

# A PHILOSOPHY OF THE PRACTICE OF DENTISTRY:

CONTINUING CONVERSATIONS; A DEEPER DIVE V2.0

## - PANKEY VIRTUAL STUDY CLUB -



### Focus: Participating in a special v2 workshop format Zoom course for Previous v1.0

A time to continue studying Dr. L. D. Pankey's story and encourage one another to work with our patient, team, and ourself, consistent with the foundational frameworks and intent of "A Philosophy of the Practice of Dentistry." Join us; a second Series can allow a deeper dive with enhanced reflection, clarification, and actionable intent!

Under the guidance of Richard A. Green, DDS, MBA, we will uncover ways that Dr. L.D. Pankey's "A Philosophy of the Practice of Dentistry" is relevant to our practice of dentistry today. Regardless of experience or of specialty, every dentist will benefit from this workshop format.

Dr. Pankey first implemented his philosophy in the late 1920's at the height of the Depression, and a major hurricane in Coral Gables, Florida. His applied and clarified philosophy, over many years, resulted in a growing practice throughout his life.

We encourage you, who have attended The Pankey Institute and A Philosophy...V1.0, to join in this Participative Experiential Workshop Format. Experience a deeper understanding concerning L.D.'s timeless philosophy and its' powerful influence on creating a practice of our dreams and a lifetime of fulfillment.

#### We will consider and add Experiential Exercises (EE's) to:

- The constructs of Dr. Pankey's philosophy.
- The relevance of Dr. Pankey's Philosophy today.
- An increased investment in team development, which helps in developing trusting relationships with patients, while using Experiential Exercises.
- Ways to increase our case acceptance percentage.
- Developing our Power of Influence.
- Through experience we can continue to clarify our Vision / Purpose for our life and practice.

Together in a workshop format, we will have conversations using Dr. Pankey's conceptual frameworks to create our own philosophy. We will leave with a refreshed energy for envisioning and planning to achieve our own dreams through our Philosophy, our Processes, and our Discipline. While applying this new understanding in our lives, with and for our team, and patients; we will again discover that most learning is Experiential through our willingness to take Action, then Reflect on our Experience, Course Correct, and willingly Act on our New Learning, again and again!

## PVSC Information

### Meeting Dates:

Dates TBD

### Time:

All Fridays.  
Time 12pm - 2pm ET

### CE:

up to 16 credit hours

## Tuition

- Full Year -  
\$1,800

## Register

PHONE: 1800.4PANKEY  
305.428.5500

EMAIL: [emontero@pankey.org](mailto:emontero@pankey.org)

## FACILITATOR



Dr. Richard Green

Rich Green, D.D.S., M.B.A. is the founder and Director Emeritus of The Pankey Institute Business Systems Development program. He retired from The Pankey Institute in 2004. Rich Green received his dental degree from Northwestern University in 1966. He was an early colleague and student of Bob Barkley in Illinois. He had frequent contact with Bob Barkley because of his interest in the behavioral aspects of dentistry. Rich Green has been associated with The Pankey Institute since its inception, first as a student, then as a Visiting Faculty member beginning in 1974, and finally joining the Institute full time in 1994. While maintaining his practice in Hinsdale, IL, Rich Green became involved in the management aspects of dentistry and, in 1981, joined Selection Research Corporation (an affiliate of The Gallup Organization) as an associate. This relationship and his interest in management led to his graduation in 1992 with a Masters in Business Administration from the Keller Graduate School in Chicago.

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