

THE DENTAL BUSINESS MASTERMIND

MEMBER LEARNING GUIDE

A curated foundation for leadership, ownership,
execution, and lasting practice success.

Required core readings • Recommended library • Podcast learning tracks

HOW TO USE THIS GUIDE

Build the Foundation

The Dental Business Mastermind uses a shared learning foundation to strengthen leadership, business judgment, communication, and practice ownership skills. Complete the five core readings first, then use the recommended books and podcasts as an ongoing resource library.

CORE VS. RECOMMENDED

The five core books create common language across the group. The remaining titles and episodes are suggested resources to select based on your current goals, challenges, and stage of ownership.

Core Readings

1	The E-Myth Revisited Michael E. Gerber
2	The 7 Habits of Highly Effective People Stephen R. Covey
3	Good to Great Jim Collins
4	The New One Minute Manager Ken Blanchard and Spencer Johnson
5	Extreme Ownership Jocko Willink and Leif Babin

What this learning path develops

Leadership Build trust, accountability, and a strong team culture.	Ownership Thinking Understand systems, strategy, and business fundamentals.
Execution Turn priorities into repeatable action and measurable results.	Communication Improve patient conversations, team alignment, and influence.

RECOMMENDED LIBRARY

Leadership & Culture

Develop self-awareness, accountability, communication, motivation, and the ability to build a healthy team culture.

Failing Forward John C. Maxwell	Servant Leadership Robert K. Greenleaf
The Dichotomy of Leadership Jocko Willink and Leif Babin	Crucial Conversations Kerry Patterson, Joseph Grenny, Ron McMillan, and Al Switzler
How to Win Friends and Influence People Dale Carnegie	Leadership and Self-Deception The Arbinger Institute
The Outward Mindset The Arbinger Institute	The Anatomy of Peace The Arbinger Institute
The 21 Irrefutable Laws of Leadership John C. Maxwell	The Nordstrom Way Robert Spector and Patrick D. McCarthy
Raving Fans Ken Blanchard and Sheldon Bowles	The Fred Factor Mark Sanborn
Drive Daniel H. Pink	Men Are from Mars, Women Are from Venus John Gray

RECOMMENDED LIBRARY

Strategy, Systems & Execution

Strengthen strategic thinking, operational discipline, financial literacy, productivity, and the ability to execute consistently.

Purple Cow Seth Godin	The Checklist Manifesto Atul Gawande
The 4 Disciplines of Execution Chris McChesney, Sean Covey, and Jim Huling	Rich Dad Poor Dad Robert T. Kiyosaki
The 4-Hour Workweek Timothy Ferriss	The Goal Eliyahu M. Goldratt
Sell or Be Sold Grant Cardone	Think and Grow Rich Napoleon Hill
Eat That Frog! Brian Tracy	The 10X Rule Grant Cardone
The Paradox of Choice Barry Schwartz	The Ultimate Sales Machine Chet Holmes
The Personal MBA Josh Kaufman	30 Days to a More Powerful Business Vocabulary Dan Strutzel
Built to Last Jim Collins and Jerry I. Porras	Deep Work Cal Newport

RECOMMENDED LIBRARY

Dental Ownership & Personal Growth

Use the dental-specific resources to sharpen ownership decisions and practice operations. Use the personal-growth library to build resilience, perspective, and sustained performance.

Dental Practice Ownership & Growth

Dental Practice Hero Paul Etchison	Pillars of Dental Success Mark Costes
The Practice Whisperer Dr. Travis Campbell	Scott Leune’s Guidelines Breakaway Seminars
Crush Your First Year of Ownership Derek on Dental Town	Isn’t It Wonderful When Patients Say “Yes”? Paul Homoly
Choosing the Right Practice Location Jamie Amos	How to Build the Dental Practice of Your Dreams in Less Than 60 Days Dr. David Moffet
By the Numbers Addison Killeen	The Startup Dentist Stephen Trutter

Mindset & Resilience

Relentless Tim S. Grover	Grit Angela Duckworth
The Obstacle Is the Way Ryan Holiday	Can’t Hurt Me David Goggins
Endurance Alfred Lansing	Ego Is the Enemy Ryan Holiday
Stillness Is the Key Ryan Holiday	

LISTEN AND APPLY

Podcast Learning Tracks

Use the playlist as a practical complement to the reading library. Episode titles below are clickable in the PDF and Word versions.

TLP Podcast for Dentists

EPISODE / RESOURCE	LINK
TLP Episode 4 - Can You Produce More in Less Time at the Office?	LISTEN
TLP Episode 19 - Your Case Presentation and a Disease Costing You Millions	LISTEN
TLP Episode 20 - Hiring: Building the Right Team for Your Dental Practice	LISTEN
TLP Episode 23 - Front-Loading Your Career and Life	LISTEN
TLP Episode 24 - Culture and Leadership	LISTEN
TLP Episode 31 - Polish	LISTEN
TLP Episodes 37-38 - The \$10,000 Day, Parts 1 and 2	LISTEN
TLP Episode 49 - Team Training Series, Part 1	LISTEN
TLP Episode 50 - Team Training Series, Part 2	LISTEN
TLP Episode 51 - Team Training Series, Part 3	LISTEN
TLP Episode 62 - Relational Currency: How to Zag When Everyone Else Is Zigging	LISTEN
TLP Episode 63 - The 80/20 Rule: Narrow Your Focus	LISTEN

TLP Mini-Series

Episodes 77-87

Episodes: [77](#) | [78](#) | [79](#) | [80](#) | [81](#) | [82](#) | [83](#) | [84](#) | [85](#) | [86](#) | [87](#)

PODCAST LEARNING TRACKS

Shared Practices & Dental Podcasts

Shared Practices

EPISODE / RESOURCE	LINK
Season 2, Episode 43 - Growing a Sample Practice with Dr. Graham Dersley	LISTEN
Shared Practices 1-1	LISTEN
Shared Practices 1-4	LISTEN
Shared Practices 1-14	LISTEN
Shared Practices 1-15	LISTEN
Shared Practices 2-4	LISTEN
Shared Practices 2-6	LISTEN
Shared Practices 2-7	LISTEN
Shared Practices 2-8	LISTEN
Shared Practices 3-8	LISTEN
Shared Practices 3-9	LISTEN
Shared Practices 4-3	LISTEN
Additional Shared Practices Episode	LISTEN

Additional Dental Business & Practice Resources

EPISODE / RESOURCE	LINK
Dentalpreneur Episode 1279 - Systemization in the Trenches	LISTEN
Dental Practice Heroes - Maximizing Your Potential: The Value of Continuing Education in Dentistry	LISTEN
Dentalpreneur Episode 1792 - Scaling a Multimillion-Dollar Business	LISTEN
Dental Success Network - Additional Resource	LISTEN
Dental Practice Heroes - Additional Episode	LISTEN

SUGGESTED RHYTHM

Turn Learning Into Action

The value of this library comes from applying one idea at a time. Use a simple rhythm that keeps learning practical and connected to your current goals.

1

Complete the core foundation

Read the five core books to establish the shared language used throughout the mastermind.

2

Choose the next priority

Select one recommended resource that directly addresses your most important current challenge.

3

Listen weekly

Use commute, workout, or administrative time to complete one podcast episode each week.

4

Capture one action

Write down one decision, system, conversation, or behavior you will implement.

5

Bring it to the group

Share the insight, the action taken, and the result so the entire mastermind can learn.

ONE IDEA. ONE ACTION. ONE RESULT.

The goal is not to consume every resource quickly. The goal is to consistently convert high-quality ideas into better leadership, stronger systems, and a healthier dental practice.

THE DENTAL BUSINESS MASTERMIND

Learn deliberately. Lead humbly. Build wisely.