

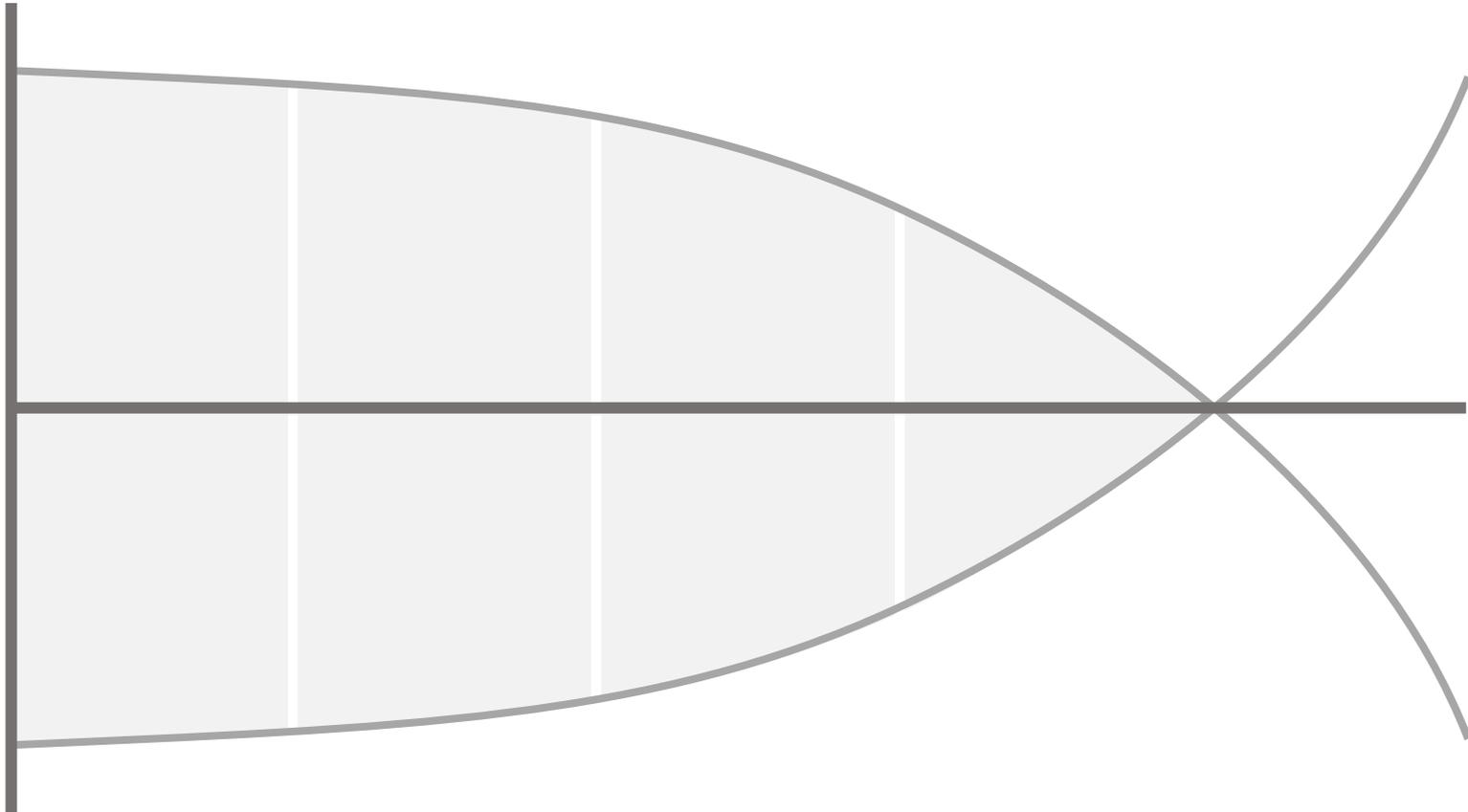


MODELS[®]
METHOD

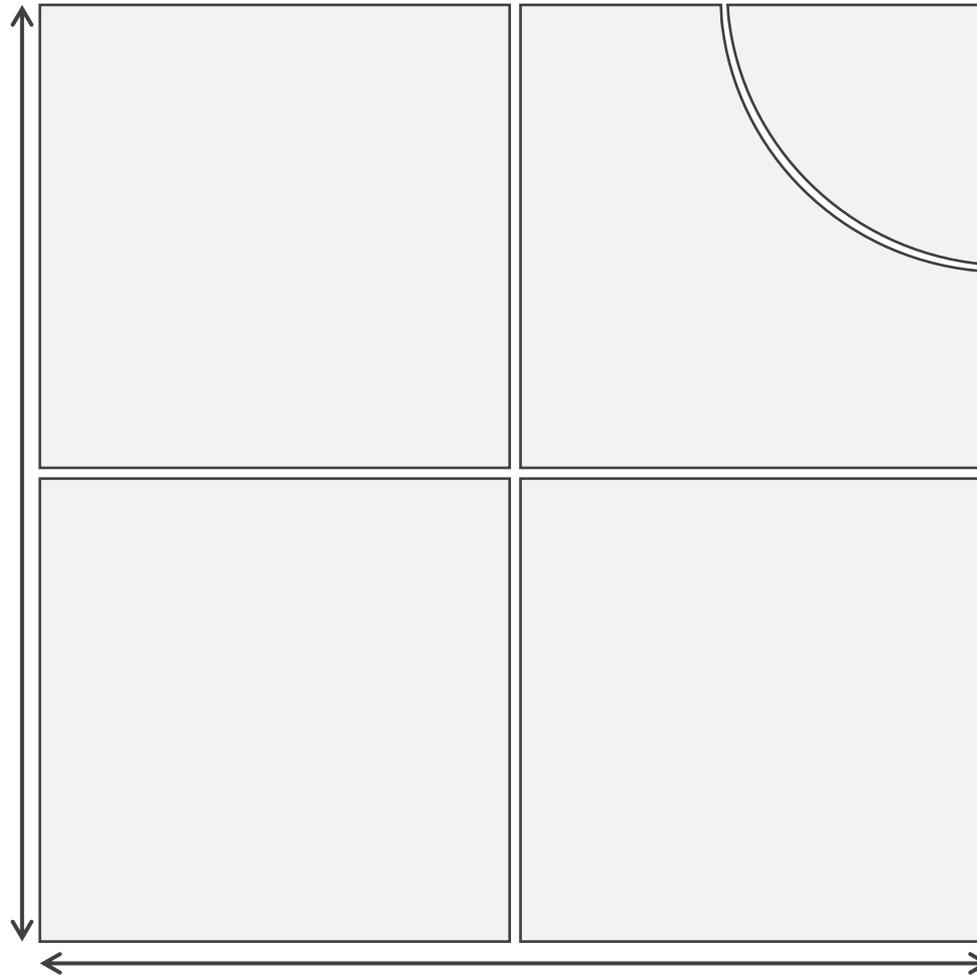
The Dental Industry Selling System Masterclass

With Simon Bowen

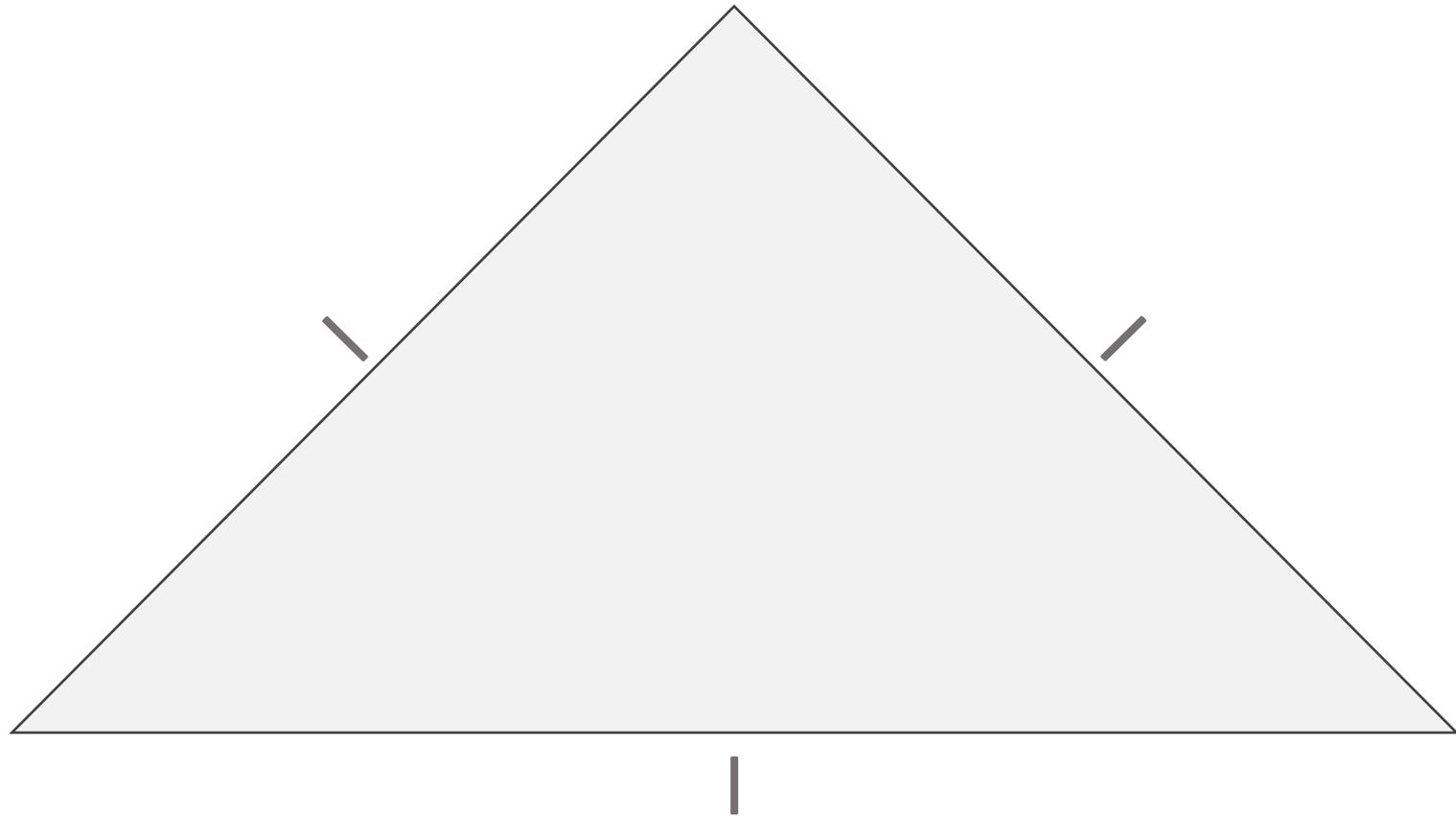
The Two Psychologies



The Power Of Visual Models



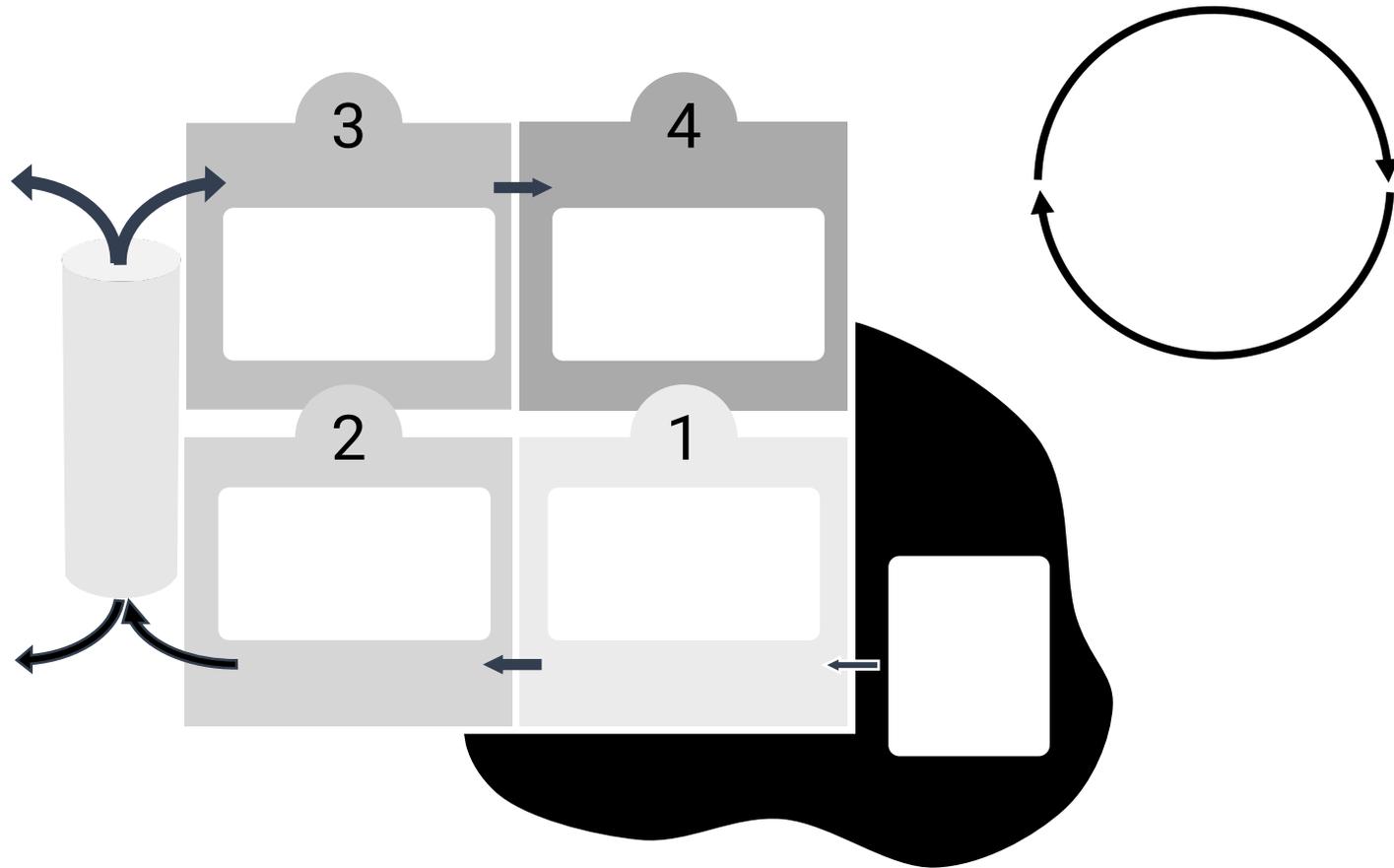
The Choreography Triangle

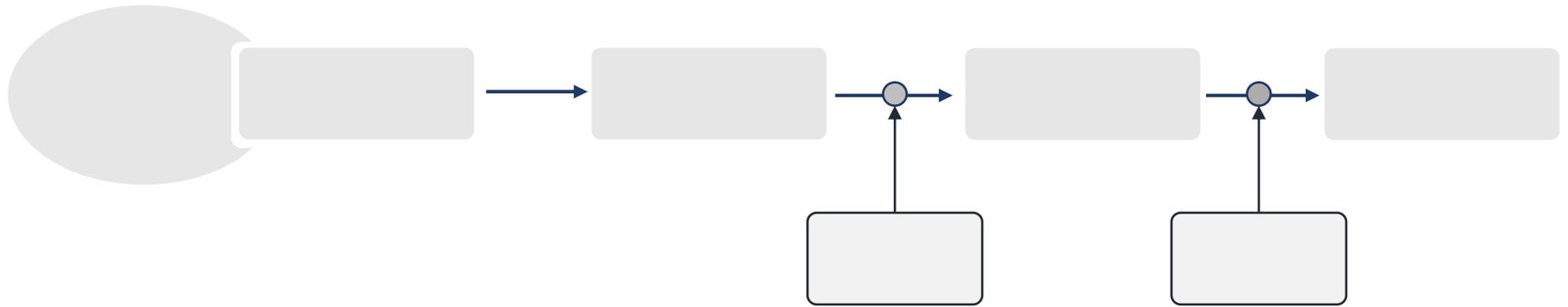


The two most important systems in business:

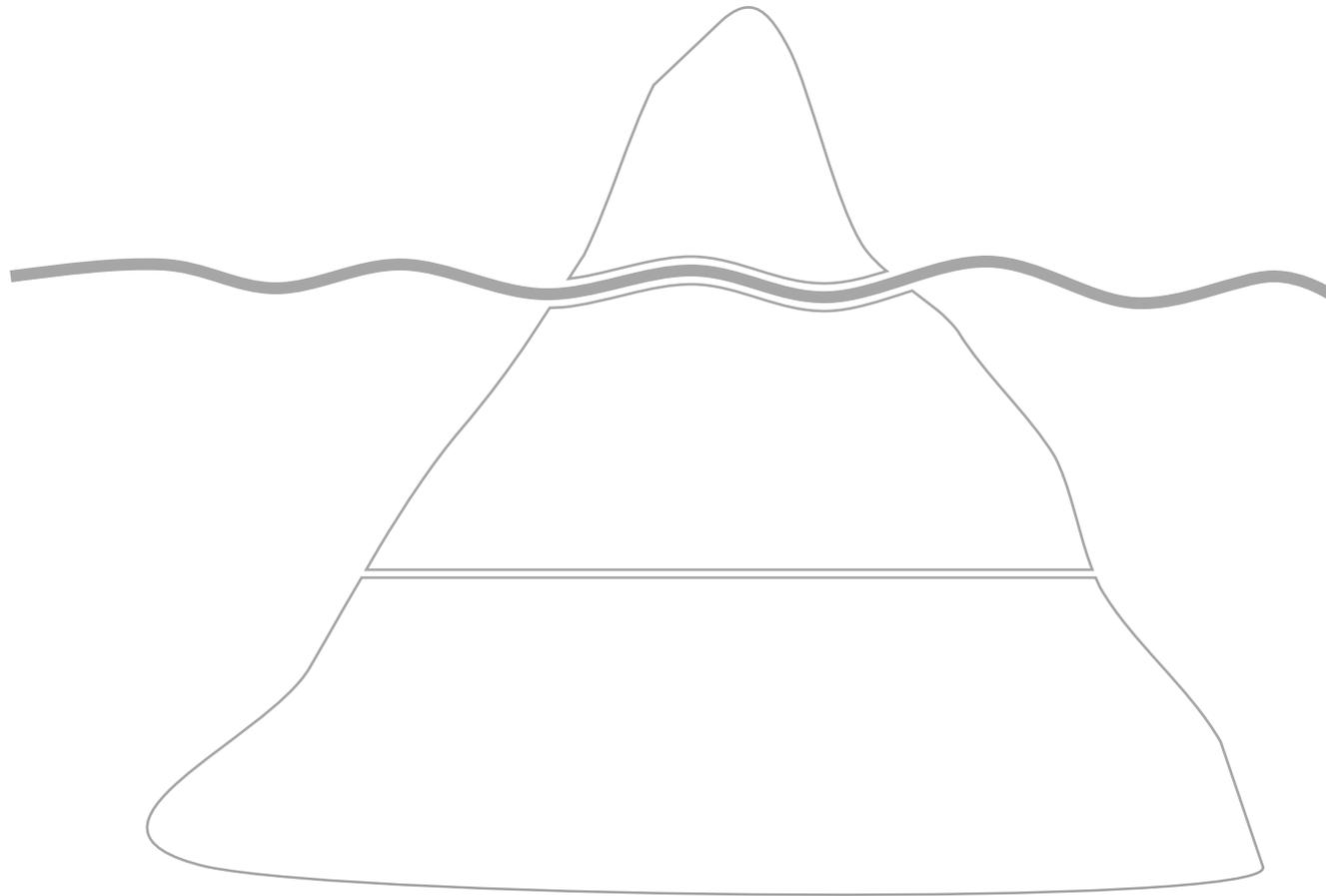
- The system for thinking
- The system for influence

The Platform Model

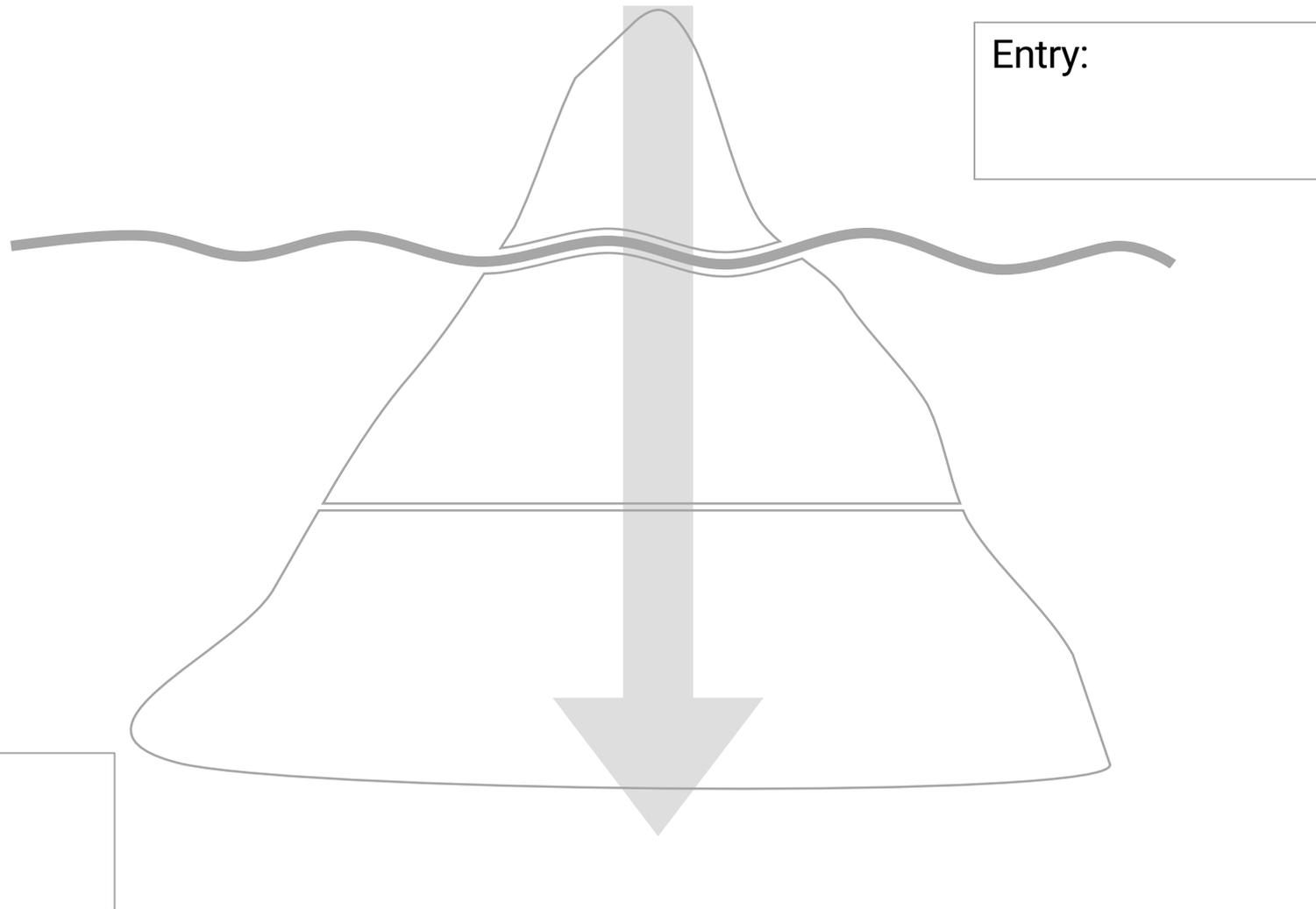


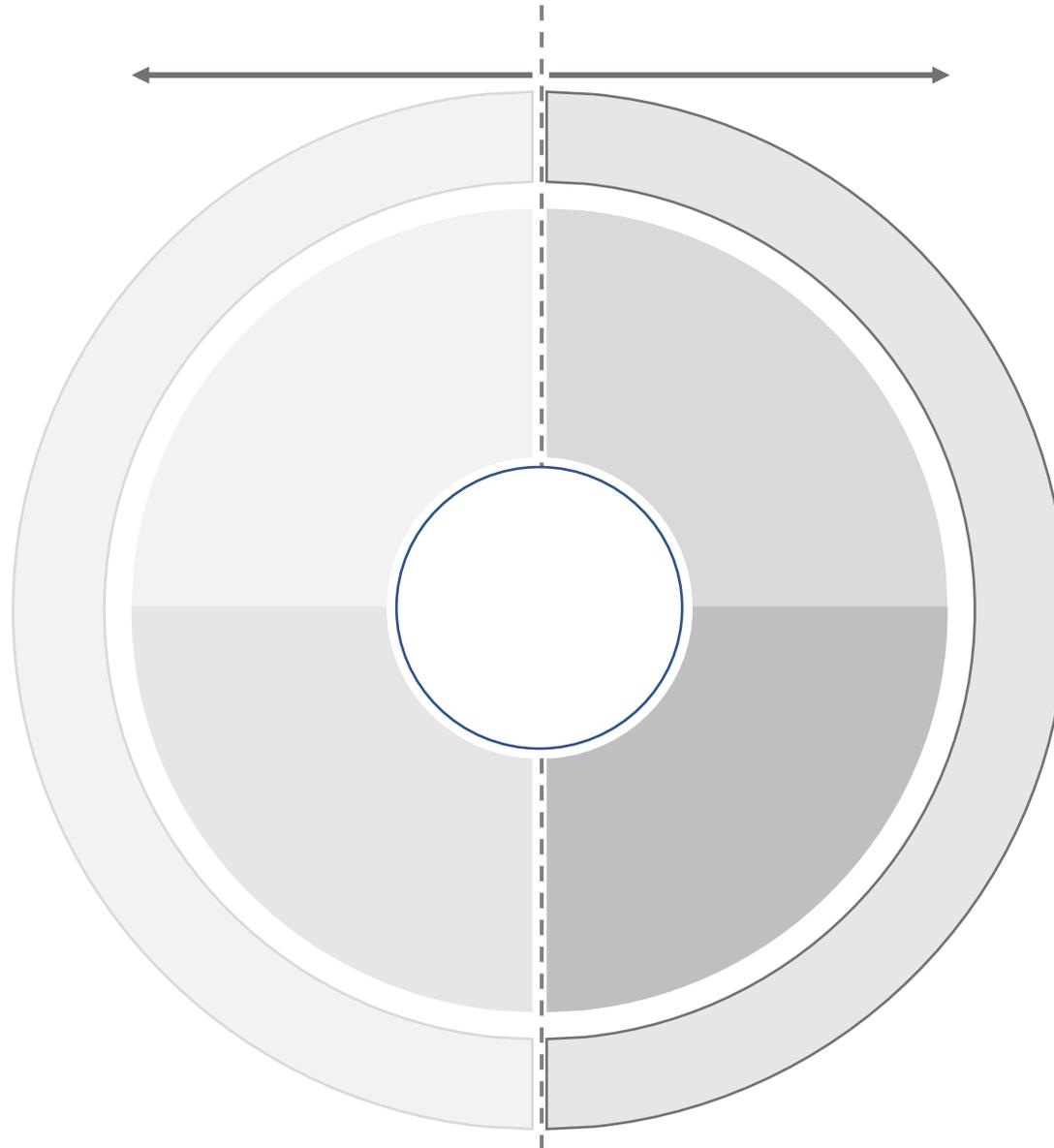


The Deep Transformational Value Model

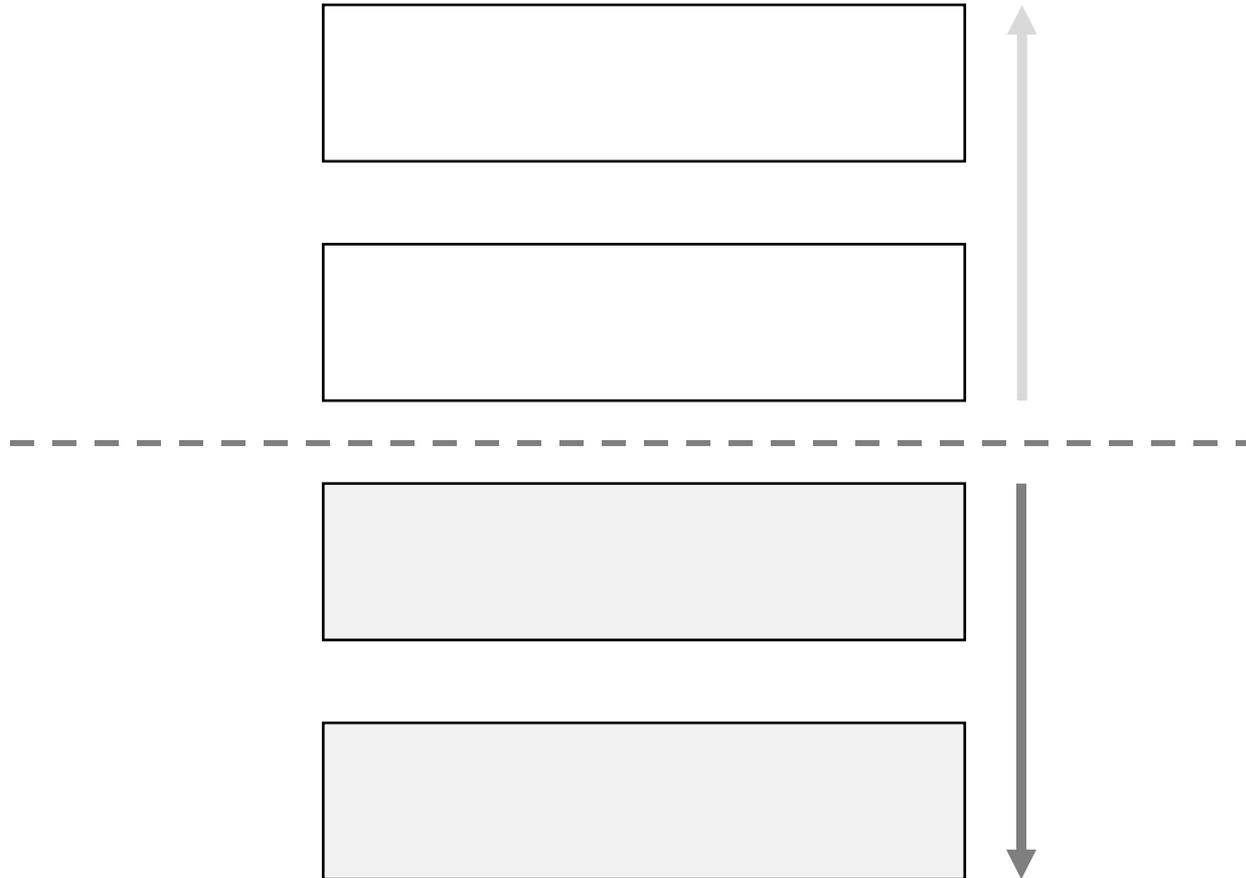


The Deep Transformational Value Model Choreography

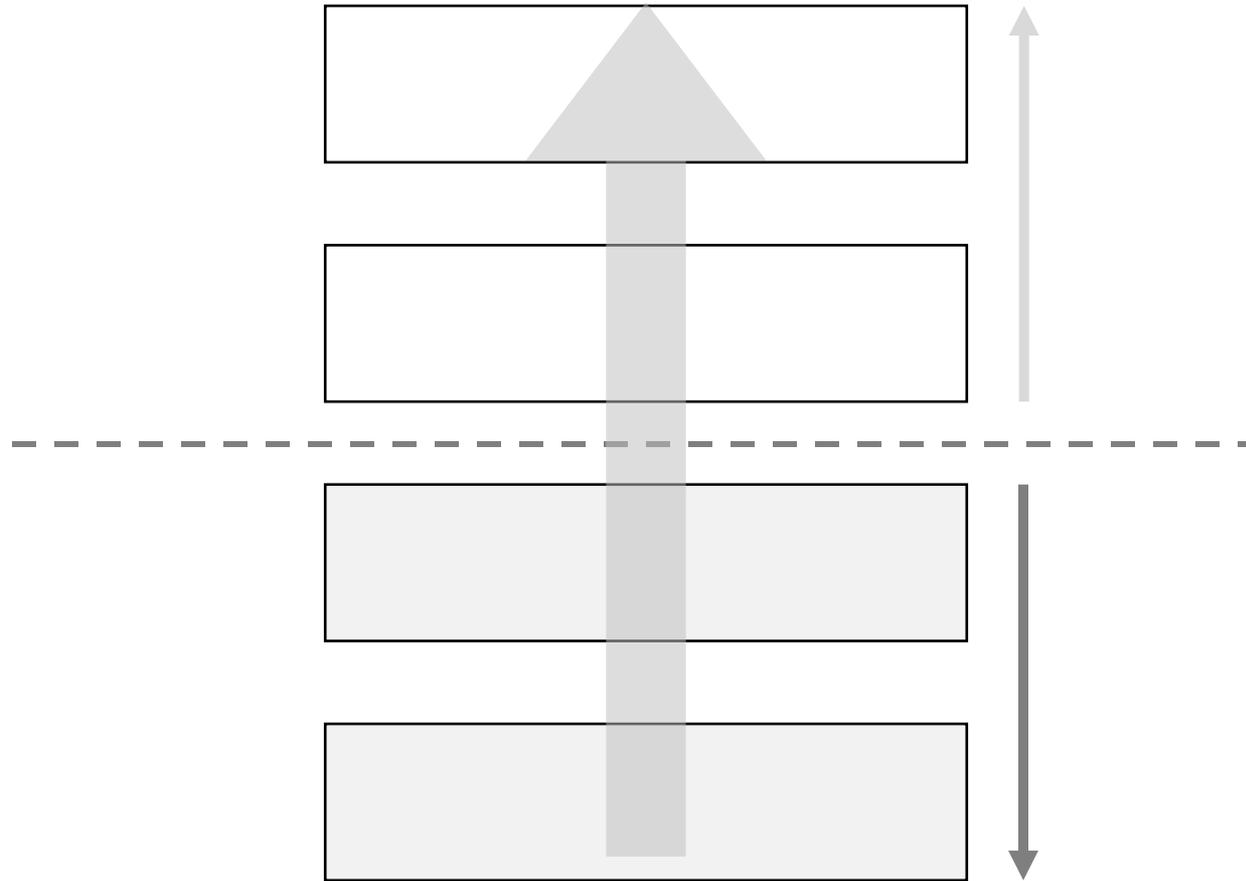




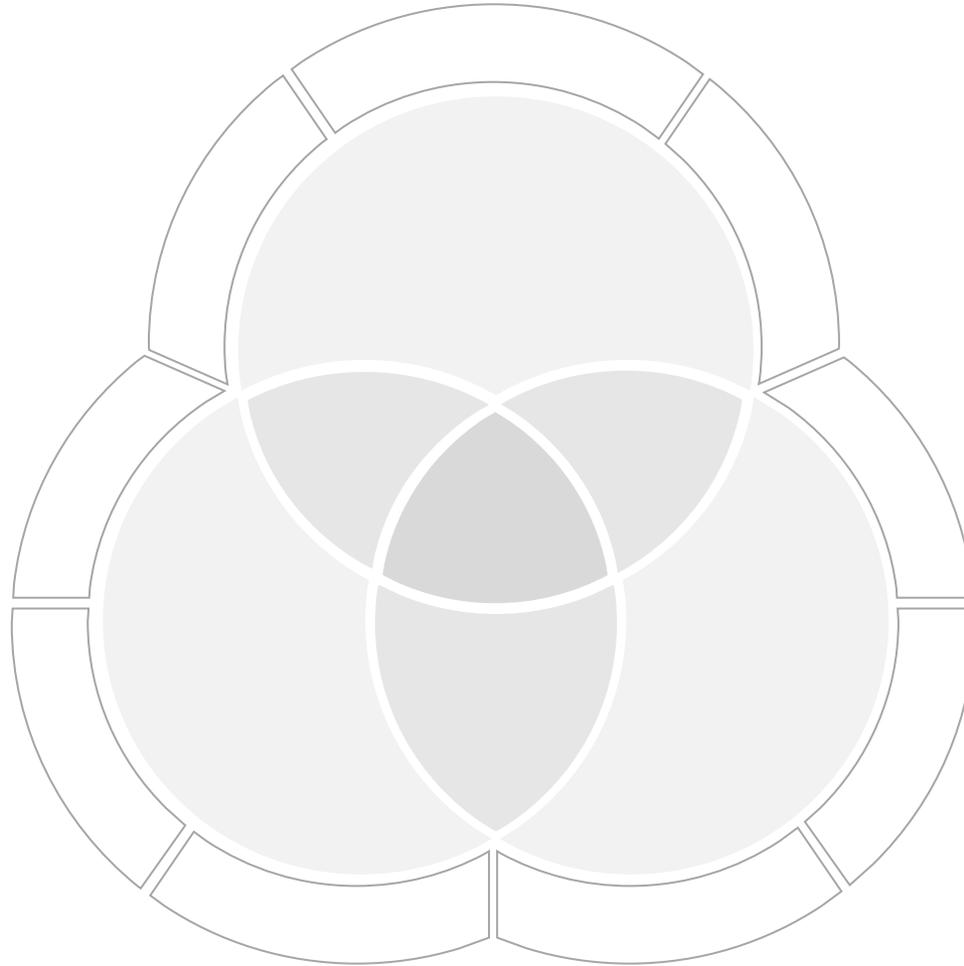
The Pre-frame Model



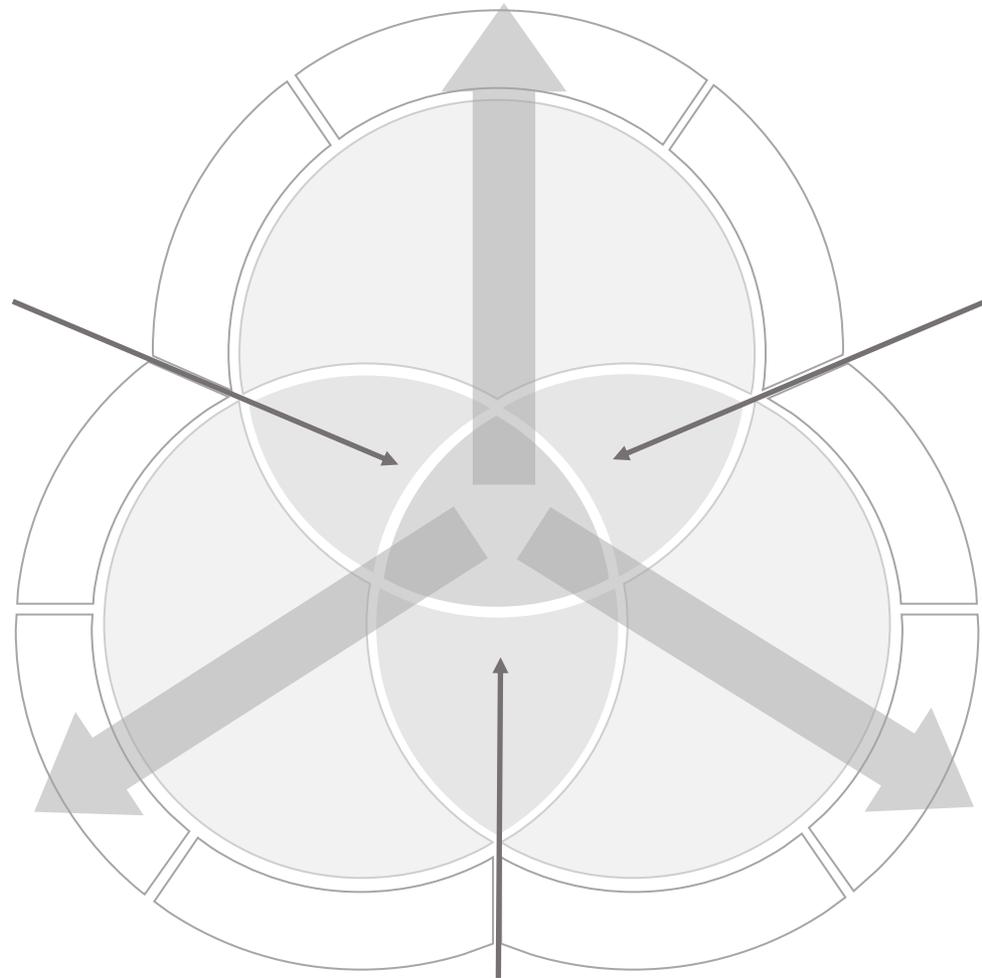
The Pre-frame Model Choreography



The Philosophy Of Care Model



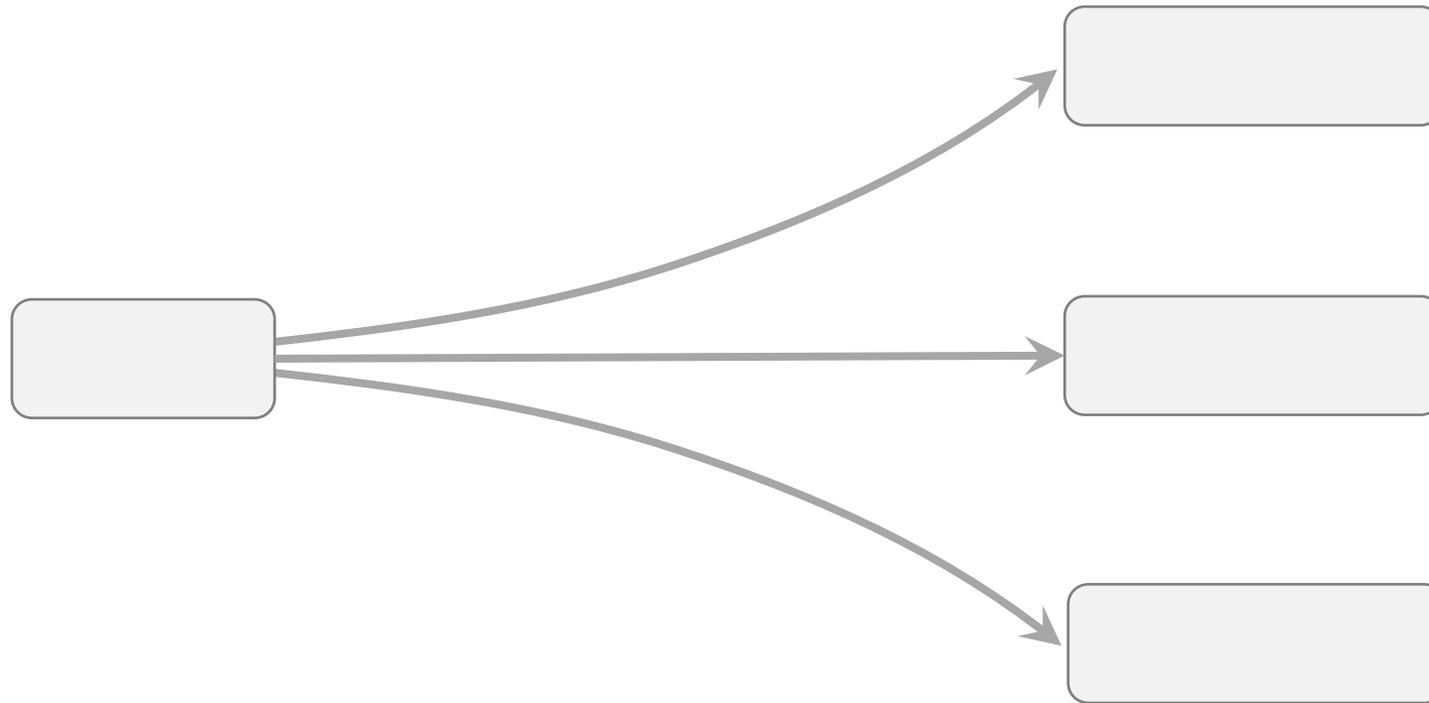
The Philosophy Of Care Model Choreography



Entry:

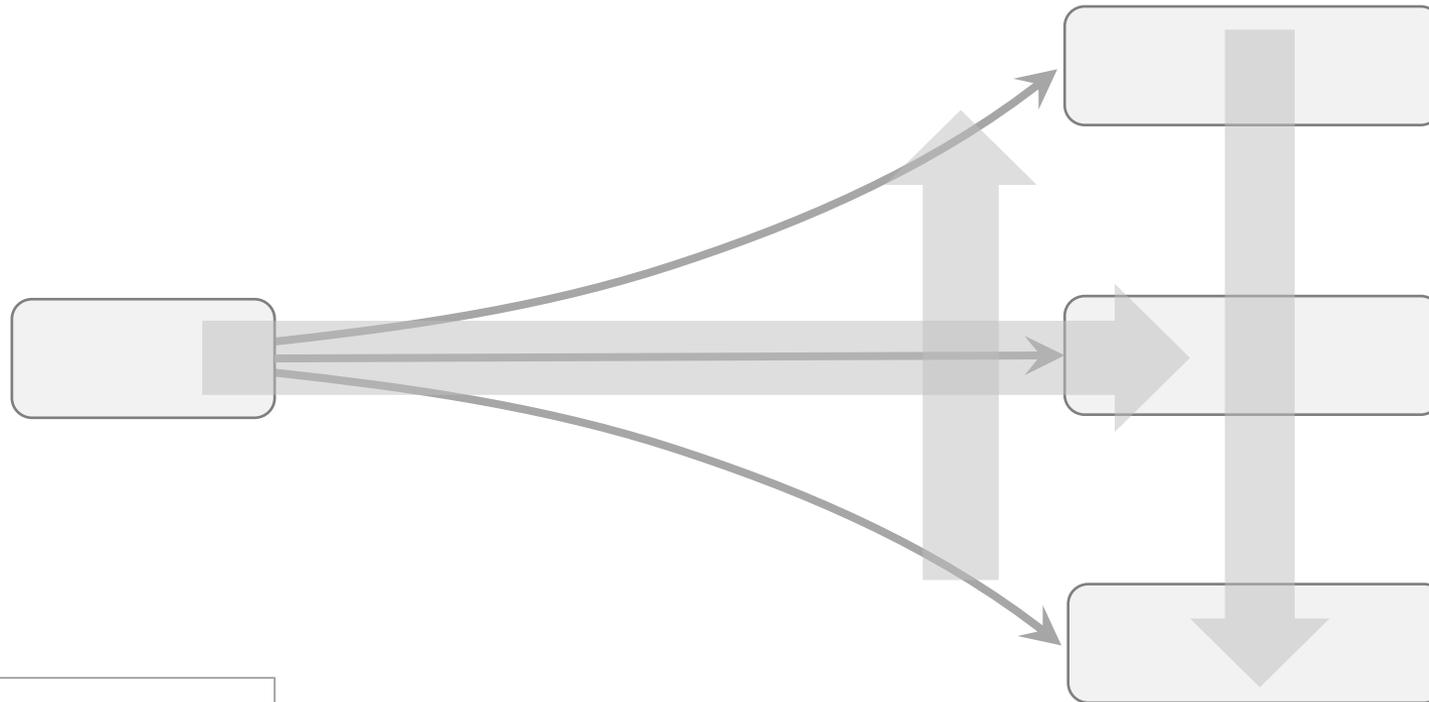
Exit:

The Futures Model

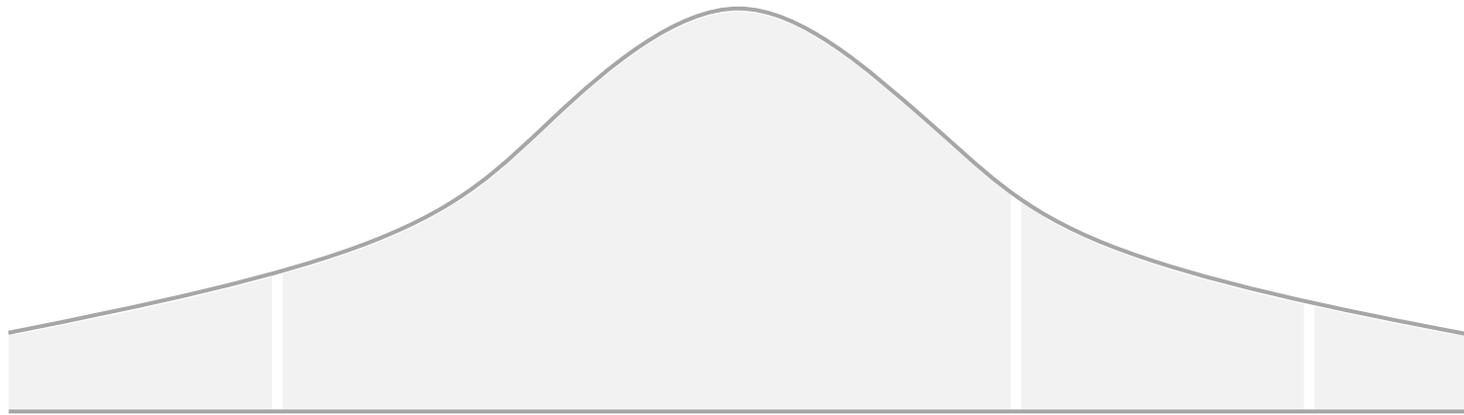


The Futures Choreography

Entry:



Exit:



NOTES
