

## *Farewell to Negative Thoughts*

by Holly Anne Mitchell



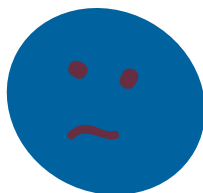
When I was twenty-five years old,  
I read *“What to Say When You Talk to Yourself”* by Shad Helmstetter, Ph.D.  
I considered myself pragmatic, not exactly woo-woo or yogi, and although  
it seemed far-fetched that simply repeating something could make it  
come true, I was willing to give this positive self-talk a good college try.  
The results were astounding.



I was never a morning person. I always woke up groggy and needed coffee before I could put a sentence together. Luckily, I managed a dental practice that allowed me to work an eleven-to-nine shift; otherwise I would have been totally screwed. So, when I came across a chapter on mental energy, I decided to change my morning mantra from “I’m so tired” to shouting “I’m up! I have all the energy in the world to do what I’m about to do and I’m excited!” My neighbors must have thought the cheese had slid off my cracker, but every day for a week I set my alarm for six o’clock so I could go to the gym before work (which I’d never seemed to have had the energy to do). Each day I jumped out of bed before I knew what was happening and shouted my morning energy self-talk. Fast forward to now, I wake up seven days a week at five o’clock, energized, and ready to do my best work in the morning.

This practice was the first time I was introduced to self-hypnosis, and it changed my life in small ways and big ways. Helmstetter writes, “*The brain simply believes what you tell it most. And what you tell it about you, it will create. It has no choice.*”

If you listen to the patterns of your thoughts, you’ll find a few holes in your energy bucket, stealthily draining you throughout the day. The “negative” thoughts aren’t “bad” or “good.” Some have been there to keep you safe, to keep you on the road, and to keep you from falling into a ditch if you’re not careful. They’ve gotten you this far, but you can’t take them with you where you’re going. Judgment, fear, doubt, and guilt are mean and mighty guard dogs. But you don’t need them anymore. You’re a big dog now, and you have other tools to help you succeed.



Think of negative thoughts as energy vampires, hypnotizing your brain into following their every command. How do we evade these vampires? No need for garlic, silver bullets, or wooden stakes. A simple process called WTF will do the trick. (WTF? Yep.)



**W – Welcome the negative thought.** It’s an old friend stopping by for a cup of tea, always trying to give you advice you didn’t ask for.

**T – Thank the friend for opinions and advice.** As irritating as they might be, they’re coming from a place of concern, so you can express your gratitude without having to follow their lead.

**F – Farewell.** Just as your friend can stop by and eat all your cookies, they also get to leave. This is your house, so bid them farewell, until they decide to stop by again.

How can you use this in the dental practice? Whether you hear negative self-talk inside your head, or from a co-worker, reframe the situation to move the mindset to solutions, possibilities, and inspiration for a co-creative culture. Instead of telling yourself you don’t have the time or resources, or something won’t work, or no one listens, try inventing ways to simplify the process and amplify the results. Assess what you’ve learned and look for ways to improve management skills and communicate more effectively for greater impact.



### Make friends with your inner dialogue

Rather than getting irritated by a negative thought, or judging yourself for still having it, instead you can **WTF (Welcome, Thanks for your concern, Farewell for now)**. You are not the thought. The thought is a meddling friend only here for a visit and will leave soon enough. (Believe me, I get it. After five years of therapy when my old shadows creep back, I hear myself say, “*What are you doing here? I thought I vanquished you.*” Sigh. Ok. I still have healing and growing yet to do.)

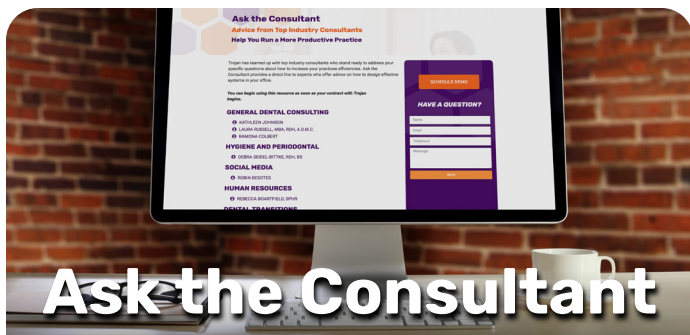
Can you have a bit of fun and humor when it comes to your neuroses? If you start to see them as characters in your own internal play that you’re directing, even the dark stuff can seem a bit lighter. I know it does for me.

*Sending warm thoughts  
and wishing you well!*



**Holly Anne Mitchell** is the Founder of the **LeadWell Network**, a certified hypnotist, keynote speaker, master practitioner in neurolinguistic programming, life and business coach in the dental industry.

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## Ask the Consultant

**Q:** Which code should be used to restore a molar crown after a root canal therapy, D2391 or D2950?

**A:** The code depends on the type of crown.

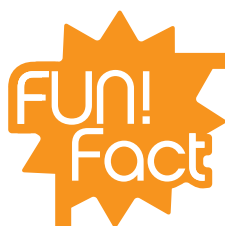
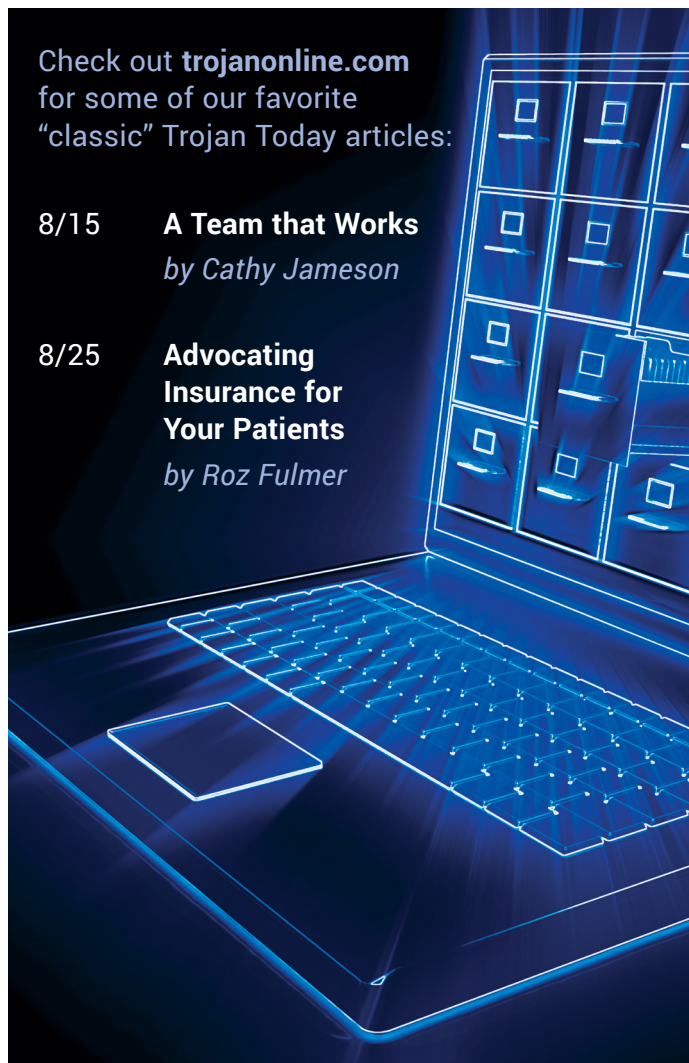
- D2720** Crown-Resin with High Noble Metal
- D2721** Crown-Resin with Predominantly Base Metal
- D2722** Crown-Resin with Noble Metal
- D2740** Crown-Porcelain/Ceramic Substrate
- D2750** Crown-Porcelain Fused to High Noble Metal
- D2751** Crown-Porcelain Fused to Predominantly Base Metal
- D2752** Crown-Porcelain Fused to Noble Metal

Response provided by [Ramona Colbert](#).

Check out [trojanonline.com](http://trojanonline.com) for some of our favorite "classic" Trojan Today articles:

8/15 **A Team that Works**  
by Cathy Jameson

8/25 **Advocating Insurance for Your Patients**  
by Roz Fulmer



The lifespan of a taste bud is about 10 days.  
The five known tastes detected by taste buds are:  
Sweet, Sour, Bitter, Umami, and Salty.



**SWEET**



**SOUR**



**BITTER**



**UMAMI**



**SALTY**



## Service Savvy

# Updating Trojan Plans in *Practice Works*

## DOWNLOADING TROJAN BENEFITS FOR *PRACTICE WORKS*

*(Trojan recommends you update once per week.)*

- Double-click the **Trojan Communicator** icon. Your download will begin.
- The file transfer status screen shows the progress as each file downloads. The time remaining is indicated.
- When the download is complete, a screen with two options appears:  
Click **Option 1) Click here to minimize this program.**
- This minimizes the **Trojan Communicator** program allowing you to update benefits in your *Practice Works*.

If you are unable to run the Trojan Data Update now, please call Software Support. **DO NOT DOWNLOAD A SECOND TIME!**

## UPDATING THE BENEFITS IN *PRACTICE WORKS*

The steps are minimal to update your *Practice Works* system.

- Be sure all users are out of the **Trojan List**. (They can still work in *Practice Works* on other computers.)
- Double click the **Trojan Data Conversion** icon. (If you do not have this icon on the Windows desktop, you can click **Start, Programs, Practice Works, Trojan, Trojan Data Conversion.**)
- Click **Run Conversion** at the bottom to start the downloaded files processing.
- Click **OK** when the update is complete.

You have now completed updating your *Practice Works* with the latest Trojan benefits.  
Users may use Trojan again.

## COMPLETING THE PROCESS

- Click on the **Trojan Communicator** that you minimized at the beginning of the process.
- Select **Option 2) Click here only after you have processed the Trojan update.**
- Confirm that you have processed the update by clicking **YES**.

If you were unable to process the downloaded files into your *Practice Works*, **DO NOT DOWNLOAD A SECOND TIME!**  
You will have gaps in your data.

***If you have any questions about updates for your office, please call Trojan's Software Support team at 800-451-9723, Ext. 1. We are here to help you Monday through Friday from 6 AM to 4 PM PST.***

## Quote-Worthy



*The positive thinker sees the invisible, feels the intangible, and achieves the impossible.*



— Winston Churchill



## Check it Out!

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### The 2021 Virtual Leadership Conference Designed Specifically for Pediatric Dental Offices

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For more information:

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Links2Success, Insurance Extravaganza 3

NOV. 12-13, 2021

ORLANDO, FLORIDA

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### Mental Wellness Summit December 3-5, 2021

Post-pandemic, frontline workers are at high risk of [secondary trauma](#) and the damaging physical and mental effects that go with it. In the dental industry, anxiety rates for providers were [nearly 40% pre-pandemic](#).

[Since COVID-19, one study shows anxiety for dentists at 71% and depression at 60%.](#) In addition to the mental wellness of the providers, their families have also been affected.

This multi-sensory, family-friendly continuing  
education event takes place on Zoom.

FMI: [dentalavengers.com](https://dentalavengers.com)



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— AW, Bookkeeper



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