



PracticeSuccess
NETWORK

VIVID VISION 2020



INTRODUCTION

Building the business and life of your dreams requires a clear vision.

Creating a Vivid Vision brings the future into the present, so we can have clarity on what we are building now. This document is a detailed overview of what Practice Success Network will look like, feel like, and act like three years out—by December 31st, 2020. Sharing it with others helps it become reality!



WELCOME

It's 2020 and we have completely transformed the way doctors do business. Our network offers the ultimate environment for doctors who have a passion for serving. We provide the tools and resources to cultivate their passion, actualize their potential to grow their practice, gain more time and freedom in their life, and become a collective catalyst for real world change.

In the patient-centered future of medicine, value is redefined not only in transactional outcomes but in relationships and experiences.

How we show up matters.

Everyday, we are showing up as our best selves.

VALUES

1

PASSION FOR HEALING

When you lead with purpose and love, you discover opportunities hidden in plain sight.

4

RESULTS-ORIENTED

We believe in positive momentum over scattered motion. We focus on delivering results, not reports.

2

DELIVERING SMILES

We are all born smiling; it's our first language. With authentic expression, we empower each other and build trust in our communities.

5

PERSONAL RESPONSIBILITY

To actualize our full potential, we must take full responsibility for our own personal growth and development.

3

TRANSPARENCY

By opening the door to all areas of our businesses—experience, financials, and relationships—we gain valuable insight to pave the path to success.

6

GROWTH WITH GRACE

In a transactional and disruptive world, we take on a patient-centered approach to redefine value and propel growth.



OUR TRIBE

Dr. Jack Bayramyan is our **Chief Energizing Officer**. He is the visionary force that drives our value creation, innovation, and culture. As the Founder of Kids Dental Place and Teen Dental Place, a multi-location group practice providing equal opportunity to smile for underprivileged kids and teens, he's worked with youth who no one else would treat. Now, Dr. Jack helps others bet on themselves to grow against all odds.

Our **Chief Operating Officer** works closely with Dr. Jack to manage day-to-day operations in order to optimize the execution of our vision.

Our amazing self-managing support team has a strong desire that drives momentum to execute our vision. We've taken the results we've seen in action with our own patients and infused everything we've learned and stand for in this coaching program.

Focusing on quality over quantity, we intentionally keep our team small. Each and every one of you is a key player in our collective success. Everyone is maximizing their full God-given potential and talent and supporting each other's goals and the larger vision.

Our team of practice support coaches helps hold our clients accountable and supports them through their progress and growth. We also have a rockstar on-site training team that aids in implementing the systems and process our clients learn through the program.

CULTURE

Our culture is a one-of-a-kind combination of MasterMind/MasterHeart, with core values of leading with love and always learning and serving. Everyone is engaged in personal development and growth, with a deep sense of gratitude and appreciation.

We are constantly changing and innovating to create the highest value and experience for others. We are results-oriented and support each person to find their role and fully support them there.

We implement growth incentives for a win-win environment. Examples include coaching at the highest level, such as Strategic Coach and Genius Network, to develop personal and professional skills.

Our culture is energized by a sense of ownership and pride in the work we do together. Personal and professional goals and desires are so intimately tied that work doesn't feel like work, because we love the lives we have created together—in the workplace and beyond. Everyone knows they are genuinely making a difference and feels appreciated for their contribution.

THE PROGRAM

Practice Success Network is an immersive strategic mastermind network for visionary ambitious doctors who want to build practices with purpose, profit, and impact.

We've created a safe environment where members can be vulnerable with each other and comfortably share their fears, insecurities, and weaknesses. Members empower each other to learn, implement, and reiterate so they can sustain and grow the successful businesses

they've created. This is an exclusive community where members feel like they have support from like-minded peers for the first time, in a physical space conducive to their development and growth.

This program is exclusively FOR transformational doctors who are driven by passion and deeply dedicated to providing value and the highest level of service.

Practice Success Network is

dedicated to building a strong practice management foundation from which future growth and success will rise. We believe 80% of practice success is mindset and heartset and 20% is skillset. We dive into the psychology behind creating value and growing an impactful business, and complement that work by constructing the systems and processes to optimize practice success.

QUARTERLY WORKSHOPS

Members are invited to quarterly workshops to step outside the day-to-day of their workspace in order to foster creativity off-site. On these trips, they get the chance to reflect on their progress, expand their mindset and capabilities, and plan for the next quarter.

We operate our workshops in a confidential environment that allows everyone to feel comfortable in truly sharing and opening up with each other.

Members run presentations to the group on areas where they feel stuck, and receive feedback from facilitators and other members. We work through a variety of forms, worksheets, and exercises to encourage members to be introspective and grow themselves and their practices.

Workshops are facilitated by Dr. Jack Bayramyan and high-level guest coaches who are experts in their

respective fields to teach best practices around core business components:

- Creating practice vision
- Building a passion-centered & purpose-centered culture to turn their practice into a magnet for great employees
- Operations, data management, execution, & accountability structures
- Financial systems & processes
- Effective marketing strategy & practices
- Practice valuations & exit planning to exit their practice wealthy on their terms
- Servant leadership & skill development
- Coaching & delegation
- Strategic thinking & annual planning
- Technology tools to accelerate growth
- People-recruiting interviewing, on boarding, clinical duplication golden handcuffs, & off boarding
- And more...

WORLD-CLASS CONTENT

The content for the Practice Success Network comes in a variety of forms:

- Dr. Jack Bayramyan's personal & professional experiences
- His philosophy of "you achieve what you expect, inspect, and execute"
- Member-to-member learning in breakout sessions
- Small group workshops
- Presentations by expert guest speakers

PRACTICE SUPPORT SERVICES & ON-SITE TRAINING

Our trainers help our clients implement what they learn with results-driven on-site training. We go into their practice to conduct leadership training, develop their team and culture, create exceptional patient experiences, and improve operational productivity, marketing, and financial cash flow systems and processes.

ANNUAL DESTINATION RETREATS

We end each year with an annual retreat to a beautiful destination for all members. We use this time to celebrate progress & help them plan for continued success.



MARKETING

Our marketing strategy is simple, yet effective.

HAPPY CLIENTS: We have grown a strong referral program by being ourselves and doing what we do best. Our bond with clients is built by delivering massive value. After working with us, they happily refer us to their loved ones.

SPEAKING: We know the frustrations, goals, and desires of health practitioners first hand. We know where they seek resources and how they spend their time so we show up to provide value by speaking at those events.

EDUCATION-BASED MARKETING: Business is about relationships, and relationships are about creating and sharing value. We infuse education-based marketing into our strategy, including webinars and teleseminars to generate high-quality leads.

DR. JACK BAYRAMYAN'S BOOK: "Delivering Smiles" opens the door on Dr. Jack's story, purpose, and practice. The book has become a strong lead magnet, with his message resonating with and drawing in other purposeful doctors.

MEDIA & AWARDS

The most gratifying recognition we receive is the abundance of positive testimonials from our very own clients.

They are eager to share their success stories and how being part of such an intimate tribe has transformed the way they do business. They often speak about Dr. Jack's incredible ability to motivate and inspire. They share how they feel more fulfilled than ever before, have been able to drastically change their own lives, and the great impact they've had on the lives of their team members and patients as a result.



GIVING FORWARD

Mission Save Smiles exemplifies our core value of 'Growth With Grace' in action. It has become the foundation of our tribe, where we donate 1% of our yearly revenue to the cause, and encourage our clients to donate 1% of the growth we're able to help them achieve. We currently have 20 active global programs working to help Mission Saves Smiles.

We work closely with orphanages to organize dinners and gifts to put smiles on the children's faces and show them that someone loves them. We promote volunteer opportunities for clients to do mission work on-site so they can foster a generous spirit and heart within their practices.

We are looked up to and recognized by young doctors who are ready to go out into the world and do good. Dr. Jack visits dental schools to share his story and offer coaching pro bono to prepare them to be successful in private practice and beyond.

The transactional world we live in is not a sustainable one. When we contribute to a cause bigger than ourselves, our passion redefines success and unlocks opportunities. Our value comes from the relationships we have built that have a lasting impact.

A NOTE FROM OUR FOUNDER

I became a doctor 15 years ago with one simple mission: to deliver smiles every day.

While helping children get their smiles back, I discovered that my value to the community was defined by my relationships in it. By using my passion as a compass, I was able to identify new opportunities and a new mission was born.

I've taken everything I've learned and mastered myself and built a core network for other purposeful professionals so they can tap into the resources, tools, and ongoing support needed to build a successful, sustainable practice from the ground up.

My road to success exemplifies that no matter where we come from, anyone can create the life they want.

Miracles happen when you bet on yourself.

Are you ready?

Lead with love, deliver smiles, and step into success.

DR. JACK BAYRAMYAN

