





# THE PARAGON PROGRAM™ **Longboat Key** **National Study Club**

We are approaching one of our favorite times of the year...our Longboat Key National Study Club™. Come join us as we celebrate our 37th year on Florida's beautiful Gulf of Mexico shore Wednesday, June 19 through Friday, June 21, 2024. It doesn't matter if this will be your first time with us or if you have been before, you will be in for a few surprises this year as we come together for our Longboat Key National Study Club.

## **LONGBOAT KEY CLUB**

220 Sands Point Rd. | Longboat Key, FL 34228  
855-314-2619 | [longboatkeyclub.com](http://longboatkeyclub.com)

\*All suite accommodations have full kitchens, washers and dryers. If you want to stock up on food or beach supplies, there is a Publix grocery store within 3 miles of the resort.\*

*Deluxe Bedroom Suite Beach View \$704*  
*Double Room Beach View \$344*  
*Junior Suite Beach View \$386*  
*King Room Beach View \$344*  
*1-Bedroom Suite Beach View \$429*  
*2-Bedroom Suite Beach View \$662*

You may book your room reservations by contacting the Longboat Key Club Resort at 855-314-2619. Be sure to mention Paragon Management when calling. Accommodations and rates are available on a first-come, first-served basis until May 17, 2024. We have been informed rooms at the resort are going fast.



# National Study Club

With over 400 acres of gorgeous lawns and white beaches, a golf course, tennis courts, a spa and several restaurants, The Resort at Longboat Key Club offers guests a relaxing vacation without needing to venture far off the property.





# You Don't Want to Miss This

## OUR MEETINGS

Our business meetings will be held Wednesday through Friday from 8:00 A.M. to 12:00 Noon at the Harborside Ballroom. Please note: the meeting room is offsite about 3 miles from the main lodging at the resort. A light breakfast and coffee will be available prior to our meetings. Nice, casual attire is appropriate for the meetings (shorts are fine). It can be cool in the morning so bring a sweater or jacket. Please come prepared to introduce yourself, your team and your practice and bring a pearl. This is your chance to get creative; some have done video introductions that are very cool.

We are bringing Success to you with this year's theme "I am Success"! We are thrilled to have Kristie Boltz speak on Friday on Marketing is a TEAM SPORT. You don't want to miss this!

## KRISTIE BOLTZ

Chief Marketing Officer. Strategist. Coach. Baker. Cyclist. Cancer slayer. Philanthropist. Kristie Boltz is on a mission to make everyone she interacts with become a better version of themselves. She creates marketing strategy that improves ROI and trains dental teams to execute on that strategy daily without being overwhelmed. As a result of her work, dentists often say that the quality of their new patients improves and marketing is now a part of their practice culture. After hearing Kristie's message, you'll feel like someone gave you a Wonder Woman cape and the power to set the world on fire.





## WEDNESDAY, JUNE 19, 2024

8:00 A.M.- 10:00 A.M.

### MEETING PEARLS & INTRODUCTIONS

Please come prepared to introduce yourself and your practice. This is your chance to get creative; in the past some have put together some really great video introductions. Also come prepared to share a few pearls with the group. A pearl is something that you have found has worked well within your practice, that would be helpful to share with other practices.

10:00 A.M.- 10:30 A.M.

### BREAK

11:00 A.M.- 12:00 NOON

### MEETING PEARLS & INTRODUCTIONS CONTINUED

6:00 P.M.

### WELCOME RECEPTION

This one-hour reception will be held at Barefoots near the pool (weather permitting). Feel free to make dinner reservations after 7:00 PM.

## THURSDAY, JUNE 20, 2024

6:30 A.M.- 7:30 A.M.

### BIRD WATCHING

Please join Pam and David Runkle for early bird watching; meet at the beautiful South Lido County Park.

8:00 A.M.- 10:00 A.M.

### MEETING PEARLS & INTRODUCTIONS CONTINUED

10:00 A.M.- 10:30 A.M.

### BREAK

10:30 A.M.- 12:00 NOON

### 60-IN-60

Paragon's Consultants have over 100 years combined experience consulting in the dental profession in over 30 states. They will share the Greatest Dental Pearls from the Year.

2:00 P.M.

### SANDCASTLES

Our most anticipated activity has always been sandcastles! If you've participated in the past, you know why. It's your opportunity to get creative, so let's see what you've got! Paragon will provide all the necessary tools.





**FRIDAY, JUNE 21 2024**

8:00 A.M.

## **AWARDS & RESTAURANT REVIEWS**

9:15 A.M.- 10:00 A.M.

## **MARKETING IS A TEAM SPORT KRISTIE BOLTZ**

Are you and your team tired of the wrong kind of patients? Do you want more of the high-value patients? The ones who say yes, show up, and make practicing dentistry fun? Kristie will teach your team seven simple and sustainable ways to make it happen! Get Ready to Move and Think! This is not a lecture. It's a workshop! Through interactive sessions, you and your team will explore how to engage in marketing activities that attract and retain high-value patients! It's not about writing a bigger check to a different marketing company, spending more money with Google, or doubling your number of reviews. The best marketing strategy for your unique practice is one that is simple, sustainable and not the sole responsibility of the doctor or office manager. This course is geared towards the entire team! Both experienced dentists looking to refine their current marketing strategies and new practitioners who are ready to take their practice's marketing efforts up a notch will find this one of the best workshops they have attended!

10:00 A.M.- 10:30 A.M.

## **BREAK**

10:30A.M.- 11:45 A.M.

## **MARKETING IS A TEAM SPORT KRISTIE BOLTZ**

This presentation continues.

11:45 A.M. - 12:00 NOON

## **GROUP PHOTO**

Make sure to sport your Paragon t-shirt for our group photo!

8:00 P.M.- 9:30 P.M.

## **LAST CALL**

Join us for last call as we celebrate the week at the Ritz Carlton in Sarasota.





## OUR GROUP

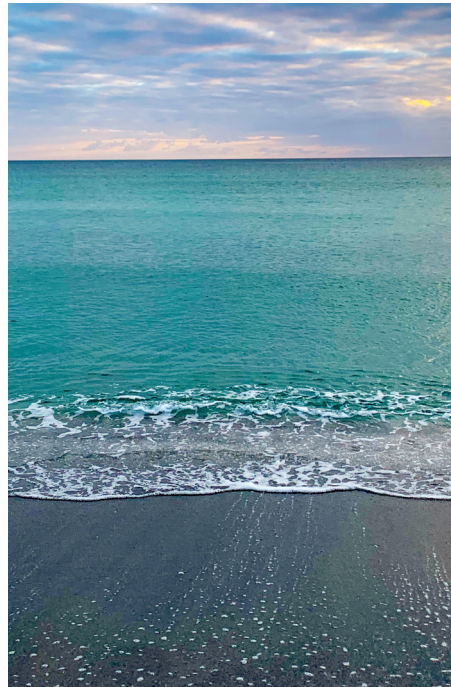
Honestly our group is full of some of the most engaging, fun and carefree individuals you could ever want to be around. Imagine the white crystal sand beach, warm sun and fun team building activities. Why would you not make plans to come? All of our activities are family friendly and your family is more than welcome to join us. Paragon will take our group photos at the breaks of our meetings. This a great time to wear your matching practice shirts or attire and get a great team photo to display in your practice. We will take our group picture after our meeting on Friday wearing our t-shirts!

## TRAVEL SUGGESTIONS

- All people traveling together have each other's cell phone numbers, and each person has a paper copy of flight itinerary, hotel confirmation numbers, etc.
- Discuss how to get boarding passes, what documentation is needed by the airline, etc.
- HAVE A PLAN- expect the best/ prepare for the unexpected, such as: if your flight is delayed or cancelled, the hotel doesn't have your reservation number, rental car agency doesn't have your reservation, or someone in the group gets lost, delayed or doesn't show up on time, etc.

## PRE-MEETING

This is going to be a great trip for everyone involved. Experience tells us offices that hold a pre-Longboat Key staff meeting have the best trips. A pre-trip meeting gives you the opportunity to express your expectations, guidelines, and any other corporate policies that need to be addressed (alcohol, dress code, curfew, etc.).





# Longboat Key Restaurants

## SARASOTA

### BOCA SARASOTA

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Hip American Restaurant  
19 S Lemon Ave  
Sarasota  
941-256-3565

### JACK DUSTY

\$\$\$

Seafood  
1111 Ritz Carlton Dr  
Sarasota  
941-309-2266

### MEDITERRANEO

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Italian Cuisine downtown  
1970 Main St  
Sarasota  
941-365-4122

### OPHELIA'S ON THE BAY

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Seafood  
9105 Midnight Pass Rd  
Sarasota  
941-349-2212

### FLEMING'S PRIME STEAKHOUSE + WINE BAR

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Prime Steakhouse & Wine Bar  
2001 Siesta Dr  
Sarasota  
941-358-9463

## LONGBOAT

### EUPHEMIA HAYE RESTAURANT & LOFT

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Continental Cuisine  
5540 Gulf of Mexico Dr  
Longboat Key  
941-383-3633

### HARRY'S CONTINENTAL KITCHENS

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Traditional American fare  
525 St Judes Dr  
Longboat Key  
941-383-0777

### CHART HOUSE

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Steak, Seafood & A view  
201 Gulf of Mexico Dr  
Longboat Key  
941-383-5593

### DRY DOCK WATERFRONT GRILL

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Waterfront Seafood Restaurant  
412 Gulf of Mexico Dr  
Longboat Key  
941-383-0102

### BEACH BISTRO

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American Cuisine  
6600 Gulf Dr  
Holmes Beach  
941-778-6444

## ST. ARMONDS

### COLUMBIA RESTAURANT

\$\$

Spanish, Cuban & American  
411 St. Armands Circle  
Sarasota  
941-388-3987

### SHORE ST. ARMANDS

\$\$

Local Craft Specialties  
465 John Ringling Blvd #200  
Sarasota  
941-296-0301

### TOMMY BAHAMA

\$\$\$

Tropical Themed Dining  
300 John Ringling Blvd, Ste 137,  
Sarasota  
941-388-2888

### BLU KOUZINA

\$\$

Greek & Mediterranean  
25 N Blvd of the Presidents  
Sarasota  
941-388-2619

### CRAB & FIN

\$\$\$

Pasta & Seafood  
420 St Armands Cir  
Sarasota  
941-388-3964