

PROGRESS

with Michael Bernoff



Dr. Steven Poulos
Finding Joy

Dr. Steven Poulos

Dentist

WIFE
Cathy

CHILDREN
Steven
Michael

HOME
Scottsdale, Arizona



Years ago, Dr. Steve Poulos started on a journey of continuous improvement and change.

His quest began long before he started specifically working on personal development. "Change first came when I realized what I had to do to get into dental school," Steve said. "It involved a lot of discipline and focus." So he rolled up his sleeves and took the necessary steps to ensure that he could pursue an education in dental school.

Steve pushed his discipline and focus even further, taking full advantage of the opportunity to study under a number of highly skilled and successful dentists. He carefully studied the strategies and tactics they used to do their jobs well. He saw what worked and what didn't on the front lines of his chosen career, and applied what he learned to his own practice. Learning from people who have been there, done that is often a smart and efficient way to make positive changes.

It worked! Because of all the forethought he'd put into his dental practice, his business thrived. Year after year, the practice grew and afforded Dr. Steve and his family a lifestyle many people only dream of.

With the results he'd already achieved, Dr. Steve knew that if he continued to learn and grow, things would only continue to get better. With two grown children and a desire to reach the next step, Steve started down a journey of personal development. He learned of a results coach, Michael Bernoff, and

decided to explore the courses he offered. Steve began digging into the areas that weren't working for him, and found new layers of discipline and focus that he could draw upon to make an even bigger impact on his life.

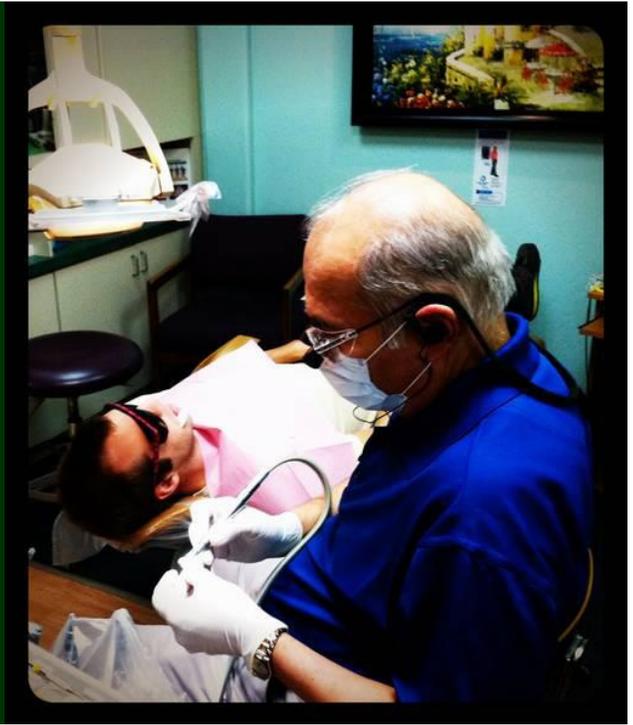
Steve started making small shifts and started seeing results. Now if you were casually observing Steve from the outside, you might not be able to pinpoint anything specific. He wasn't making drastic changes in his personal life and he wasn't revamping his business. He was simply making subtle adjustments to his communication and his decision-making skills. And although you couldn't SEE it...Steve could feel it. And he certainly could see the results in the amazing changes that came in his life...even in areas he wasn't specifically focusing on!

One of the most impactful decisions Steve made was to focus on his health. He made this decision after attending Michael's Core Strength Experience event, where he had an opportunity to really define what he wanted his life to look like. Steve's decision to focus on and improve his health resulted in a loss of 45 pounds!

It was around that time that America, and certainly Steve's home state of Arizona, suffered a huge recession in business and real estate. While many businesses, and dentists for that matter, had to close their doors, Steve continued growing and learning and applying all he learned to his business. His practice not only survived, but continued to grow,

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even during the recession. He was proudly able to stay in the top 3-5% of dentists in the country throughout these financially turbulent years, and increased his practice’s gross income by \$500,000 in a single year!

Steve’s personal success, professional growth, and upward financial health continued...and if you were to ask him why, he would simply tell you it is because he rejected limits and refused to make excuses or accept average results.

What’s really cool about Steve is the quiet influence he has on those around him. As he continued on his own journey, he wasn’t content to keep his results to himself. After seeing massive results in his own life, he developed a passion for helping others to forget about their limits and focus on their potential.

Steve shared that one of the accomplishments he’s most proud of his encouraging his two sons, Steven and Michael, to develop and improve themselves as well. With his encouragement, both of his sons have participated in Michael’s programs and courses, which have benefited their young lives and prepared them for the future. “All the work I’ve done has improved my relationship with my kids. I communicate better with them and am closer to them,” Steve said.

Steve has the drive and passion to help those in need, and his business success has put him in a better position to do just that. His journey of self-development has not just enriched his own life and that of his family - it has enabled him to serve the community as well.

Steve established the non-profit organization, Doctors and Dentists That Care, which provides dental care to the homeless. Last year, Doctors and Dentists That Care provided \$10,000 in free dentistry. In addition, they provided \$30,000 in donated dentistry to the residents of battered women’s shelters. Now he’s working to set up a mentoring program for dentists and other professionals, to provide the next generation with the valuable opportunities that helped him get ahead.

“One lesson I’ve learned is to decide on an outcome and focus on getting that result,” Steve said. “That’s one of the biggest ideas I took away from attending Core Strength Experience.” By focusing on the completion of the action he decides to take, he has continued to see amazing results in his life.

Steve added that “The most important thing is finding joy in what you are doing.” After making so many sacrifices through the early years of his business...it’s paid off. Those hard-learned lessons, combined with his new enthusiasm for personal development have given him the skills and tools that allow him to enjoy working toward and achieving his daily, weekly, and monthly goals.

Steve is passionate about continuing to become an even better version of himself. “Each time I attend a personal development event, I get a kick, stimulation, and insight,” he reflects. Now he isn’t surprised when great things happen, he simply expects it. “Almost anything the mind can believe and conceive, it can achieve.”

Thoughts from Michael

on Finding Joy

Having gone through the immense challenges of dental school and building his own successful practice, Steve knows all about hard work. He also understands the importance of being able to adapt and change whenever life tosses us a curveball. And early in his education, he found that learning from the examples set by other successful dentists gave him an advantage when it came to achieving his goals. So when Steve began coaching with me, he was already primed and prepared to transform his life.

Considering the level of focus, drive, and success that Steve had already achieved, you might wonder what he had to work on in the first place! Yet wise people like Steve know that you can never know or learn too much. There is always another level of confidence, another level of success, and another level of joy you can achieve. While he was happy and successful, he wanted to find new ways to improve his relationships, his health, and his business. Even though he had figured out so much on his own, Steve looked for ways to improve...and the rewards he reaped from doing so was tremendous.

Now that's success.

Steve isn't the kind of guy to kick back and get lazy when he achieves a goal. He stays focused on accomplishing a lot more for the future, from expanding his practice and non-profit organization, to establishing a mentoring program for medical professionals. How many people do you know who have it in the back of their mind that they will help others "later" when they are retired, or when they have "enough" money, or when they have "more" time? Steve didn't wait for that day...he integrated his passion to help others into his daily life. His values are clear. He values health, he values decision making, he values his relationships, and he certainly values assisting others to do the same. All of this has brought him to a meaningful way to give back to the community for many years to come.

Now that's progress.

Ready to begin really living your life?

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