

PSILENT PRODUCTIONS
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Establishing Equilibrium in the 5G World” **Reducing Stress in our Lives and Getting What We Want**

I. Opening remarks

- A. Personal statement about course content
 - 1. No material is intended to be self-aggrandizing
 - 2. Concepts presented here are my actual experiences
 - 3. Everyone can accomplish this—my intention is to spur thinking
 - 4. Life is what you make it- the course is to help you see possibilities
- B. Overview of life today
 - 1. Many stressful factors
 - a. COVID and PTSD
 - b. Alzheimer’s and autism
 - c. Political divisiveness and staff retention
 - 2. Seeking simple solutions to complex problems
 - 3. Getting better balance between work and play
 - 4. Dreams- do you have them?
 - 5. How can you fulfill them?
 - a. Vision
 - b. Commitment
 - c. Flexibility and courage
 - d. Think outside the box

II. Grandiosity vs Get out of Debt

- A. Grandiosity is about getting everything NOW
- B. Problems with **grandiosity**
 - a. Debt that is incurred
 - b. Pressure to pay for debt
 - c. Urgency to “produce”
 - d. Deferral of dreams
- C. The classic plan: work harder and make more money
- D. Alternative plan- wealth accelerator system
 - a. Needs should be no more than 50% of your income
 - b. Wants should be no more than 30% of your income
 - c. Savings should be 20% of your income
- E. Seven habits of highly Unsuccessful dentists
 - a. Don’t know where money goes
 - b. Don’t know where money SHOULD go
 - c. Have no retirement accumulation goal
 - d. Have no annual savings plan
 - e. Make large decisions based on gut instinct
 - f. Don’t manage debt properly
 - g. Don’t protect families with proper insurance
- F. Best investment in all economic times is DEBT REDUCTION

- G. The NOW concept
 - a. Is my eye on what I **Need Or Want**?
 - b. Why is it important **NOW**?
- H. Benefits of **Get out of Debt**
 - a. Best investment possible
 - b. Frees you to *gear back*
 - c. Invested money will **MAKE** you money
 - d. Reduces stress
- I. “Good” debts are home, education and business
- J. “Bad” debts are the UNnecessities—cars, boats, VISA debt
- K. How can money work for us?
 - a. When **TIME** is working for you, you won’t work a long **TIME**
 - b. Compounding interest will grow your savings
- L. Wise planning
 - a. Automatic monthly withdrawals into savings
 - b. Start 401k, Roth or **IRA early** in your career
 - c. Check **actual** dollars on any long-term purchase
 - d. Start college funds at birth of child
- M. School loans
 - a. How many years do you plan to work?
 - b. Divide your loan amount by that number
 - c. Think of school loans as an **annual cost**
- N. Once you are out of debt
 - a. Pressure to “produce” is off
 - b. You can purchase income assets
 - c. Take time for fun activities and be with your family
 - d. Create more **balance** in your life

III Gain versus Generosity

- A. The problems with **Gain**
 - a. Always want more
 - b.** Never enough
 - c.** Won’t bring happiness
 - d.** Puts pressure on *everyone*
- B. Always wanting more—more of what?
 - a. Practice productivity
 - b. Monthly income
 - c.** But then, **more pressure on yourself**
- C. The Five benefits of **Generosity**
 1. Feels good
 2. Helps others
 3. Great satisfaction
 4. Takes stress off of you
- D. Volunteering
 1. Local clinics
 - a. Smile mobile
 - b. Gospel rescue missions
 - c. Other local programs
 - d. Treat Medicaid patients
 - e. Give care to those in need
 2. Existing programs such as Give Kids a Smile
 3. International projects

- a. Etta Project
 - b. Health Volunteers (American Dental Association)
 - c. Google for literally thousands of opportunities
4. Create your own project

IV. Go fast versus Good Health

A. The problems with **Go fast**

- 1. Impatience
- 2. Dangerous driving
 - a. Speeding caused 30% of all traffic accidents
 - b. Traffic fatalities in 2020= 11,258 people
- 3. Poor decisions
- 4. Fast food=unhealthy food
 - a. 25 to 44 year-olds had 30% increase in heart attacks in two years of COVID
 - b. Grabbing a lunch mindlessly will not help digestion
 - c. “Be careful of any food that comes through your car window”
- 5. Stress increases chances of cycling through all the **Go fast** problems

B. Benefits of **Good Health**

- 1. Healthy food choices
 - a. More vegetables, fruits and grains
 - b. Less sugar, fried food and red meat
 - c. Results of healthy food choices
 - i. Reduces cholesterol
 - ii. Lowers metabolic disease
 - iii. Improves blood work results
 - iv. Improves mood
 - v. Optimal health span
 - vi. Lowers risk of **dementia**
 - 2. Better decisions
 - 3. Healthy activities
 - a. 30 minutes of daily exercise
 - i. Increases cardiovascular fitness
 - ii. Strengthens bones
 - iii. Reduces excess body fat
 - iv. Boost muscle power and endurance
 - v. Reduces risk of heart disease, Type II diabetes, osteoporosis and some cancers
 - b. Meditation
 - i. May help people’s quality of life
 - ii. Improves memory
 - iii. Helps manage anxiety and stress
 - iv. Strengthens immune system
 - v. Helps manage depression and pain
 - vi. Helps manage symptoms of withdrawal from nicotine, alcohol or opioids
 - c. Yoga
 - i. Improves flexibility
 - ii. Helps with stress relief
 - iii. Improves mental health
 - iv. May reduce inflammation and anxiety
 - v. Enhances your physical balance
 - vi. Helps with burnout and brain function
 - vii. Improves strength
 - d. Tai chi
4. Regular medical checkups (**See bottom of handout to fill in important facts**)

V. eGocentric versus Growth mindset

A. Problem with **eGocentric**

1. Feedback discouraged
2. My way or the highway
3. No sense of ownership by the Team
4. Burden of “doing everything”

B. Benefits of **Growth Mindset**

1. Innovative ideas
2. Team has ownership (not financial, but philosophical)
3. Better retention of employees
4. Reduces owner’s stress levels

C. How to develop a Team

1. Communicate expectations to them
2. Value their contributions
3. Handle concerns properly and promptly
4. Reward initiative
5. Foster personal strengths of individuals
6. Handle mistakes properly

D. The reality of a dental practice

1. The Team actually runs the practice
2. The Team has better insights
3. Owner is last to know things
4. Scheduling ideas

E. Dentists’ resistance thoughts

1. I can do it better
2. My name is on the door
3. People come here to see me

F. Team building

1. Facilitator
2. Long-term process
3. Resistance
4. Meetings and training

VI. Grind Away versus Get Away

A. The problems with **Grind Away**

- a. Burnout
- b. Family issues
- c. Less enjoyment of work

B. Benefits of **Get Away**

- a. Recharge your batteries
- b. Realize practice’s viability
- c. Family connections
- d. Enjoyment of work returns

C. How to actualize **Get Away**

- a. Locum Tenons
- b. 50-week year
- c. Associates
- d. Partnership

Because of the importance of this information, I am strongly suggesting that you fill in the following blanks:

FIVE LEADING CAUSES OF DEATH FOR MEN:

1. _____
2. _____
3. _____
4. _____
5. _____

WHAT PREDICTS THESE CAUSES OF DEATH IN MEN?

1. _____
2. _____
3. _____
4. _____
5. _____

FIVE LEADING CAUSES OF DEATH FOR WOMEN:

1. _____
2. _____
3. _____
4. _____
5. _____

WHAT PREDICTS THESE CAUSES OF DEATH IN WOMEN?

1. _____
2. _____
3. _____
4. _____
5. _____