HFMA – Kentucky Chapter

Action Ideas
Increasing Your Professional Power
To New Levels of Excellence

________________________________________________________________________

________________________________________________________________________

________________________________________________________________________

________________________________________________________________________

________________________________________________________________________

________________________________________________________________________

________________________________________________________________________

________________________________________________________________________

________________________________________________________________________

________________________________________________________________________
• Hostility
• Frustration
• Anger
• Disappointment
• Depression
USING MIND POWER

A very powerful tool developed by John Diamond, M.D., will allow us to understand and utilize our internal powers. Diamond calls it behavioral kinesiology. I call it body talk.

Body talk is based on the concept that everyone and everything in our external and internal environment measurably affects us. Dr. Diamond says that it is possible to determine these effects immediately by testing muscle resistance. We can use this test to demonstrate that the power of positive thinking is not just an idea – that it has obvious physical effects. This test requires a partner.

Instructions:

1. Your partner faces you with one arm at the side of the body and the other arm raised out until it is at a 90 degree angle to the floor, thumb pointing to the floor.

2. Place one of your hands just above your partner’s wrist on the extended arm. Place your other hand on your partner’s opposite shoulder.

3. Instruct your partner to resist as you push down on the extended arm. You are not trying to force the arm down; you simply need to feel the normal level of resistance. Push with a steady pressure for several seconds; then release.

4. Keeping the same position, arm extended, your partner should think of something sad or someone disliked. Allow a few seconds for focusing on the thought. Then push down on the extended arm. It will usually go down easily, though your partner resists.

5. Wait a few seconds, then tell you partner to resume the position while thinking of something gratifying or someone well liked. Again, allow a few seconds for focusing on that image, then push down on the arm. The arm will usually stay level and strong, even if you push harder than before.
MUSCLE CHECKING

1912 – Dr. Robert Lovett – Harvard Medical School
1922 – Dr. Charles Lowman – Orthopedic surgeon
1936 – Henry and Florence Kendall – physical therapists
1960 – Dr. George Goodheart – Applied Kinesiology
1980 – Dr. John Diamond – Behavioral Kinesiology
1981 – Dr. Paul Dennison – Educational Kinesiology

Brain Gym® International
Learning Disabilities
800-356-2109
www.BrainGym.org

Energy Kinesiology Association
1(866)365-4336
http://www.energyk.org
Volunteers said truthful statement
   Their name
Volunteers said a false statement
   Not their name

Sophisticated Equipment
   Measurements
   - pressure person checking applied
   - resistance of person being checked
   Variables
   - how long able to keep arm up
   - amount of force to push arm down

RESULTS
False Statements
Pushed Arm Down
   58.9% faster
Amount of Force
   Used 17.2% less pressure
In evaluating any sales or management training seminar, there is only one question that really matters: At the bottom line, how effective is it? Does the seminar result in attendees changing what they are doing? Does it change how they are doing it? We now have the answers for both the Switched-On Selling (SOS) and Switched-On Management (SOM) Seminars and the strength of the positive results is impressive. The overall results show dramatic increases in participants' attitudes at the completion of the seminars. The improvements for SOS attendees were also measured a month later and increased even further.

These seminars are revolutionary because they are not technique seminars. Instead these seminars focus on re-wiring the circuitry of the brain by using simple movement exercises called Brain Optimization Movements™.

The SOS Report (Figure 1) analyzed the powerful changes that occurred for 695 salespeople attending the seminar on the statement “I am comfortable asking for the order and closing the sale.” The analysis showed that participants’ self-perceptions of their abilities improved dramatically at the end of the seminar. The analysis also showed that participants' positive perceptions about their abilities improved even further when the participants responded again one month later and were back in the field selling.

The full report also presents the results of an insurance company study that showed how the SOS seminar impacted the bottom line.

The SOM Seminar Report (Figure 2) presents the results of a pilot study conducted on the impact of the Seminar on 21 participants. As an example, the participants' responses to the statement “I Discipline and Fire Personnel When Appropriate” increased significantly and dramatically at the conclusion of the seminar. To read both studies, go to www.Teplitz.com/switched-main.htm.

Figure 1

COMPARISON: PRE, POST and ONE MONTH AFTER COURSE

I Am Comfortable Asking For The Order
And Closing The Sale

Total Number of Respondents (%)

<table>
<thead>
<tr>
<th></th>
<th>Pre Seminar Responses</th>
<th>Post Seminar Responses</th>
<th>1 Month after Seminar Responses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Strongly Disagree</td>
<td>12</td>
<td>6</td>
<td>1</td>
</tr>
<tr>
<td>Disagree</td>
<td>8</td>
<td>3</td>
<td>0</td>
</tr>
<tr>
<td>Agree</td>
<td>49</td>
<td>51</td>
<td>2</td>
</tr>
<tr>
<td>Strongly Agree</td>
<td>36</td>
<td>26</td>
<td>30</td>
</tr>
</tbody>
</table>

*Pre and Post SOS respondents limited to those who returned 1 Month Later survey

Figure 2

COMPARISON: PRE AND POST SEMINAR RESPONSES

I Discipline and Fire Personnel When Appropriate

Total Number of Respondents (%)

<table>
<thead>
<tr>
<th></th>
<th>Pre Seminar Responses</th>
<th>Post Seminar Responses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Strongly Disagree</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Disagree</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Agree</td>
<td>82</td>
<td>82</td>
</tr>
<tr>
<td>Strongly Agree</td>
<td>0</td>
<td>0</td>
</tr>
</tbody>
</table>

Pre Seminar Responses  Post Seminar Responses
### Comparison

<table>
<thead>
<tr>
<th></th>
<th>Cool White</th>
<th>Full Spectrum</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Headaches</strong></td>
<td>50% report 3 or more</td>
<td>0% report 3 or more</td>
</tr>
<tr>
<td><em>(per week)</em></td>
<td>30% report none</td>
<td>89% report none</td>
</tr>
<tr>
<td><strong>Fatigue Factor</strong></td>
<td>60% - large amount</td>
<td>0% - large amount</td>
</tr>
<tr>
<td><em>(by 4:00 p.m.)</em></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Productivity</strong></td>
<td>30% report low levels</td>
<td>0% report low levels</td>
</tr>
<tr>
<td><em>(by 4:00 p.m.)</em></td>
<td>0% report high levels</td>
<td>63% report high levels</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
TO VIEW SLIDES FROM PROGRAM

If you would like to review the slides shown during the program, you can see them on my website by following these steps:

1. Go to www.Tepltiz.com

2. From the navigation bar at the top of the Home Page – choose Programs and Keynotes

3. Scroll down and select For Attendees Only

4. Find your group's name: HFMA – Kentucky Chapter

5. Click on the program title: Increasing Your Professional Power To New Levels Of Excellence next to the name.

6. Enjoy viewing the slides

View First 17 Minutes

If you would like to have friends, family or co-workers experience the first sixteen minutes of what you experienced, you can go to my website at www.Tepltiz.com and on the navigation bar click on Programs and Keynotes, then click on Video and Audio Demo.

Listen to Dr. Tepltiz

Dr. Tepltiz hosts a weekly radio show, Healthy Alternatives. To listen, go to http://webtalkradio.net/shows/healthy-alternatives/.
We would appreciate your comments on the program on this form...

Program Date: March 14, 2013  Group: HFMA – Kentucky Chapter
Title: Increasing Your Professional Power to New Levels of Excellence

1. What’s one thing you are going to use from this program?___________________________
___________________________________________________________________________
___________________________________________________________________________

2. May we please have a quote we can use about the impact of Jerry’s program?___________
___________________________________________________________________________
___________________________________________________________________________

3. How would you rate this program OVERALL?
   excellent                           good                              ok                        fair                           poor
Would you like to hear Jerry speak again?     ___Yes     ___No
If so, please choose which programs you would like to experience in the future

   Working Together: Effective Ways to Build Successful Teams     Definitely   Probably    No
   Managing The Stress of Change -     Definitely   Probably    No
   Your Communication Success Formula -     Definitely   Probably    No

Once a month I send out information on interesting things I’ve discovered.
Would you like to receive this free email? Email Address ____________________________

Print Name_____________________________________  Title ________________________
Company_______________________________________  Day Phone___________________
City___________________________________________   State_______________________

___ YES! I'm interested in hiring you to speak to my group or another organization. Please contact me.

A major source of our business is through referrals. Do you know someone in your company or another business organization, or another association you belong to that could benefit from my programs? Thank you!

Referral Name__________________________________  Title ________________________
Company________________________________________
City___________________________________________   State_______________________
Telephone (___)____________________   Email:______________________________