



The White Pages

GET A JUMPSTART ON THE GOLF SEASON . . .

Stop by and visit J. White and Associates, **Booth #411**, at the Star of the North Dental Convention for some fun Wii video golf!



With the 2010 Star of the North Dental Convention and the 2010 golf season just around the corner, we want to make a golf date with you to stop by our Booth and have a little video golf fun. Take one golf shot on the Wii for a chance to **WIN** the Nintendo Wii System, along with the challenging, realistic video golf game, Tiger Woods PGA Tour 10.

It's easy, it's fun, and no golf experience is needed to play! The J. White and Associates "resident duffers" will be on hand to show you how it's done – or how it's *not* done, as the case may be.

Make it a point to stop by our Booth and 'tee up' for a great time and for your chance to win the Nintendo Wii System and the Tiger Woods PGA Tour 10 Grand Prize!!

GOOD TO WII **LUCK ALL GOLFERS!**



NEW VENUE AT J. WHITE AND ASSOCIATES

As our way of helping to strengthen your dental practice culture in a difficult economic time, we are offering a new consulting/venue . . .



Lunch 'n Learns are extremely affordable, private, individualized 2-3 hour sessions over lunch or dinner with Executive Business Coaches/Dental Consultants Jay White and Renee Garven.

For only \$195 for the first attendee and \$45 for each additional attendee, this relaxed format allows you to readily and easily obtain information on a variety of pertinent topics that relate to your dental practice. You can choose from a compre-

hensive list of topics we have provided or you can create your own topic agenda for our time together.

As opposed to the traditional, often expensive and impersonal workshops or seminars, **Lunch 'n Learns** are very affordable, interactive and can be individualized to your specific needs and interests – and they include lunch or dinner on us!

Time and dates are reserved, and the location can be anywhere that is convenient and comfortable for you. Continuing Education credits apply.

The new **Lunch 'n Learn** program was just launched in March 2010, and already our schedule is filling in quickly.

Please contact us to secure a reserved time for you, your partners and associates and/or staff.

Visit our website at www.jwhiteandassoc.com for additional information and topics being offered.



MEET THE J. WHITE AND ASSOCIATES TEAM...



JASON B. WHITE

Jay is the President and Founder of J. White and Associates. He is an experienced lecturer and brings to dentistry special talents in management analysis and planning internal marketing, personnel management, and management systems. He has helped thousands of health care professionals secure a more abundant, satisfying future for themselves, their staff, and their practices. Jay holds a Marketing degree from Northwestern University and an MBA in Administration and Marketing from the University of Southern California Graduate School of Business Administration.

CHRISTIAN WHITE

Christian joined our team in January 2008 and brings our clients a fresh perspective through the people and business skills he developed and honed during his years in the financial services industry. He believes that the value of a consultant/coach is the ability to understand the big picture, while at the same time viewing the day-to-day challenges as a way of achieving the big picture. Christian earned his Bachelor of Arts in Business Administration (financial specialization) with a minor in Management Information Systems from Augsburg College in Minneapolis.

RENEE GARVEN

Renee joined us in July 2009, bringing the firm a broad and impressive 30+ years of business expertise, both in the dental industry and general business. Her expertise is most notable in her creative, think-outside-of-the-box management style, how to motivate employees, marketing techniques, niche marketing, brand development and recognition, differentiation in the marketplace, strategic thinking, planning and goal setting. Her experience brings a wealth of knowledge to the people side of business, the day-to-day management issues, and how to thrive with limited resources.

LINDA NEUDAHL

Linda joined our team in March 2008 as Office Manager and manages the day-to-day activities of our office. She has a background in higher education and human resources and took an early retirement in September 2006. She has been fortunate to utilize her writing, editing, and creative skills in the improvement of our training materials and brochures and the development of this newsletter, *THE WHITE PAGES*. "I feel very fortunate to work with our staff. We not only share positive values and a strong work ethic, but we also manage to have fun."

SUE RELLER

Sue joined our staff in September 2009 and provides our office with some much needed administrative support along with her QuickBooks expertise.

She has a background in office administration and nonprofit associations and has enjoyed using

her desktop publishing skills to design marketing and advertising materials. Sue thoroughly enjoys working with and meeting a wide variety of people and looks forward to a long and rewarding relationship with our clients.

WE ALL LOOK FORWARD TO MEETING YOU AT THE STAR OF THE NORTH CONVENTION, APRIL 22-24, 2010. WE'RE IN BOOTH 411 – PLEASE STOP BY AND INTRODUCE YOURSELF!

Helping dental practices create and sustain growth.

Take advantage of our complimentary "Benchmarks for Success" analysis. This "exam" tells us all the critical information we need to know to create a "treatment plan" for you and recommend a course of action. Our goal is to help you achieve *your* goals.



"We are dedicated to the proactive development of prosperity in the personal and professional lives of our clients."

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www.jwhiteandassoc.com