Impact Health

Navigating the Business of Health

"If you correct your mind, the rest of your life will fall into place."
-Lao Tzu

Gilded Age of _____

to the

Golden Age of _____

You will be guided – and coached – through one of the, if not THE, most significant

_____ of your life

— Impact Health will show you…

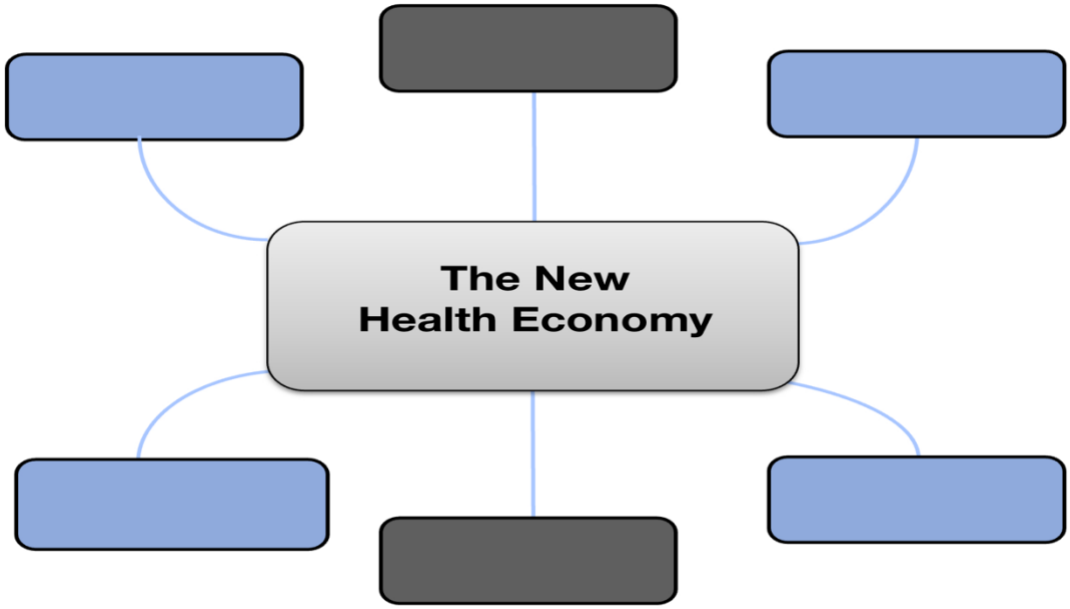
- How to combine the _____ of Healing with

  _____

➔ In combination with all of this, we're going to show you

the future of health and medicine, _____

➔ We'll do all of this at the intersection of:



➔ Ultimately, it is your _____ whether or not you want to transform your life into something you can be proud of

"Even if you choose NOT to Decide, <u>you</u> still have made a choice."

- Neil Peart

➔ This coaching is about _____ and

Finding _____ place in the New Health Economy.

Notes:

- For many people, the gaps are overwhelming and paralyzing.

  Instead of changing, _____

  Live _____ our _____

- When we finally see the gaps AND the potential of what lies on the other side, we find:
  - _____
  - _____
  - _____

- It's hard to get started…It's hard to create the necessary

  _____ to close the gaps.

- An immersive experience, like this coaching, can be a catalyst for a:

  _____

  - This (potentially and hopefully) leads to

    _____

Our Objectives:

1. Proper Mindsets and Overcome Limiting Beliefs
2. How to build a business in the New Health Economy
3. The future of medicine and health, now
4. Your Options and Opportunities in the New Health Economy

_____

5. Decision —> Direction
6. Direction —> Information
7. Information —> Transformation
8. Transformation —> Community

_____

9. What do you Value?
10. What do you Believe?
11. What Decisions do you need to make?
12. Determine your WHY —> Direction

_____

******Trust that there is a Process in place; a method to the madness***

Resources

- Start-up Workbook
- ***Customized Impact Plan***

Why are you here?

We need to steal our lives back

We need to steal our health back

And we want to help others do the same.

➔ In fact, the next couple of days is how we do that

- For _____ first
- For _____ next
- THEN _____

➔ Oxygen Mask

So, what are we to do?

➔ _____

➔ How do we do this?

The first step?

Change our _____

When we do this, we realize that the single most important thing that we can do is to develop and maintain with a patient or client is a

_____

Free Course – Transition to Impact

#1 – The 2 Root Causes of ALL of Health Professionals' Problems

#2 – Understand Value. Begin Transformation.

#3 – Adapt & Transform Your Life

It's not the strong that survives, nor the most intelligent…

But the one that is most _____

Breaking limiting beliefs

- Something you believe to be true about yourself, about others, or about the world that limits you in some way:

  _____

- A feeling or certainty about something

  _____

  - We have beliefs about _____,

    _____,

    and _____.

  - Beliefs about _____ and _____

  - Beliefs about what a Doctor or Nurse or Heath Professional

    _____ and _____ be

  - Many of these beliefs were establish in our _____

    Through our _____,

    how we _____

"Limits are the domain of the Limited."

- Research tells us that _____ of those beliefs are negative!

- Many of our beliefs are limiting us from

  - _____
  - _____
  - _____
  - _____

3 underlying beliefs that limit <u>health professionals</u>:

- Doing things the way _____ is best

- Limited by one's _____ (role, function, position, speciality)

- Believing that _____ and _____ are what patients value

What are we going to do during our coaching?

- How to practice the _____ of Healing – as a

  _____ – outside the

  _____

- The absolute importance of putting your own oxygen mask on first.

  It's about _____ – first — and then _____

- Develop Proper Mindsets and Overcome Limiting Beliefs

- Discuss and analyze how you can adapt to the inevitable exchanges in the New Health Economy

- Look at the Future of Medicine and Health

- All of the Options and Opportunities available to you in the New Health Economy

- And then we're going to ***show you how to do it***

- But we're going to show you how to do it so you can truly

  - have an ***impact on your patients' lives*** AND

  - have the ***quality of life that you've always dreamed about and hoped for***

- Customized Impact Plan

- Make Several Decisions

- Determine the Direction for the next stage in your life

- Before we begin, let me tell you a story from History…

    - Non Plus Ultra —> _____

Opportunity Cost

Official Definition: *the value of any alternative that is given up when a choice is made*

What I've taught my kids:

Example: Giving up: Really want:

Life is about… _____

And _____ going to have to help_____ make choices

➔ _____

is the study of the choices people make and the consequences of those choices

It is the study of how people choose to use

_____

to satisfy

_____

Economics is really about

_____ ***and*** _____

Human Action = _____

Humans make choices based on their _____ and

_____

A couple of other concepts/topics that are important to start with:

Scarcity - _____

Abundance - _____

Wants - _____

Needs - _____

This is the job of the Impact Health team and me this weekend:

1. Present information to you so that we
2. First, ***CREATE*** _____
3. Second, ***MINIMIZE*** _____

Cognitive Dissonance

1. A mental conflict occurs when beliefs are contradicted with new information

2. This conflict activates areas of the brain involved in ***personal*** identity and emotional response to threats

3. The brain's alarms go off when a person feels threatened on a deeply personal and emotional level causing them to shut down and disregard any rational evidence that contradicts what they previously regarded as "***truth***."

4. This is why people get upset when their beliefs are challenged.

Bayesian Reasoning

From Thomas Bayes

Definition: when we receive a new piece of evidence, how should it affect what we currently believe to be true?

_____

X

_____

=

_____

Does the information:

support that belief?

dispute it?

not affect it at all?

➔ _____

Definition: Phenomenon of being swayed from accurate belief-building by our own personal desires or emotions