



Speaker

Packet



Marni Blythe

Bringing Culture, Practice Management,
Leadership Skills and Emotional Intelligence
Training to the Forefront of Dental Care

Hello there!

I'm thrilled to have the potential opportunity to speak to your group.

With over 20 years of experience and a track record of five-star reviews, I am a seasoned entrepreneur, consultant, C-suite executive, integrator, and speaker at local, regional, and national levels. I bring a wealth of knowledge and insights to share with your practice clients.

I add tremendous value to leaders and practice teams in the categories of:

- Practice Evolution: Cultivating Innovation & Culture in Dentistry
- Emotionally Intelligent Smiles
- The Hidden Math Behind a Thriving Dental Practice
- Crucial Conversations & Conflict Resolution

In the following packet, you'll see all the various programs I offer.

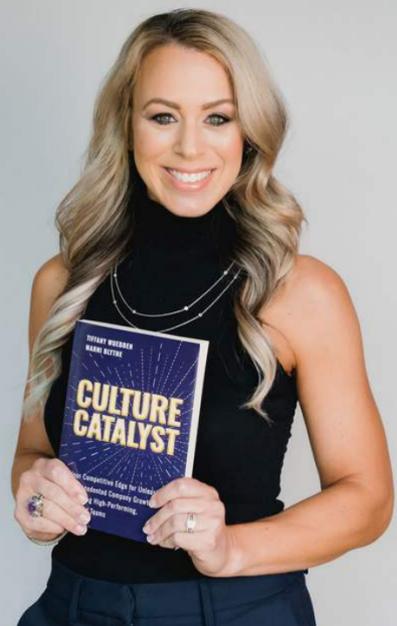
I'm looking forward to further discussion on this.

With gratitude,

Marni



Marni Blythe | CEO, Full Pocket, Inc. | Co-author, Culture Catalyst | Co-owner, Lead360 Academy



Marni Blythe is on a mission to elevate dental practices from the inside out. A former C-suite executive turned serial entrepreneur, she brings 20 years of experience in healthcare, marketing, and business strategy to every client engagement.

As CEO of Full Pocket, Inc., co-author of her new book, *Culture Catalyst*, and co-owner of Lead360 Academy, Marni equips dental teams to lead boldly, communicate clearly, and build workplaces where people want to work—and patients want to stay.

Ten years ago Marni discovered her super-power: integration. Acting as the behind-the-scenes force for visionary dentists, she turns big ideas into concrete results through strategic planning, compassionate leadership, and a proprietary integration framework built specifically for the unique time pressures and stress points of busy practices. The outcome is measurable growth, reduced chaos, and resilient, high-performing teams.

Full Pocket Coaching delivers customized consulting, leadership courses, keynote speaking, and fractional C-suite services to independent dental offices and DSOs. Trained as an EOS® Implementer, Marni quickly recognized where classic business systems fall short in dentistry—so she engineered a proven model that streamlines operations, aligns teams, and retains top talent.

Before launching Full Pocket, Marni founded multiple ventures—including an 8,000 sq. ft. fitness center that grew to 1,000+ clients, 30 staff, and 150 classes per week—and led Fortune 100/500 accounts at premier New York City agencies after graduating from NYU.

Unapologetically bold yet deeply compassionate, Marni blends strategic rigor with emotional intelligence to help dental leaders connect culture with strategy—and success with soul.





Providing Fractional C-Level Services to the Dental Industry

We drive growth, efficiency, and foster a healthy team through your practice's operations. By joining your leadership team on a part-time basis, we offer unwavering support and strategic guidance, empowering you to achieve exceptional progress in executing both your short-term and long-term goals.



Dr. Mark Scurria



"Marni Blythe, principal of Full Pocket Coaching, is so amazing that I hired her three times!"



Why Choose Us

For the past five years, we have collaborated with numerous dental and medical offices, delivering unparalleled relief and leveraging over 20 years of expertise in team leadership, process enhancement, and operational optimization. Our fresh perspective and innovative strategies elevate the overall performance of practices, resulting in heightened productivity, superior patient outcomes, and enhanced financial success.



Drive Traction & Accountability

We implement powerful processes and systems that ensure your most critical annual and quarterly priorities are achieved, driving overall success for your practice. Our focus on traction and accountability guarantees that your goals are not just set but accomplished, leading to sustained growth and excellence.



Increase Profitability

P&Ls tell what happened whereas our proprietary scorecard gives you a weekly pulse on what's happening resulting in higher collections.



Retain Staff

Our proprietary operating system builds in emotional intelligence training & staff appreciation and retention and encourages transparent communication.



Marni Blythe
Marni@FullPocketCoaching.com

646.413.4872
www.FullPocketCoaching.com

GROW CONTINUOUSLY, CONNECT COMPASSIONATELY LECTURES, KEYNOTES, WORKSHOPS AND MORE



Marni Blythe employs innovative and unconventional techniques to help teams overcome obstacles and achieve remarkable outcomes.

Her lectures, workshops, and keynotes are designed to enhance genuine and effective communication skills among professionals.

You can select from her range of presentations on the topics below or get in touch for tailored options suited to your group's needs.



Practice Evolution: Cultivating Innovation & Culture in Dentistry



Emotionally Intelligent Smiles



The Hidden Math Behind a Thriving Dental Practice



Crucial Conversations & Conflict Resolution



Marni Blythe | 646.413.4872
Marni@FullPocketCoaching.com | www.FullPocketCoaching.com

Practice Evolution: Cultivating Innovation & Culture in Dentistry

Lead Boldly. Adapt Quickly. Thrive Collectively.

SUMMARY:

In this course, Marni Blythe, Fractional COO and author of *Culture Catalyst*, reveals how intentional culture design can transform dental practices from the inside out. Participants will learn how to strengthen leadership, accountability, and communication to create a thriving team culture that drives innovation, patient satisfaction, and sustainable growth.

Target Outcome:

Equip dental leaders to confidently lead change, build a high-performance culture, and embed continuous innovation into daily operations—resulting in measurable improvements in team engagement, patient satisfaction, and profitability.



Learning Objectives:

Evaluate their current practice culture using a guided diagnostic tool to identify areas of strength and opportunities for growth.

Recognize how daily behaviors shape culture and how small, intentional shifts can create significant impact on team performance and morale.

Identify and Reframe one culture-limiting behavior within their team and develop a corresponding growth behavior to drive positive change.

Apply leadership strategies that foster trust, adaptability, and accountability within the dental team.

Commit to one actionable change that aligns with their core values and contributes to a healthier, more innovative practice culture.

Practice Evolution: Cultivating Innovation & Culture in Dentistry

Lead Boldly. Adapt Quickly. Thrive Collectively.

Format

Interactive virtual or in-person workshop (ideal for leadership teams & high-potential emerging leaders in independent dental practices)



Immediate Takeaway Tool

Practice Culture Snapshot

A printable worksheet that includes:

- A 5-minute culture diagnostic tool
- Practice culture flip map

Strategic Alignment

Empowerment:

Provides leaders tools to lead without micromanaging

Measurable Change:

Every activity connects to KPIs (culture, profitability, patient satisfaction)

Team Cohesion:

Builds trust and co-ownership of culture

Profitability & Satisfaction:

Innovation huddles target systems that drive both financial and patient experience metrics

“Your culture is already designing your outcomes. Is it doing it by default—or by design?”

“Innovation isn’t a department—it’s a mindset your entire team can practice in 15 minutes a week.”

“Change doesn’t have to be disruptive. Learn how micro-innovations can transform your practice without drama.”

“Want to build a team that embraces change instead of fearing it? Start here.”

“The dental practices of tomorrow aren’t just efficient—they’re adaptable. Learn how to evolve.”

Duration: 90 minutes



Marni Blythe
Marni@FullPocketCoaching.com

646.413.4872
www.FullPocketCoaching.com

Bulletproof Mindset: The Winning Formula

5 Steps to Unshakable Mental Resilience and Performance for Dental Professionals

SUMMARY:

In dentistry, technical skill matters — but mindset determines success. Bulletproof Mindset: The Winning Formula gives dental professionals seven practical strategies to build resilience, emotional control, and mental focus. Participants learn how to stay calm under pressure, communicate with confidence, and lead themselves and their teams with strength and intention — even on the hardest days.

Target Outcome:

Empower dental professionals to build emotional resilience, regulate stress, and sustain high performance through mindset mastery — creating a calmer, more cohesive, and patient-centered practice environment.



Learning Objectives:

Apply Radical Acceptance and Emotional Regulation to reduce stress, stay composed, and respond intentionally during high-pressure moments.

Protect Joy and Maintain Boundaries to prevent burnout, safeguard energy, and sustain engagement through demanding days.

Use Radical Forgiveness to strengthen team trust, release tension, and resolve conflict in healthy, forward-focused ways.

Practice Present-Moment Awareness to enhance focus, patient connection, and team communication.

Identify and Reframe Limiting Beliefs to unlock confidence, adaptability, and leadership potential within themselves and their teams

Bulletproof Mindset: The Winning Formula

5 Steps to Unshakable Mental Resilience and Performance for Dental Professionals

Format

Live keynote-style or interactive workshop (ideal for entire dental teams — doctors and practice managers)



Immediate Takeaway Tool

“EQ-in-Action Dental Toolkit”

Includes:

- The 5 Steps to a Bulletproof Mindset Guide
- The Resilience Reset Journal

Strategic Alignment

Empowerment:

Equips the leadership team with tools to self-manage under pressure.

Measurable Change:

Reduces burnout, emotional reactivity, and turnover.

Leadership Cohesion:

Strengthens the partnership between doctor and manager to create consistent, values-driven leadership across the practice.

Profitability & Team Stability:

Resilient leaders create resilient teams — improving morale, reducing turnover, and sustaining a thriving culture that directly impacts the bottom line.

Skill gets you started. Mindset keeps you unstoppable.

“You can’t control the chaos — but you can control how you lead through it.”

“A Bulletproof Mindset turns stress into strength and pressure into purpose.”

“Resilience is the new competitive advantage in dentistry.”

“Stay calm. Stay focused. Stay bulletproof.”

Duration: 90 minutes



Marni Blythe
Marni@FullPocketCoaching.com

646.413.4872
www.FullPocketCoaching.com

Emotionally Intelligent Smiles

Building Self-Awareness, Empathy, and Self-Management for Thriving Dental Teams

SUMMARY:

This workshop develops emotional intelligence across the entire team—from front desk to back office. Participants will build core EQ skills like self-awareness, emotional regulation, and empathy to reduce tension, improve communication, and create a more resilient, connected, and patient-focused culture.

Target Outcome:

Develop core emotional intelligence (EQ) skills that foster trust, reduce friction, enhance communication, and elevate patient care and team performance.



Learning Objectives:

Identify their current EQ strengths and blind spots using a rapid self-assessment tool

Apply two self-regulation techniques in high-stress or emotionally charged patient/team interactions.

Demonstrate empathetic communication by practicing a simple listening and rephrasing framework.

Recognize early signs of emotional burnout in themselves and teammates—and take 1 preventive action within a week.

Integrate emotional intelligence into team huddles or 1:1s to strengthen collaboration and morale.

Emotionally Intelligent Smiles

Building Self-Awareness, Empathy, and Self-Management for Thriving Dental Teams

Format

Interactive workshop (ideal for entire dental teams—clinical and administrative)



Immediate Takeaway Tool

“EQ-in-Action Dental Toolkit”

Includes:

- EQ Self-Assessment Scorecard
- The Pause Plan (for self-management during emotional moments)
- Empathy Loop™ script for patient and team communication
- Emotional Triggers Worksheet
- Team Huddle EQ Check-In Prompts

Strategic Alignment

Empowerment:

Builds emotional leadership across all roles—not just top-level leaders

Measurable Change:

Reduces emotional reactivity and communication breakdowns, which impact patient retention and team performance

Team Cohesion:

Elevates psychological safety and interpersonal trust

Profitability & Satisfaction:

Happier teams deliver better patient experiences, which translates to loyalty and growth

“Patients remember how you made them feel. So do your teammates.”

“Sharpening your instruments isn’t enough. Sharpen your emotional intelligence.”

“Culture shifts begin with emotionally intelligent communication.”

“Want less drama and more flow in your practice? EQ is the silent multiplier.”

“You can’t manage time—but you can manage emotion.”

Duration: 90
minutes

Marni Blythe

Marni@FullPocketCoaching.com

646.413.4872

www.FullPocketCoaching.com



The Hidden Math Behind a Thriving Dental Practice

How to Turn Numbers, Leadership, and Culture into Predictable Growth

SUMMARY:

Most dentists are tracking numbers—but few are **leading through them**. In this 90-minute interactive workshop, Marni Blythe—former EOS® Implementer, Fractional COO, and author of *Culture Catalyst*—guides dental owners through a leadership-centered approach to production, growth, and goal achievement. This session reframes numbers as a **leadership tool**, not a source of stress—helping owners build practices that are profitable, resilient, and aligned.

Target Outcome:

Equip dental owners to confidently lead their practice using clear metrics, aligned goals, and emotionally intelligent leadership—resulting in stronger production, healthier teams, and sustainable growth without chaos.



Learning Objectives:

Identify the 5–7 critical metrics that truly drive production, collections, and capacity—moving beyond surface-level P&Ls.

Apply an EOS-inspired weekly scorecard to create clarity, traction, and accountability across the leadership team.

Translate practice goals into executable priorities (Rocks) that align doctors, managers, and teams around shared outcomes.

Recognize how leadership behaviors and culture directly impact production, efficiency, and patient flow.

Lead through hardship and pressure using emotionally intelligent decision-making rather than reactive or fear-based management.

The Hidden Math Behind a Thriving Dental Practice

How to Turn Numbers, Leadership, and Culture into Predictable Growth



Immediate Takeaway Tool Practice Performance & Leadership Scorecard

A printable and digital toolkit that includes:

- A **Dental Practice Scorecard Template** (EOS-inspired, simplified for dentistry)
- “Numbers → Behaviors” Translation Guide
- Quarterly Rocks Alignment Worksheet

Designed for immediate use in leadership meetings the very next week.

Strategic Alignment

Empowerment:

Gives owners and leaders the confidence to lead the business—not just work in it—using clarity instead of control.

Measurable Change:

Every concept ties directly to weekly metrics, Rocks, and behaviors—turning vision into execution.

Profitability Without Burnout:

Aligns production goals with capacity, culture, and communication—preventing growth from breaking the team.

Leadership & Culture Cohesion:

Strengthens alignment between doctor, manager, and team so the practice moves forward together, even under pressure.

Format

Interactive workshop (virtual or in-person; ideal for practice owners, clinical leads, office managers, and emerging leaders)

Identify the vital business analytics that actually drive production and collections

Use a simplified EOS-based scorecard to create clarity, focus, and accountability

Align goals, people, and culture so growth doesn't come at the expense of burnout

Navigate financial and operational hardship with emotional intelligence and decisiveness

Duration: 90 minutes



Marni Blythe | 646.413.4872
Marni@FullPocketCoaching.com | www.FullPocketCoaching.com

Crucial Conversations & Conflict Resolution

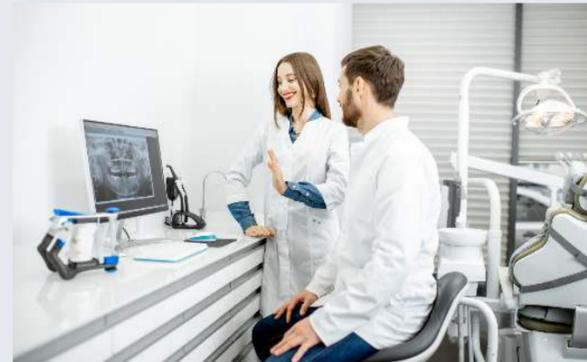
Communicating with Clarity, Confidence & Compassion in High-Stakes Moments

SUMMARY:

Based on the CORE™ Framework, this workshop helps dental professionals navigate high-stakes conversations with clarity and care. From giving feedback to handling performance issues, participants will learn how to manage their emotions, avoid common pitfalls, and address tough topics with courage and compassion.

Target Outcome:

Equip dental professionals with practical tools to navigate high-stakes, emotionally charged conversations—transforming conflict into connection and clarity.



Learning Objectives:

Define what constitutes a "critical conversation" and recognize the top 3 types most often avoided in dental practices.

Apply the CORE Framework to confidently structure and lead a crucial conversation that minimizes defensiveness and maximizes clarity.

Identify at least one of their personal emotional triggers and use a grounding strategy to manage reactivity in real-time.

Distinguish when to avoid, confront, or postpone conflict—and explain why timing is critical to successful resolution.

Demonstrate the use of compassion-driven language (e.g., "Can you help me understand...") to create psychological safety during tough discussions.

Crucial Conversations & Conflict Resolution for Dental Leaders

Communicating with Clarity, Confidence & Compassion in High-Stakes Moments



Immediate Takeaway Tool

“Crucial Conversations CORE Toolkit” Includes:

- CORE Framework script template
- Conflict Style self-check
- Triggers reflection guide
- Sample dialogue template
- Conversation preparation checklist

Available as a PDF download or printed workbook companion.

Strategic Alignment

Empowerment:

Builds confidence in rising leaders to speak up without fear

Measurable Change:

Leads to less gossip, more ownership, faster decision-making

Team Cohesion:

Helps unify practices by breaking down communication silos

Profitability & Satisfaction:

Reduces turnover, boosts morale, and improves patient experience by strengthening team trust

Format

Live keynote-style interactive workshop (ideal for practice owners, clinical leads, office managers, and emerging leaders)

“If you avoid hard conversations, you’re avoiding growth.”

“Most conflict isn’t toxic—it’s unspoken. Let’s fix that.”

“Clarity is kindness. Learn to deliver it with confidence.”

“Transform your culture, one conversation at a time.”

“You can be both compassionate and direct. We’ll show you how.”

Duration: 75 minutes



Marni Blythe | 646.413.4872
Marni@FullPocketCoaching.com | www.FullPocketCoaching.com

RAVE REVIEWS



Dr. Brent Delong
Owner, Gaston Oral & Maxillofacial Surgery

Working with Marni Blythe (Full Pocket Coaching. From day one, Marni quickly identified key areas for improvement and began implementing impactful changes. She introduced structured weekly staff and leadership meetings that have significantly improved communication, accountability, and alignment across our team. Her development and documentation of standardized processes have brought consistency and clarity to our operations, reducing inefficiencies and helping our team work more cohesively.) has been one of the most transformative decisions we've made for our oral surgery practice. As our fractional Chief Operating Officer, Marni brought a level of strategic insight, operational discipline, and leadership that has elevated every aspect of our business.



[Read more reviews](#)



Dr. Mark Scurria
Triangle Restoration Dentistry

Marni Blythe, principal of Full Pocket Coaching, is so amazing that I hired her three times! As a decided DIY business person, I have owned a private prosthodontic practice in Durham North Carolina, Triangle Restoration Dentistry, that has taken great care of our patients for twenty-plus years. After our busiest year ever and having heard Marni speak one time, I knew I needed to engage her.

Quite simply, we needed to take as good of care of our staff as we have of our patients by creating a team environment that is sustainable in terms of staff retention and recruitment for the next twenty years. Marni's deft touch, organizational rigor, and sensible ideas have proven a great match for my team and we are already a more functional and joyful workplace, with new heights to attain and a team aligned to those aspirations.

I referred Marni to a new non-profit dental clinic in Durham North Carolina with which I am affiliated, Local Start Dental, that is focused on tooth replacement services for neighbors in need. Again, Marni's wealth of experience has proven invaluable to the creation of the myriad new systems to be built out in a start-up and directing a marketing approach to our referral partner agencies and practices.

Finally, having seen Marni in action in my current practice and the non-profit, it was an easy decision for my co-founder and me at our Raleigh North Carolina denture focused start-up practice, NewStart Denture + Implant Partners, to engage Marni and Full Pocket to develop our B2B and B2C marketing campaigns. Again, her deep relationships in the industry and understanding of efficient marketing approaches, have been an ideal match for our budget and goals.

Three hires, one person! Marni Blythe and Full Pocket Coaching have been our perfect fractional Operations and Marketing expert at every step.



Dr. Mahmoud Serag

Local Start Dental

As a start up dental practice, Marni had been instrumental in helping us improve our clinic's exposure. She is got a lot of great ideas that helped the clinic improve in regards to patients' flow which helped us to get to our break even point in less than a year. I would highly recommend full pocket coaching.



Dr. Bruce Gray

NewStart Denture & Implant Partners

Marni is the best no other way to put it. She has taken our concerns and issues and made them hers and helped us find a way to get past them and take our office in the direction we wanted. She's become a part of our team and made us feel like family. I simply can't recommend her enough.



Anne Duffy, RDH

CEO Dental Entrepreneur Women

Marni Blythe is the epitome of leadership and emotional intelligence. Her compelling blend of heart and logic is a catalyst for genuine change, paving the way for exponential growth and unparalleled financial success. When Marni speaks, transformation happens. A true powerhouse in the world of leadership expertise.



Dr. Lenise Clifton

Clifton and Mauney

Marni has a way of assessing the strengths and weaknesses of an organization then dialing in her efforts effectively. She has a huge heart and cares deeply for the people she works with. We look forward to continuing to grow with her help and motivation.



Doug Brown

Chairman Dental Innovation Alliances

Marni has been an outstanding resource for our organization. From marketing advice to operational rigor, she has made a huge difference as we build out our platform. Thank you Marni and Full Pocket Coaching!





THANK YOU!

Thank you for the opportunity I look forward to connecting to discussing next steps.



