

# TOP PRACTICES

## DEDICATED TO YOUR SUCCESS

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### How would you like Practice Management Experts to mentor, coach, train, and guide your staff into becoming an A-Team?

For the first time it is now possible to have true practice management experts train, coach, mentor, and guide your staff into running your practice extremely well without having to pay a fortune to fly them to your office.

In the past, medical practices haven't had access to experts because the training model has been extremely flawed. While having an expert fly in for a day or two to work with your staff has benefits, they are limited simply because you can't do that much in two or three days - and it costs a bundle. This is in no way a dig on the experts that do this, many, if not most of them, are very very good. The problem is not the teacher, it's the model of delivery.

#### Introducing the Revolutionary Top Practices Practice Management Institute

The Top Practices Practice Management Institute has been designed to give you and your staff unprecedented access to our practice management experts Tina Del Buono and Dr. Peter Wishnie every single week, every month. And it is real-time live access via conference lines. And the program has BOTH East Coast and West Coast sessions every week. Each month your coaches will be teaching your staff how to be an efficient, profitable team. Through our innovative online courses, our real-time classes, and our "office hours" when you can ask your coaches anything at all, we have found a better model to intensively coach your staff and you so that you can solve your practice management problems.

That means you can get your nights and weekends back.

That means you can get the help you need. The expertise you need to finally run your practice like a profitable Top Practice.

All at a price that is incredibly affordable with zero long-term contracts or commitments. If it works, you keep going, if not, then you can quit anytime. There is simply no risk to try it and if you don't then you know the risk you run for not trying because it's your current reality.

Just come to [www.TopPractices.com](http://www.TopPractices.com) and click on the [Practice Management](#) button to learn everything you need to know about this new approach to solving your practice management headaches.

What have you got to lose?

Rem Jackson, CEO of Top Practices



Tina Del Buono



Dr. Peter Wishnie

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# It Don't Come Easy

*By Rem Jackson*

Ringo Starr was just inducted into the Rock and Roll Hall of Fame. I've always liked his song "It Don't Come Easy." I have to tell you, Ringo knows what he's talking about.

Let me start with my number one struggle – I'm an overeater. I was a heavy kid. They used to call that "husky." When my mom took me clothes shopping, we always had to go to the "husky" section. But when girls started to interest me I got a grip on my weight and conditioning and graduated from high school a lean 180 pounds.

But in college and then in my working life my overeating began again in earnest and at my highest (around age 40) I weighed in at 420 pounds.



**Me and my Grandfather Wilbur Emigh**



It's hard to understand how that could have happened. I don't remember running amuck and eating from other people's plates or anything like that. I didn't compete in pie eating contests every Saturday. I remember a rather normal life. But this problem just kept compounding over time, and boom 420 pounds.

That caused some big health issues for me and I managed to lose about 60 pounds to clock in around 360 and stayed there for a very long time. Many of you have known me while at that weight.

Then about four years ago I began a health regimen and I had a lot of success. I achieved a weight of 271. Things were looking really nice.

Then...again, I didn't sign up to win the most hot dogs eaten at one time or anything like that. I didn't lobby to be a star on "Man v. Food." I was just living my life. But my old habits crept right back and I managed to get back to 342. Ugh!

## **It Don't Come Easy.**

I'm not going to report my current weight, but I can tell you it is a lot less than 342 and by the time you see me at the Summit it will be an even better number. I'm exercising too. It turns out that I still have triceps! I hadn't seen them for so many years I figured they must've quit. Nope, still there! So happy about that! ☺

But you know what? It Don't Come Easy, does it? My thing is my weight. What is yours? And listen, I've coached enough people, really successful people to know that we ALL have something that just makes us want to say "It Don't Come Easy." Maybe you never do your goals. Maybe you just never get started on your marketing. Maybe you are in a constant state of chaos in managing your practice. Maybe your problems seem pretty serious to you.

## **It Don't Come Easy.**

So, I'm finally taking a rational approach to my exercise and nutrition. A Very SLIGHT EDGE approach. I'm not in a rush. I'm just doing what I need to do every day. And I'm just not stopping. I'm several months into my exercise plan and one of the things I'm

doing is push-ups. I have an app that keeps track of everything. I keep doing more and more push-ups in every session and it isn't getting any easier. It's really REALLY tough. I am so much stronger and under this layer of fat I think I might be getting into good condition. It kind of feels like that's happening. My stamina and just going up stairs is crazy better, I can tell you that for sure.

But this is going to take a long time to get to that 230-250 spot I want to get to and then be able to go to the Philadelphia Museum of Art and run up those steps. That has been my goal for over 4 years. I got close once but lost my way. I did quit for a while, but I didn't stop and now I'm achieving that goal. It may be over a year before I can do it (maybe longer, I'm not trying to lose more than a pound a week). But I am going to get there. I have a burning desire in my heart to get there. I will do it, but you know what? It Don't Come Easy.

Whatever your goal is, whatever your issue is, it is highly likely that you've tried and failed and tried and failed and tried and failed. Well, it turns out that is how life is. There is no straight line to victory and achievement. It is lonely, hard work to do what you need to do to accomplish your goals. Everyone EVERYONE deals with the same things because It Don't Come Easy.

Let yourself off the hook for the past failures. Restart. Use the Slight Edge every day to get you to your goals.

**It Don't Come Easy but it is so very possible. Don't quit.**

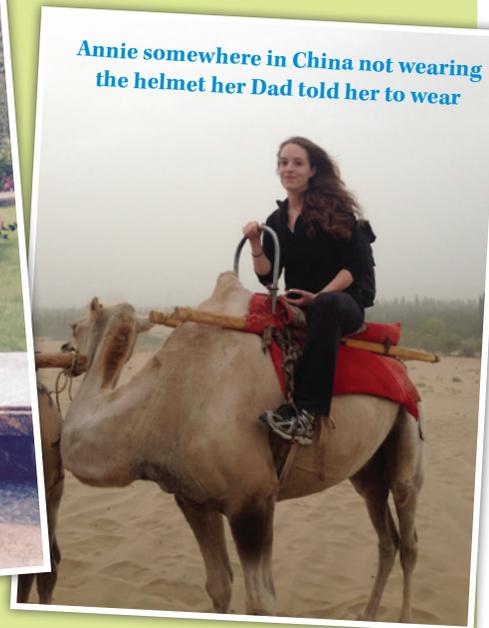
I'll see you at the top of those stairs soon...

Dedicated to your success,

*Rem*



Annie with two of her fellow teachers



Annie somewhere in China not wearing the helmet her Dad told her to wear

## Another Milestone Achieved for Rem and Diane's Family!

Congratulations to our daughter Annie Jackson who earned a Master's Degree in Modern and Contemporary Art last month from the University of Glasgow in Scotland through Christie's Education in London. We were unable to attend her graduation ceremony, but don't think we're bad parents – because she wasn't able to attend it either. She is living in the Guangdong Province of China teaching English for 15 months. We are so proud of her and what she has accomplished. Our only regret is that we raised a fearless daughter who doesn't live on the same block as we do. You never know! ☺



"Ever let your hook be hanging; where you least believe it, there will be a fish in the stream."

– Ovid



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## Practice Management Getting You Down?



See Page 1.  
We have the answer!

# You can **STILL** enroll in **Rem Jackson's Online Master's Level Goal Setting and Business Planning Course** this summer at **no cost!**

When you register for the Top Practices Summit in October you will be automatically enrolled in the Top Practices Goal Setting and Business Planning workshop that Rem Jackson will be leading this summer. The workshop began in June and runs through mid-September. It is not too late to start. All sessions are recorded and you can easily catch up! This is an extensive program designed by Rem to:

- Enable you to achieve a professional level of focus so you can make the gains in your business life that you need to make
- Help you get organized so you don't feel so behind and overwhelmed all the time
- Empower you to take back your nights and weekends and actually have a balanced life
- Teach you how to plan your business and take the steps needed to move it forward
- Help you sort out your staffing issues and have a team that is working with you shoulder to shoulder instead of inadvertently working against you

### ***Here is the great news!***

This workshop is no cost to you and included in your Summit registration fee. This is another reason to register for the Top Practices Summit in Denver, CO on October 2, 3, and 4. Don't get left behind!

