



**GROWTH INTO
GREATNESS
INSTITUTE**

DENTIST ENTREPRENEURIAL SUMMIT

Inn at Eagle Mountain, Fountain Hills, Arizona

October 21-23, 2021



Pull Together to Go Farther

Profitability Solutions For These Times

Profit First • Case Acceptance • Insurance Independence
Airway • Hygiene 2021 • Peak Performance • Freedom

Photo by Dr. Doug Sandquist, sandquistphotography.com

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**Mark
Battiato**



**Deb
Castillo**



**Barbara
Stackhouse**



**Dr. Bob
Gottlieb**



**Dr. Peter
Fay**



**Geri
Gottlieb**



**Greg
Zlevor**



**Dr. Andrew
Cohen**



**Dr. Doug
Sandquist**



**Alvin
Brown**



**Dr. Gary
Sanchez**

"In an Abundance of Counselors There is Victory."



GROWTH INTO GREATNESS INSTITUTE
ANNOUNCES THE

GIG Entrepreneurial Mastermind Summit

GIG M.B.F.



The GIG Dentists' Entrepreneurial Summit will be limited to 70 Dentists/Attendees in Scottsdale, Arizona. Dentists who have completed the year-long GIG coaching program have told us they would like continued involvement with the GIG philosophy and community. They may have attended one or more of the GIG retreats and would like more of that type of group community learning. This mastermind group will serve those desires.

There are also Dentists who may not have completed the GIG coaching program but are interested in professional growth and profitability. This Entrepreneurial Mastermind Summit and Community will serve those desires as well. Also, many Dentists who have seen Growth Into Greatness Institute presentations at a Seattle Study Club, Spear, Kois, Pankey, etc. event are invited to this Summit.

"Pull Together to Go Farther"

Premier Entrepreneurial Summit for Top Business Owners/Dentists

What you receive when you come to the GIG M.B.F. Entrepreneurial Mastermind Summit.

The GIG M.B.F. Entrepreneurial Summit is designed as a total support system for successful Dentists/entrepreneurs with their sights set on “sky’s-the-limit” growth and the freedom to create the kind of richly satisfying life they dreamed of when they made the decision to become a Dentist.

With all the changes in Dentistry and transitions with our world and life this summit will be a way to re-energize, renew and re-discover new ways to keep our practices growing and thriving.

The GIG M.B.F. Entrepreneurial Mastermind Summit is about you and your growth. You decide on your most important goals and on your game plan. We provide the structure, tools, and support that give you a new perspective on your business and a fresh way of thinking — and keep you on track to turn your new goals into reality, and to keep us moving forward.

Here’s how that happens.

1. GIG team founders, speakers and Mastery Leadership Directors (see next page) will facilitate and provide the structure for each Entrepreneurial Mastermind Summit. Much of the learning and success will come from being and interacting with like-minded dentists who encourage, challenge and support each other.

2. At the GIG Summit, you’ll have plenty of time to focus on and strategize what’s most pressing in your business right now — and get objective feedback from the GIG team and the other successful Dentists in the room. Fresh perspectives and breakthrough insights are inevitable, making it a mind-stretching, life changing two and a half days.

3. At the end of the two-and-a-half-day Mastermind Summit, you’ll leave armed with new thinking and tools PLUS a plan with prioritized, concrete action steps for the next six to 12 months to share with your team. New ideas are energizing, but it’s the clarity about the action steps needed that gets things done.

4. GIG Summit will provide entrepreneurial tools, support material, etc. at the Summit which will accelerate learning of the different “modules.” Each dentist will end up individualizing their learning.

Why GIG Summit Now?

Growth Into Greatness Institute over the last two decades has supported Dentists through all types of practice transitions. This community of Dentists will be actively engaged in new growth, tools, and support to keep reaching higher goals and personal, professional aspirations.

We have intentionally rescheduled this meeting for October 21-23, 2021 because we expect the Corona Virus to have been defeated by then and Dentists will want to return to C.E. and professional growth, profitability and success. A like-minded community of Dentists sharing their experiences in this “rebirth” will surely be beneficial to everyone. Enrollment applications and RSVPs are now being accepted (see attached form). The time is now. We all need each other to be strong. Let’s press on together!

“It is indecision that is the thief of opportunity.”

— Jim Rohn



Mastery Leadership Directors



Dr. Peter H. Fay
Case / Co-Discovery Coach

Hawaii



Dr. Paul Falvey
Case / Co-Discovery Coach

California



Dr. Doug Sandquist
Case / Co-Discovery Coach

Nevada



Dr. Andrew Cohen
Case / Co-Discovery Coach

Pennsylvania



Dr. Stephen Ura
Team Dynamics Coach

New Hampshire



Dr. Gary Sanchez
CEO Why Institute

New Mexico



Dr. Bob Gottlieb
Leadership, Hygiene, Periodontal Coach

Washington



**Brian DesRoches, MBA, MCS,
PH.D, LMFT**

Neuro Science of Patient Communications

Washington



Christy Battiatto, MS, CWP
Vitality / Health Coach

Arizona



Chris Torregrossa, CPA
Tax Planning Strategist

Principal, AZ Dental, CPA

Arizona



Rodney D. Johnston, MBA, CMA
Transition Planning/Practice Transitions
CEO of Omni Practice Group

Washington



Barbara Stackhouse, RDH, M.Ed.
Certified Mastery Level Profits First Coach

Tennessee

"Pull Together to Go Farther"



Predictable Profitability
Solutions for Financial Health,
Practice Health and Peace of Mind

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Dentistry's Optimal Model

Brand X Media

Legally Mine USA

Team Karbin

Plan Forward

GIG Entrepreneurial Mastermind Summit 2021

NEW DATE: October 21-23, 2021



RSVP

Limited group for optimal
learning growth

Date: October 21-23, 2021

Where: Inn at Eagle Mountain Resort, Fountain Hills, Arizona

Reserve your room: Call 855-631-5134. Growth into Greatness Room Block. Special reduced resort rate \$173-\$213 per night. Note: Limited rooms left at Eagle Mountain Resort. If full, we have another beautiful property 3 minutes away: Courtyard Marriot (soon to be Sonesta Property) 480.860.4000, \$129 per night. Mention GIG room block.

Check-in will be on Thursday, October 21, 2021 from 3:00-5:00 pm.

Course will begin Thursday for dinner at 6:15 pm, October 21, 2021 at Eagle Mtn. Golf Club, banquet room. Course will end Saturday, October 23, 2021 at 4:00 pm.

Tuition fee of \$1295 secures your enrollment in the Entrepreneurial Mastermind Summit; covers your evening dinner on Thursday, breakfast and lunch on Friday and Saturday, and all educational materials and tools. Once enrolled you are also entitled to the special, reduced group room rate that we have negotiated with the resort for Thursday and Friday nights. For those who may choose to stay an extra night the resort will honor that special rate for Saturday night as well. You will also receive 16 CE credits. (\$325 fee for any spouse/significant other who wants to be included in the meals or any keynotes, lectures.

The Entrepreneurial Mastermind Summit group will be limited to 70 Dentists/Attendees.

Note: Special rates for partnerships, associates. Contact Mark Battiatto for more information, details, questions, etc.: 541.301.0831. Email: mark@greatnessinstitute.com or text to set up call.

M/C, VISA or Amex#: _____

Expiration: _____ 3 Digit Code: _____

Doctor Name (name on card): _____

Spouse/Significant Other Name: _____

Email _____ Phone _____

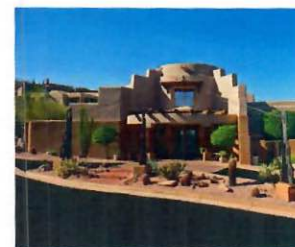


Mark Battiatto
Co-Founder
Business/Life Coach

Growth Into Greatness Institute
Attn: Mark Battiatto
cell (541) 301-0831

The Growth Into Greatness Team

Note: scan this form and email to:
mark@greatnessinstitute.com



GIG Entrepreneurial Mastermind Summit 2021



SCHEDULE

October 21-23, 2021

Inn at Eagle Mountain Resort
Fountain Hills, Arizona



Thursday, October 21

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|-------------------|---|
| 3:00 pm - 6:00 pm | • Check in at Inn at Eagle Mountain Resort |
| 6:15 pm - 7:15 pm | • Dinner together – Eagle Mountain Golf Club |
| 7:15 pm - 8:30 pm | • Mark Battiatto, Co-Founder GIG – Geronimo – 8 Jumps for a Supercalifragilisticexpialidocious Life |

Friday, October 22

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|-----------------------|---|
| 7:15 am - 8:00 am | • Breakfast together – Eagle Mountain Golf Club |
| 8:00 am - 9:00 am | • Deb Castillo – Co-Founder GIG, Director of Training & Geri Gottlieb, Get Growing Coaching – Special presentation |
| 9:00 am - 10:30 am | • Dr. Gary Sanchez – Keynote Speaker
Build Your Brand Based on Your “Why” So You Stand Out. |
| 10:30 am - 10:45 am | • Break |
| 10:45 am - 12:00 pm | • Barbara Stackhouse, RDH, M.Ed., Mastery Level Profit First Advisor
Profit First: 5 Shifts to Business Success in Dentistry |
| 12:00 pm - 1:00 pm | • Lunch together – Eagle Mountain Golf Club |
| 1:00 pm - 2:30 pm | • Dr. Peter Fay – GIG Mastery Director
‘Selling’ Comprehensive Dentistry in These Times |
| 2:30 pm - 2:45 pm | • Break |
| 2:45 pm - 3:45 pm | • Dr. Bob Gottlieb – GIG Mastery Director
What Does Periodontal Therapy Have To Do With Dentistry Anyway?
“Taking Your Hygiene/Center To The Next Level.” |
| 3:45 pm - 4:00 pm | • Break |
| 4:00 pm - 5:00 pm | • G.E.T. - Greatness Entrepreneurial Talks 2021 (Four 15 minute Power Talks) with Rod Johnston, Practice Transitions and Chris Torregrossa: “Tax Pearls for 2020” Bruce Wehner, Cash Flow Strategist; Dustin Capp, Brand X Medica |
| Friday Evening Dinner | • On your own |

Saturday, October 23

- | | |
|---------------------|--|
| 6:00 am - 7:45 am | • Hike Sunrise Trail together (optional) |
| 8:15 am - 9:00 am | • Breakfast together – Eagle Mountain Golf Club |
| 9:00 am - 10:15 am | • Dr. Andy Cohen – GIG Mastery Director
What Do We Do About This Airway? |
| 10:15 am - 10:30 am | • Break |
| 10:30 am - 12:00 pm | • Greg Zlevor – Keynote Speaker
Special Presentation |
| 12:00 pm - 1:00 pm | • Lunch together – Eagle Mountain Golf Club |
| 1:00 pm - 2:15 pm | • Dr. Doug Sandquist – GIG Mastery Director
Take Your Practice Back. “Move Away From Insurance Dependence.” |
| 2:15 pm - 2:30 pm | • Break |
| 2:30 pm - 3:45 pm | • Special Keynote Speaker Alvin Brown
Journey to Personal Greatness, Mind, Body and Soul, A Blueprint for Life Balance and Self Mastery |
| 3:45 pm - 4:00 pm | • Closing Comments and Goodbyes. Summit Complete |
| 6:00 pm - 9:00 pm | • Special Saturday Night Gathering at Mark & Christy Battiatto’s Home 3 miles from Resort. Italiano of course. All are invited! Come and go as you please. |



GIG Entrepreneur Summit 2021

Travel Notes

October 21-23, Inn at Desert Mountain, Fountain Hills, AZ

TO ALL 2021 SUMMIT ATTENDEES

The Growth Into Greatness Entrepreneurial Summit is now scheduled in beautiful Fountain Hills, Arizona, right outside Scottsdale, Arizona, October 21-23, 2021.

Some thoughts when, or if, you fly in:

1. Inn at Eagle Mountain Resort is 25 minutes from Sky Harbor Airport. You can Uber/Lyft or rent car. You will not need a car at the Resort. We will be there most of the time, unless you are staying longer. Your preference. Call resort on RSVP form to reserve Saturday night if you are planning on staying there.
2. Weather should be around 85-90 degrees. Beautiful golf course on grounds if you like to play. Nine or 18 holes.
3. There will be an early sunrise hike on Saturday morning at 6:00 a.m. on Sunset Trail which is three miles from property, approximately a 90-minute sunrise hike that is beautiful and overlooks the valley. Gym shoes are okay. Medium hike, not too difficult but great views and the beauty of the desert.
4. Dinner Friday night on your own. Great restaurant on Resort or great restaurant 200 yards from our gathering together. NOTE: Saturday night, for those staying, Mark and Christy Battiato will be opening their home for a dinner gathering at 6:00 p.m. Come and go as you like. Our home is only three miles away from the resort. All are invited who would like to join us, including sponsors, to enjoy the evening together. More info to come at Summit. Yes, Italiano will be served!
5. Check-in at the Resort, if staying there, is any time after 3:00 pm on October 21, 2021. Dinner will be at 6:15 p.m. at the Golf Resort which is above the resort's check-in and lobby. The banquet room is where the Summit will be, and all our meals together. You will just take a short walk up to the golf resort area to our meeting space and the views are magnificent. Worth the walk!

Looking forward to a wonderful time! Call my cell any time for additional questions, travel, etc. Mark Battiato, Growth Into Greatness Co-Founder 541-301-0831 (cell).



Mark Battiato

Co-Founder, Business/Life Coach

Email: mark@greatnessinstitute.com

Website: greatnessinstitute.com