

Paragon Management Associates, Inc.

“the practice management firm for America’s dentists”

Dear Paragon Doctor:

Are you expecting a successful 3rd quarter?

In three decades of helping doctors reach the highest levels of personal and professional success, I’ve learned that successful practice leaders expect success. They expect to achieve their goals. They expect great results.

They all know this one truth...**You get what you expect.** If you want to boost your results, you must boost your expectations. Think bigger. Dream bigger.

Our passion is helping you pursue big dreams, achieving ever-increasing levels of personal and professional success. To that end, Paragon’s 3rd Quarter **Excelleration with Ken Runkle™** will inspire and equip you to refocus on accomplishing your practice goals.

SURROUNDED BY SUCCESS

Paragon doctors represent a select group of excellent professionals pursuing success at the highest levels. As a result, Excelleration gatherings provide a powerful environment for synergistic learning and discussion-based problem solving with supportive colleagues. Remember to be prepared to share your wisdom, goals, successes, failures, and challenges. Iron sharpens iron.

Join us on Friday, October 20, 2017 from 9:00 a.m. to 4:00 p.m. at the BWI Airport Marriott, 1743 West Nursery Road, Linthicum, Maryland, 21090. For reservations and/or further directions, please call the hotel directly at 410-859-8300. More details can be found on the following pages, but do not hesitate to call the Paragon office at 800-448-2523 with any further questions.

We look forward to helping you pursue greatness this year!

All the Best,



Ken Runkle
President

ABOUT THE EXCELLERATION MEETING

Over the years, each Excelleration Meeting has targeted one of these areas:

- ...life success principles
- ...practice leadership
- ...practice building strategies
- ...financial achievements
- ...financial independence solutions

The 2017 Third Quarter Excelleration Meeting will primarily focus on:

- * Practice Leadership**
- * Practice Building Strategies**

As always, we are committed to keeping you informed regarding the content of the agenda for each quarterly meeting.

SOME FREQUENTLY ASKED QUESTIONS

Can I bring my spouse?

Absolutely! As a matter of fact, some of our clients have routinely brought their spouse since we began the Excelleration Meetings years ago.

Can I bring my associate(s)?

Of course! Associates are always welcome. Over the years we have noticed some doctors want their associate(s) to attend and other doctors prefer to attend by themselves. Understanding both perspectives, we leave the choice up to you.

Can I bring my office manager to the meeting?

Yes, but we would like to know about it first. It's not just so they get a notebook, a nametag and a place card. It's also because we have a system where we try to match the right people at the right tables for the right discussion groups.

Can I bring a colleague?

Absolutely! If you have a colleague you would like to see join Paragon and you think this is a good way to introduce them to The Paragon Program™, please bring them. Thank you in advance for recommending Paragon to your colleagues!

Whether you are bringing your spouse, your associate(s), your office manager or your colleague, we ask you to please notify the Paragon office so we can be prepared to provide them with a notebook, nametag and place setting.

THE PARAGON PROGRAMTM

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EAST COAST EXCELLERATION MEETING WITH KEN RUNKLE

Friday, October 20, 2017

MEETING LOCATION:

BWI Airport Marriott
1743 West Nursery Rd
Linthicum, MD 21090
Phone: 410-859-8300

MEETING SCHEDULE:

9:00 a.m. to 10:15 a.m.	Session 1
10:45 a.m. to 12:00 p.m.	Session 2
12:00 p.m. to 1:15 p.m.	Lunch
1:15 p.m. to 2:30 p.m.	Session 3
2:45 p.m. to 4:00 p.m.	Session 4