL KNOW how to put the systems into place so you can accomplish your goals and objectives.



The result of great marketing and excellent management is more high-quality time with your family. And more financial freedom to live life on your terms.

REM JACKSON, CEO AND FOUNDER, TOP PRACTICES.



The Bottom Line

YOUR PRACTICE IS YOUR LARGEST AND MOST LUCRATIVE INVESTMENT.

It is the vehicle through which you achieve all of your goals – professional and personal. **It is time to slow down so that you can speed up.** It is time to focus on the marketing and management systems you need to put into place to make 2022 and 2023 YOUR BEST YEARS EVER – the most rewarding and profitable years of growth that your practice has ever had. It can be done.

Dozens of doctors JUST LIKE YOU are doing it right now, and you can too!

YOUR INCOME TENDS TO BE THE AVERAGE INCOME OF THE FIVE PEOPLE YOU HANG-OUT WITH THE MOST.

Surround yourself with winners who are as focused and committed to building the practice they want, not just accepting the patients that walk in the door.

What I liked best about the Top Practices Summit this year is the continued positive mindset that private practice is alive and well and progressing. It's great to be amongst positive thinking, positive advice and good vibes!

VIEDRA ELLISON, DPM



The Summit was both inspirational and practical. Rem and the leaders he brought together shared how to set goals and implement them in business and personal life AND stay motivated. There are clear action items to enhance the practice.

JOE WICKS



THE PRIVATE PRACTICE PLAN TO SUCCEED
REGISTER NOW – SEPTEMBER 16, 17 AND 18, 2022

18



REGISTER NOW FOR SPECIAL EARLY BIRD PRICING!

REGISTER EARLY AND SAVE!

REGISTER BEFORE MAY 31ST AND GET THE VERY BEST RATE!

Yes, I'm ready to attend the Top Practices Marketing and Management Summit in Denver, Colorado. My Seminar Registration includes admission to all sessions, course workbook, and breakfast on Saturday and Sunday.

REGISTER ONLINE or FAX THIS PAGE TO 717-625-0552 to Reserve Your Seats

Practice/Company Name _____

Address _____

City, State, Zip _____

Phone _____ Email _____

Attendees (name as you want it to appear on your badge)

Name: _____ Title: _____ Email (required) _____

Name: _____ Title: _____ Email (required) _____

Name: _____ Title: _____ Email (required) _____

Name: _____ Title: _____ Email (required) _____

(Enter additional names on separate sheet of paper)

PAYMENT METHOD: Use card on file Credit card info: MC Visa AmEx Discover

Card no.: _____ Exp. Date: _____

Name on card: _____

Billing Address (if different than above): _____



Special Pricing Discounts for AAPP & AENS Members

First Attendee from the Practice:	✓
Top Practices Mastermind Members EARLY BIRD SAVINGS — \$695	
Top Practices Mastermind Members After May 31st — \$895	
AAPP/AENS Members EARLY BIRD SAVINGS — \$795	
AAPP/AENS Members After May 31st — \$995	
General Registration EARLY BIRD SAVINGS — \$895	
General Registration After May 31st — \$1095	
All Additional Attendees (must be from the same practice):	✓
Top Practices Mastermind Member — \$295	
AAPP/AENS Members — \$355	
General Registration — \$375	
Total	

Summit registrations are non-refundable; however, they are transferable. **This means that you can transfer your registration to another person (in the same price bracket) if you are unable to attend. You may also transfer your ticket purchase to next year provided you inform us before September 8, 2022.**



THE TOP PRACTICES SUMMIT COMES TO DENVER, COLORADO AND THE GORGEOUS GRAND HYATT HOTEL

HOTEL RESERVATIONS

Make your hotel reservations NOW! Rooms go quickly and can be difficult to reserve.

Please follow this [link](#) to book your hotel rooms or call the Hyatt toll-free reservations line at 1-877-803-7534 or directly at 303-295-1234 and ask for Top Practices Summit room block (G-TOPP) and the low group rate of \$209. Extended stays require a reservation by phone. Don't delay, reservations must be made before 6:00 pm, Thursday, August 25.

The Grand Hyatt Denver sits in the heart of downtown Denver's entertainment, business, and theater districts. Located one block from the 16th Street Mall and minutes to Coors Field, Mile High Stadium, and Denver's famed Larimer Square, the hotel places you close to Denver's best while providing AAA Four-Diamond service and spacious rooms. Amenities include an indoor pool, fitness center, free in-room internet access and an on-site restaurant.





To My Top Practices Members

There is simply nothing more important to your success than being together with other highly-successful doctors (and their teams) who are growing their practices in double-digits. We only do this once a year, so please do not miss this opportunity to get face-to-face with all the experts and doctors you are learning from on the Top Practices Mastermind Group calls and webinars.

To The Doctors Who Are Not In Top Practices

There is no better time than right now to plug into the ideas, people, and strategies that can solve most of the challenges you are facing. Building your practice and managing it successfully is not an easy thing to do, but when you get it right – EVERYTHING else is easier – EVERYTHING. Join us at this meeting and I guarantee you will not be disappointed.

Dedicated to your Success,

Rem Jackson



I loved being back in person. Being able to talk one on one with colleagues and get their opinions/solutions to my current problems/issues was invaluable.

JOHN DEPALMA, DPM



I loved connecting with people, learning, and bouncing ideas off other marketers. It was my first time and everyone is so helpful and welcome you with open arms. It's clear how passionate everyone is about helping one another. I built great connections.

KATHLEEN CANTOS

THE PRIVATE PRACTICE PLAN TO SUCCEED
REGISTER NOW – SEPTEMBER 16, 17 AND 18, 2022