



**Navigating through Healthcare Changes
without Losing Sight of What is most Important**

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**Changes in Healthcare are causing
Roadblocks in your Practice**



***"Nothing is less productive than to make more efficient
what should not be done at all." ~ Peter Drucker***



Positive Mental Attitude

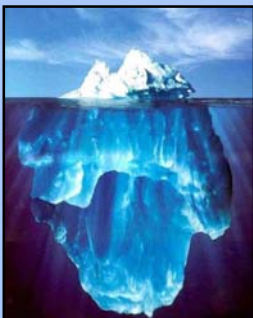
Managing Stress

Setting Power Goals

THE ICEBERG

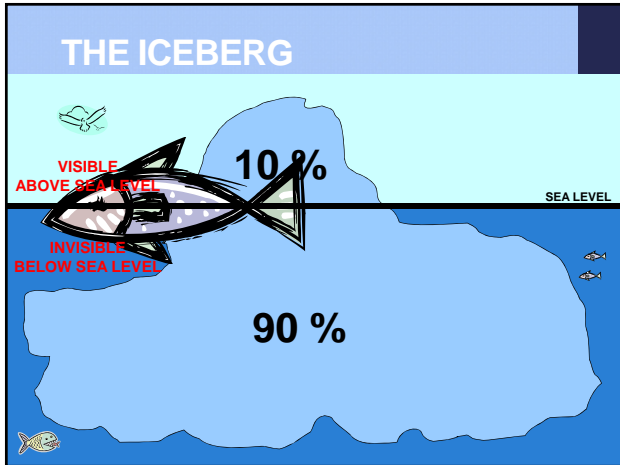


THE ICEBERG



**ONLY 10% OF
ANY ICEBERG
IS VISIBLE.
THE
REMAINING
90% IS BELOW
SEA LEVEL.**

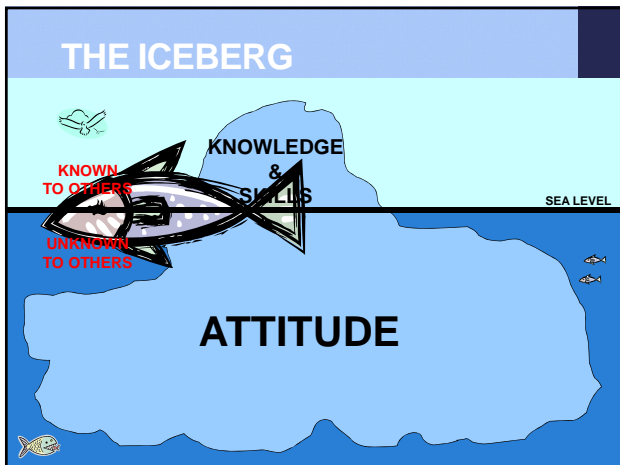




THE ICEBERG

- The Iceberg phenomena is also applicable to human beings ...

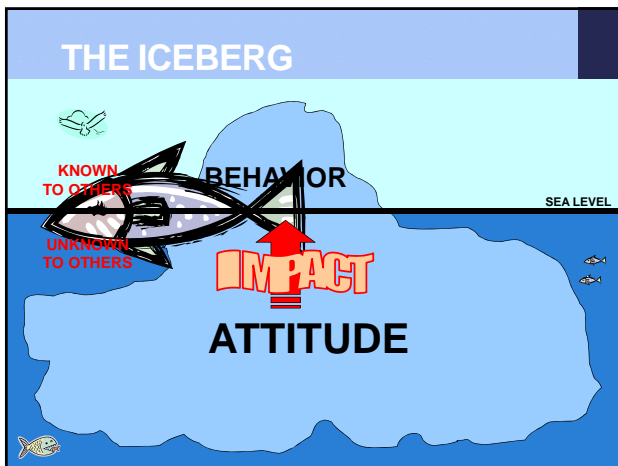
A photograph of a large, rounded sandcastle on a beach. Several people are visible in the background, some sitting on the sand. The sandcastle is made of light-colored sand and has a smooth, rounded top.



THE ICEBERG

- In other words,

THE ICEBERG



WHAT MAKES YOUR LIFE 100% ?

Each letter of the alphabetic has a value equal to its sequence of the alphabetical order:

A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T	U	V	W	X	Y	Z
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26

S	K	I	L	L	S	=	82
19	11	9	12	12	19		

K	N	O	W	L	E	D	G	E	=	96
11	14	15	23	12	5	4	7	5		

H	A	R	D	W	O	R	K	=	98
8	1	18	4	23	15	18	11		

A	T	T	I	T	U	D	E	=	100
1	20	20	9	20	21	4	5		

THE **CAN DO** ATTITUDE

- You **CAN DO** everything, but not all at once.
- You **CAN DO** everything, if it's important enough for you to do.
- You **CAN DO** everything, but you may not be the best at everything.
- You **CAN DO** everything, but there will be limitations.
- You **CAN DO** everything, but you will need help.

BEST QUOTES ON POSITIVE ATTITUDE

- If you don't like something, change it. If you can't change it, change your attitude. Don't complain.
- The difference between a successful person and others is not a lack of knowledge, but rather a lack of will.

BEST QUOTES ON POSITIVE ATTITUDE

- The biggest mistake of all is to avoid situations in which you might make a mistake.
- It's better to be decisive than right!
- Just Do It!

STRESS



STRESS-FREE VS “STRESS SMART”

Ignorance is Bliss

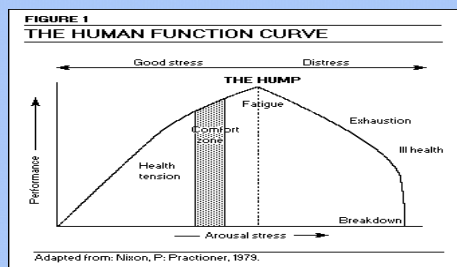


STRESS MANAGEMENT IS **NOT** NOT FEELING STRESS

IT'S LEARNING HOW TO
DEAL WITH IT

OUTWARD SIGNS OF STRESS

- Low energy
- Headaches
- Upset stomach including diarrhea, constipation and nausea
- Aches, pains, and tense muscles
- Chest pain and rapid heartbeat
- Insomnia
- Frequent colds and infections
- Loss of sexual desire and/or **ability**
- Nervousness and shaking, ringing in the ears, sweaty and cold hands and feet
- Dry mouth and difficulty swallowing
- Clenched jaw and grinding teeth



Turn “Pressure” into Motivation



If You Want Something Done

- Ask a Busy Person!



Learn the Art of Saying NO

- 1. Be firm, not overly apologetic, but apathetic
- 2. Tell the person you will get back to them. . . Matter of factly
- 3. Remember that you don't owe anyone an explanation of "Why Not"
- 4. There are only 24 hours in a day
- 5. Prioritize what absolutely need to be done – FOR YOU

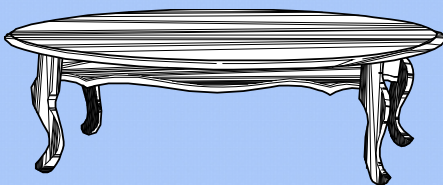
Prioritizing and Staying Motivated

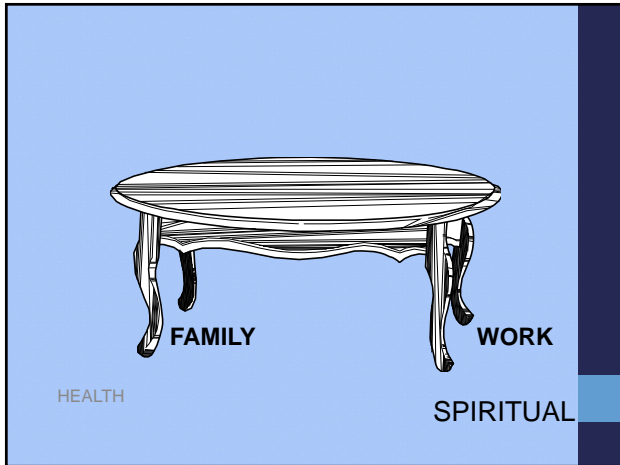
- Make lists and check off what you have accomplished every day
- Keep your list realistic
- Keep your inbox clean – file emails in folders, star what can be dealt with later and only respond to what is a top priority
- Limit all contact with negative people
- At all costs. . . AVOID

BURNOUT



WHAT WE CAN LEARN FROM A COFFEE TABLE ...





Achieving your Goals:

- Clearly define and set SMART goals
- Create a picture of what it will be like when you achieve them
- Move away from the beliefs that have been embedded into your subconscious since you were young (your financial blueprint – more later)
- Surround yourself with a positive support system
- Commit to taking action
- Work on your positive attitude
- Be READY to SUCCEED!

Start with your Priorities:

- Make sure that the most important person in your life is. . . YOU!
- Love yourself
- Treat yourself Well
- Others will follow your lead

- Selfish is not a negative attribute – it is a necessity for success

Power Goals

- ⦿ Goals taken to the next level!



THINK BIG

- ⦿ Write down 3 personal POWER GOALS
- ⦿ If it is easier, draw a picture (you must be able to clearly visualize what you want and go after it)
- Example: If your goal is to earn \$XXX,000 a year, your POWER GOAL should be to earn \$1,KKK,000 a year

REPROGRAMMING

- “You are not responsible for the programming you picked up in childhood. However, as an adult, you are one hundred percent responsible for fixing it.”
 - Ken Keyes, Jr.

Old Habits

- ⦿ In order to break an old habit and create a new one, it will take 21 days.
- ⦿ Your will power will be tested
- ⦿ You may try multiple times and still not succeed

Stick To It Ness

- ⦿ Mind over matter
- ⦿ Marathons are run 1 mile at a time
- ⦿ Cheeseburgers may not kill you today
- ⦿ Just do it!!

It all comes down to:

- Your Support System
- *"Surround yourself with only the people who allow nothing less than the best you can be"*
- Cindy Pezza, PMAC

Choose your 5 Carefully

- You are a combination of the 5 people you associate with most
- Your income will also resemble an average of those 5 people



Thank You!

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