



Leadership Emails

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Today...Choose to Be Extraordinary!

May 18 – June 15, 2023

Kevin's Leadership Emails are powerful explorations into personal development, both inside and outside of the practice.

Enjoy reviewing all this transformational, thought-provoking content.

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Love (Part 2)

Good day everyone!

I'm back today with "Love, Part 2..." because how could anyone possibly capture the breadth and depth of love with just one video message?!

Enjoy :)

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Be the Exception

Good day everyone!

As the next step of our journey into Excellence, we're going to ponder what it means to "be the exception."

Heads up: I start this video with a really fun, insightful question. You won't want to miss it!

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Humility

Good day everyone!

Today, we're building upon our recent messages and discussing how humility can be our strength.

We'll be going over some healthy and thought-provoking perspective to ensure our humility is as well-rounded and well-intentioned as it can be.

Enjoy!

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Unconditional Congruence

As I transition my messages for “The Year of Excellence” back to written format, I was moved to focus on a topic that is important to be conscious of in our pursuits of having a greater impact on others in our day to day lives.

I call this topic, “Unconditional Congruence.”

The combination of these two words elevates the impact each of you can have in your approach to life and career. What I love about these two words is that they can be defined simply by using one word to describe each of them.

Unconditional:
Absolute

In your practice, it is important to adopt a philosophy of displaying “unconditional (agape) love” for all your patients. Every patient deserves to know the truth about their state of health, regardless of how simple or complex their issues are. If you have “unconditional (agape) love” for your patients, you will offer equal effort to influence your patients to commit to getting to their optimal state of health.

Congruence:
Harmony

A classic example of Congruency is when we (DST) remind you of the importance to make certain your words are in alignment with your process. It is incongruent to tell your patients, *“It is extremely important for you to take care of all of these problems in your mouth...”* And then when the patient says, *“No,”* or, *“I need to think about it,”* we never follow up, or if we do, it is weeks and weeks later. That caliber of care and follow-up is incongruent with the original message of urgency.

Let’s now take the simple, one-word definitions and combine them to create a new energy and perspective for our message.

Absolute Harmony

There is something so peaceful and elegant about the combination of these words. When I close my eyes and allow my mind to wander, I see a vision of nature and the rhythm God has created in its order. I see a seamless flow of connectedness. I see a beauty I desire to recreate in all aspects of my life.

As I ponder this vision it allows me to assess—tangibly—whether I am applying an equal effort of Excellence as I navigate each area of my life throughout any given day.

- Am I in Absolute Harmony when on calls with a doctor, team, or individual team member?
- Am I in Absolute Harmony when on mentoring calls with young, aspiring entrepreneurs?

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- Am I in Absolute Harmony when I am with my wife?
- Am I in Absolute Harmony when I am with my son and daughter?
- Am I in Absolute Harmony when I am engaged with family and/or friends?
- Am I in Absolute Harmony when I find myself in moments of solitude?
- Am I in Absolute Harmony when I am spending time with God?

After creating a guiding voice to help me be self-critical of my pursuits, I can more clearly identify the areas I am excelling in, and conversely, the areas where I am not applying equal effort. The benefit of an honest assessment is it will help you come to terms with internal conflict you may not realize you have, as it is easy to create self-induced guilt about not giving your best to a particular area of life because you are overemphasizing your effort in another area; leaving a void somewhere else.

This is why the word Unconditional is so important: because it guides you into a commitment of effort in all aspects of life so everyone can benefit from who you are and the value you add to their lives.

Another way of saying it is this...

I will not allow my efforts to be diminished in any aspect of my life (Absolute). I will give equal attention to everything I do, and in combining my efforts toward each component of life, I am creating a pleasing and orderly energy to all that I do (Harmony).

In our yearlong pursuit to elevate our level of personal Excellence, I encourage you to push your own boundaries as to what you believe is possible when it comes to the influence and impact you can have on everyone you interact with.

As Maya Angelou so famously stated, “Do the best you can until you know better. Then when you know better, do better.” This is exactly what we are doing with our efforts to shine our lights brighter into the world as we expand our level of Excellence.

Please, take a moment and participate in a simple exercise of closing your eyes...

What vision comes to life when you focus on the words, “Absolute Harmony?”

What do you see?

I would love it if you would share your thoughts with me. Together, we are doing the work 99% of people will not, which is why you are true Champions in my eyes!

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When They Figure It Out

Over the course of this past week, I was sharing with my wife, Julie, the responses I received from last week's email about "Absolute Harmony." I was impressed and inspired by the profound commentary from all who messaged me.

The timing was interesting, as Julie mentioned she came across a message from someone that seemed to bring more light onto this topic from a different angle. After she shared the message with me and told me how it has caused her to thoroughly think through its meaning, I simply knew I had to share it with all of you too.

As you read this, please frame it in a context that matches your situation in life, specifically for those who do not have children. You could think of it using any one person in your life who looks up to you. Embrace the spirit of the message and personalize it so it brings the most meaning to you.

"Someday your children are going to figure out who you are, just like you figured out who all those adults in your life are. Make sure you're being the person they can be proud of when they figure it out."

The first thought that came to mind was, "do as I say, not as I do," for those who are not acting in alignment with their words. This simple message is similar to the comment I made in one of my previous videos, "The Pursuit of Excellence...A Life Worth Remembering," about using someone who you want to make proud through your actions and impact.

After our discussion, I simply had to sit in silence and allow this message to run its course through my mind, body, and soul. To me, this brought about an immense amount of "positive pressure" upon me to be absolutely certain I am living a life of congruency while being in Absolute Harmony with all aspects of life.

Recently, my thoughts have been directed to the ongoing saga of hiring, developing, and retaining high quality, superstar team members, which has been a challenge for years now. I am often asked about my approach to assessing team members, both prospective and current. For whatever reason, I find it has become more difficult than ever before to have accurate assessments of people. My best guess is that maybe people have become more adept at concealing their true selves through the practice of posting about their "perfect lives" on social media? It's hard to determine. Nonetheless, we give it our best in order to avoid disruption of the current culture within your practice.

I believe most people can "be their best" for 30 days, maybe 60. After 90-120 days, people become comfortable and allow their true selves to become exposed. One of two scenarios will come to light:

1. They are who they claim to be...their actions are in alignment with their self-description.
2. They are not who they claim to be...their actions are NOT in alignment with their self-description.

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The first person described will add to your efforts in creating and maintaining Absolute Harmony as a Connected Team.

The second person described will take away from and deteriorate the quality of your Connected Team, causing a disconnect in your efforts to achieve Absolute Harmony.

It becomes obvious with every person in your career and life. You will always “figure it out,” as will everyone else when it comes to YOU and your contribution towards Absolute Harmony.

Are you living life focused on contributing with a high level of Excellence?

Will others be proud of you?

Or...

Are you living life taking from others without much of a contribution or effort at all?

Will others question your integrity and character?

All of this is meant to be thought-provoking, not judgmental. There was a time in my life where I was caught in the middle, which is no place to be. Now my thoughts, efforts, and desires are in the proper place, as I place such significance in my pursuit of Absolute Harmony in life. Sure, I have my good days and bad days, just like everyone else. Yet, I hope and pray I accomplish my daily mission, which is to leave someone better off for having spent time with me than not.

In the end, we all must live with ourselves, the reality of how we are perceived by others, and the actual contribution we make to the community around us.

Make the most of it.

Give it all you've got!

How will you feel, “when they figure it out?”

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