

# ENTHEOS FALL 2022 MEMBERS' MEETING AGENDA

Thursday Time	Grand Central	Ambassador	Consulate
8:00AM - 10:00AM	Breakfast		
9:00AM - 10:00AM	Registration / Coffee		
10:00AM - 10:30AM	<i>Entheos Address "Buckle Up"</i> Nora Stewart, CEO		
10:30AM - 11:30AM	<i>Pumpkin Plan</i> Mike Michalowicz		
11:30AM - 11:45AM	<b>BREAK</b>		
11:45AM - 12:45PM	<i>Get the Right People on the Bus</i> Deb Zener & LizMarie Diaz	<i>The-Not-So-Secret Sales Strategy</i> Michael Squires, Allie Treseder	<i>You Are the Face of the Practice</i> Kevin Zener, Samantha Puentes & Martyna Barnes
12:45PM - 1:30PM	<b>LUNCH</b>		
1:30PM - 1:45PM	<i>Never Too Late (During Lunch)</i> Noel Crosby		
1:45PM - 2:40PM	<i>There Is No Right Answer</i> Panel Discussion		
2:40 PM - 2:45PM	<b>BREAK</b>		
2:45PM - 3:45PM	<i>A Patient Walks Into A Bar ...</i> Gail Whitelaw		<i>Overcoming Obstacles: How to Deal with Difficult Patients</i> Liz Marie Diaz, Samantha Puentes & Martyna Barnes
3:45 PM - 4:00PM	<b>BREAK</b>		
4:00PM - 4:50PM	<i>Benchmarking / Leasing</i> Lorin Oden & Deb Zener	<i>Roleplaying with Audiologists</i> Allie Treseder, Liz Marie Diaz & Kevin Zener	<i>Roleplaying with Staff</i> Liz Marie Diaz, Allie Treseder & Kevin Zener
4:50PM - 5:00PM	<i>Mary Ann Gaskin Memorial</i> Nora Stewart, Deb Zener & Sheri Mello		
5:00PM - 6:00PM	Hall of Awesome		
7:00PM	<b>COME FROM AWAY</b>		
Friday Time	Grand Central	Ambassador	Consulate
9:00AM - 10:00AM	HOA and Breakfast		
10:00AM - 11:00AM	<i>Protecting Your Business: Before Disaster Strikes</i> Joe Bonahoom	<i>A Patient Walks Into a Bar ... (Pt. 2)</i> Gail Whitelaw	
11:00AM - 11:15AM	<b>BREAK</b>		
11:15AM - 12:00PM	<i>Inspiration</i> Princess Kasune		
12:00PM - 1:15PM	<b>LUNCH</b>		
12:30PM - 12:55PM	<i>Incentivizing PCCs (During Lunch)</i> Deb Zener		
1:15PM - 1:30PM	<i>First Annual Awards</i> Nora Stewart		
1:30PM - 2:30PM	<i>HTC Applicant Journey</i> Jim Thorpe	<i>Marketing Your Business</i> Kevin Zener	
2:30PM - 2:40PM	<b>BREAK</b>		
2:40PM - 3:15PM	<i>ADA Update on FDA OTC Ruling</i> Stephanie Czuhajewski &		
3:15PM - 4:15PM	<i>Cooperatives Do It Best</i> Dan Starr		
4:15PM - 4:30PM	<b>BREAK</b>		
4:30PM - 5:00PM	<i>Audiology Revenue Management</i> Brad Frasier	<i>Your Love Language</i> Liz Marie Diaz / Princess Kasune	
5:00PM - 5:30PM	<i>Patient Appreciation</i> Kelly Linton		
5:30PM - 5:45PM	<b>BREAK</b>		
5:45PM - 5:50PM	<i>What's Happening</i> Curtis Smith		
5:50PM - 6:25PM	<i>Humanitarian Update</i> Nimet Adam		
6:25PM - 6:30PM	<i>"Buckle Up" Wrap Up</i> Nora Stewart		
7:30PM	<b>DINNER AT BECCO'S</b>		
Saturday Time	Grand Central	Ambassador	Consulate
9:00AM - 10:00AM		Ear Mold Lab with Insta-Mold CEUs Awarded	
10:00AM - 11:00AM		Kuduwave Training	