

# LIVING LIFE Smiling

UNDERSTAND HAPPINESS, EXPERIENCE  
MORE JOY, AND HELP YOURSELF  
& THOSE AROUND YOU WIN!

TONY JEARY — THE RESULTS GUY™  
& DARYL HOLMES, B.D.Sc.



PUBLISHING

**1300** **S****M****I****L****E****S**  
*Dentists*

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# CONTENTS

Introduction	4
<b>SIGNIFICANCE</b>	10
<b>MONEY</b>	15
<b>INSPIRATION</b>	19
<b>LIFESTYLE</b>	25
<b>ENGAGEMENT</b>	32
<b>SUCCESS</b>	37
About the Authors	40

# INTRODUCTION

FOLKS are usually about  
as happy as they make  
up their minds to be.

—ABRAHAM LINCOLN

Have you ever known someone who exuded joy and seemed to be smiling every time you came into their presence? In stark contrast, have you known others who seldom appeared to be happy? What makes the difference?

There are no two lives that mirror each other; everyone has their own set of challenges and successes. And yet some seem to find joy in spite of their challenges, and others seem to be unable to find it even in spite of great success.

We have both studied happiness for many years, and we have discovered that there are certain things that can greatly contribute to living a happy and joyful life. Our research, along with our own life experiences, has shown us that happiness is a choice that people elect to bring into their lives despite their circumstances. Let's explore that concept at a high level as we begin our journey together in this book.

## **SMILES**

Before digging deeper into how to cultivate even more happiness, let's examine your current state using a simple Happiness Index. In this book, we will look at five key areas of life that are critical to finding and living a life of happiness. These five areas create the acronym SMILE—Significance, Money, Inspiration, Lifestyle, and Engagement—and then we add another “S” at the end, because all of them together equal SUCCESS.

- S**ignificance: Doing what is most meaningful and matters the most to you
- M**oney: Enjoying cash flow, financial freedom, and giving back to others
- I**nspiration: Having positive emotions and a state of mind that inspires motivation
- L**ifestyle: Living a happy life that includes good habits and intentional actions
- E**ngagement: Being immersed in work, people you love, and enjoying others
- S**UCCESS: Living a happy, fulfilled life with purpose and alignment, and ensuring others win!

Keeping it simple, on the index on the following pages rate your current level of happiness within each of the first five areas from 1–20 (with 20 being the highest). Then total your score to find your starting point.

# Happiness Index

(Rate where you are in each area from 1 to 20, with 20 being the highest.)

Embrace your score—this is an awareness tool, and it isn't an exact science. It's to gain perspective.

This is your starting point. Our desire is that by the end of this journey, you will increase your score by changing some of your thinking and putting into place many of the ideas we will present throughout, and thereby find more of the success you perhaps are looking for. Many of them may be things you are already doing, and that's great. Sometimes validation to continue doing positive things is a great motivator. You may want to incorporate other things to increase your Happiness Index. This is your life to make the most of and to live to its fullest.

# Happiness Index

What	Description	Score
<b>Significance</b>  <b>S</b>	<i>You do what matters most to you. You have alignment of values, and you have clearly defined your purpose and live this purpose intentionally and fully. You have self-acceptance, you focus on your unique strengths, and you have a strong sense of inner peace.</i>	
<b>Money</b>  <b>M</b>	<i>You have cash flow, reserves, financial security, and financial freedom, and you do valuable things for others. You have acquired wealth, are content with your circumstances, and have a satisfying net worth. You give back to others and have a sense of security.</i>	
<b>Inspiration</b>  <b>I</b>	<i>You have positive emotions and are energised. You have a high level of self-motivation. You are generally an optimistic person and create experiences regularly that inspire you. You have a great sense of self-worth and enjoy the small things as well as the big things.</i>	



(Rate where you are in each area from 1 to 20, with 20 being the highest.)

What	Description	Score
<p><b>Lifestyle</b></p> <p><b>L</b></p>	<p><i>You put habits into place that support the lifestyle you want. You are patient (yet persistent) in going after your goals. You place a high degree of importance on your health in the form of diet, exercise, and a positive mental mindset. You value creating a home versus having a house, and you genuinely enjoy the journey of your life.</i></p>	
<p><b>Engagement</b></p> <p><b>E</b></p>	<p><i>You become immersed in your work, the people you love, your friendships, and your leisure. You have great, balanced relationships. You surround yourself with positive people and eliminate toxic ones. You have a solid Life Team supporting you. You have a healthy respect for yourself, others, and authority.</i></p>	
<p><b>SUCCESS</b></p> <p><b>S</b></p>	<p><i>You live a happy, fulfilled life with purpose and alignment, and ensure that others win! You are excited about what you're doing, sticking to what matters during tough times, and living a life you can be proud of and that others will want to share with you.</i></p>	<p><b>TOTAL SCORE:</b></p>

# SIGNIFICANCE

It is what difference  
we have made to the  
life of others that will  
determine the significance  
of the life we lead.

—NELSON MANDELA

Have you ever stopped to think what it would look like for you to live with a level of impact and meaning that would give you extreme happiness? You find true significance in your life when you're doing what matters most to you—when you understand what's really important and constantly filter your decisions and actions accordingly.

# Values

To be truly happy at the foundational level, your life must first be in strong alignment with your values. Many people get so busy doing life that they don't take the time to step back and make sure the life they are doing is impacting others, is significant, and—perhaps most importantly—is aligned with their values. Some success may be happening along the way due to hard work and dedication; imagine, however, how much faster your success could be catapulted forward with more intentional activity and real strategic vision.

Get clarity on your values, list them, and then align them with your daily activities. Once you clearly know what your values are, let them guide your actions in everyday life.

Check your top ten values in the list on the following pages. Craft a purpose statement aligned to your values.

# Values Exercise

- |   |   |
|---|---|
| <input type="checkbox"/> Affection          | <input type="checkbox"/> Happiness            |
| <input type="checkbox"/> Alignment          | <input type="checkbox"/> Harmony              |
| <input type="checkbox"/> Altruism           | <input type="checkbox"/> Health               |
| <input type="checkbox"/> Appearance         | <input type="checkbox"/> Honesty              |
| <input type="checkbox"/> Appreciated        | <input type="checkbox"/> Humility             |
| <input type="checkbox"/> Attitude           | <input type="checkbox"/> Inner Peace          |
| <input type="checkbox"/> Cleanliness        | <input type="checkbox"/> Inspiration          |
| <input type="checkbox"/> Congruence         | <input type="checkbox"/> Intimacy             |
| <input type="checkbox"/> Contentment        | <input type="checkbox"/> Joy                  |
| <input type="checkbox"/> Cooperation        | <input type="checkbox"/> Knowledge            |
| <input type="checkbox"/> Creativity         | <input type="checkbox"/> Lifestyle            |
| <input type="checkbox"/> Education          | <input type="checkbox"/> Loved                |
| <input type="checkbox"/> Effectiveness      | <input type="checkbox"/> Loyalty              |
| <input type="checkbox"/> Efficiency         | <input type="checkbox"/> Motivation           |
| <input type="checkbox"/> Fairness           | <input type="checkbox"/> Openness             |
| <input type="checkbox"/> Faith              | <input type="checkbox"/> Organisation         |
| <input type="checkbox"/> Fame               | <input type="checkbox"/> Personal Brand       |
| <input type="checkbox"/> Family             | <input type="checkbox"/> Personal Improvement |
| <input type="checkbox"/> Financial Security | <input type="checkbox"/> Personal Salvation   |
| <input type="checkbox"/> Freedom            | <input type="checkbox"/> Philanthropy         |
| <input type="checkbox"/> Friendship         | <input type="checkbox"/> Power                |
| <input type="checkbox"/> Fun                | <input type="checkbox"/> Productivity         |
| <input type="checkbox"/> Generosity         | <input type="checkbox"/> Recognition          |
| <input type="checkbox"/> Genuineness        | <input type="checkbox"/> Respect              |

- |                   |                        |
|-------------------|------------------------|
| ___ Results       | ___ Solitude           |
| ___ Romance       | ___ Spiritual Maturity |
| ___ Routine       | ___ Status             |
| ___ Security      | ___ Wealth             |
| ___ See the World | ___ Winning            |
| ___ Simplicity    | ___ Wisdom             |

## Purpose Statement

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When your behavior conflicts with your values, the result is a mental struggle. Happiness comes when your activities align with your values.

## Focus on Your Unique Strengths

Have you ever known people who seem excited to wake up every day and are excited about life? Those people are likely working in the area of their unique strengths.

You are defined not only by who you are, but also by what you excel at doing and how those talents affect others in your life. Here are some ways to help you discover your unique strengths:

1. Passion. What are you most passionate about?
2. What are your strongest skills? What do you believe you do better than average and are stronger at than most others? This can be anything from something physical to a professional skill.

How many of your strengths are you living in your current situation? What changes can you/should you make to incorporate more?

# MONEY

Money won't make you happy  
. . . but everybody wants to  
find out for themselves.

—ZIG ZIGLAR

There's a saying that "money can't buy happiness," and yet there is research that says it can. Of course, money cannot buy everything; however, it can definitely help support many of the things in life that are important. Money is a tool that helps you do many things and achieve your independence, and that also allows you and your children to build a financially sound future.

Money is a problem solver, and it gives you more choices—options you would otherwise not have. Having money can make life less risky—and

in many cases, less stressful. If you are sick, you can afford the best doctors. If you want to invest, you can afford to invest without affecting your lifestyle. You have money to send your kids to the best schools, and perhaps most importantly, you can help and support those less fortunate than you.

## **Reduces Worry and Solves Problems**

Lack of money causes worry, which often leads to unhappiness and disease. Studies show that both men and women list arguing about money as by far the top cause of divorce or failed relationships. Note that the top cause is not children, intimacy, in-laws, or anything else—it's money.

When managing your money, think short-term and long-term. You want to be in a position to enjoy now the things in life you've worked for, while also saving and providing for your future and that of your family. Be disciplined about having a plan and following that plan, while appreciating the journey. Having reserves reduces worry.



## **Giving**

Do you know what can make you even happier than having money to spend on the experiences you want to have in life? Giving your money away. There's considerable evidence that acts of altruism make you happier, more satisfied, and even healthier. Giving includes all sorts of things, such as acts of charity or providing a need for someone, as well as things like buying gifts for friends and family.

Make an intentional effort to give back to those less fortunate than yourself.

Giving provides a sense of renewal. Sometimes helping others teaches you to help yourself. It gives a sense of renewal for your own life.

## **Speed**

Money can buy speed. In life and in business, it gives you access to the latest technology and the most efficient gadgets, and it enables you to hire

resources that allow you to achieve things much faster than you would be able to otherwise.

With money, you can rent things, hire people, motivate someone, contract out services, or even change directions to ensure your vision becomes a reality faster.

The bottom line is, choices are probably the most significant things money can buy for you. When you have more money than you need for your basic living expenses, more choices open up for you.

**GOOGLE SEARCH “TONY JEARY LIFE IS FAST”  
AND WATCH OUR 2-MINUTE VIDEO – IT WILL WOW YOU.**



# INSPIRATION

What does inspiration mean to you? To me it is positive emotions and feeling energised. It is a state of mind that stimulates a high level of self-motivation.

Feeling inspired is a huge part of being happy. Often inspiration comes from others; however, we want to share with you ways to keep yourself more inspired, as well. Remember, happiness is choice. It's not a condition.

## **Foster Joy**

Create “wow” moments that inspire and engage yourself and those around you. Make joy, entertainment, and inspiration a part of both your business and personal life, and weave in great experiences.

Ask yourself, “Do I continually look for ways to bring motivation to my people, my friends,

and my family?” If the answer is even slightly no, we’ll show you how you can improve in this area immediately.

## **Attitude**

A positive attitude, similar to learned optimism, can greatly affect your happiness. It seems simplistic, but it is a conscious effort. Ask yourself what’s really important. Pursue inner peace, maintain a quiet inner life, let go of grudges, and look at the bright side.

Have you ever known someone who is holding onto something bad that happened to them years or even decades ago? That negative energy has kept them from moving forward in many ways, and it has definitely contributed to their inability to be sincerely happy.

Forgiveness is a gift you can give yourself; and the peace that will come from it—whether the forgiveness is deserved or not—will set you free to move beyond the circumstances.

Keep yourself above life's storms. Take the helicopter view in your mind and lift yourself up. Focus on what's important, which is what's ahead for your life, the future.

## **Self-Talk**

Self-talk is similar to attitude and optimism. Sometimes the destructive thoughts you put into your own head can be the biggest thing you need to overcome to be the happiest. In fact, studies show that your self-talk often becomes a self-fulfilled prophecy, whether it is positive or negative. As Earl Nightingale writes in *The Strangest Secret*, "You become what you think about."

## **Gratitude**

Another way to be inspired is to have a spirit of gratitude. Count your blessings and give thanks

for what you have every day. We believe gratitude has a huge impact on inspiration. Gratitude means being thankful, counting your blessings, noticing simple pleasures, and acknowledging everything that you receive.

Gratitude shifts your focus from what your life lacks to the abundance that is already present. In addition, behavioral and psychological research has shown the surprising life improvements that can stem from the practice of gratitude. Giving thanks makes people happier and more resilient, it strengthens relationships, it improves health, and it reduces stress.

Get started today being grateful. Write down ten things you are grateful for right now. If you can think of more, write down twenty or thirty, but write at least ten. Next write down ten people you are grateful for in your life. Consider writing them a note to tell them how grateful you are for them. Be specific so they feel special and loved.

## Mindset

Being intentional about your mindset and focus will increase your chances of accomplishing the things that are important to you, hence making you happier. Below are eight tips that can help you strategically improve your mindset:

1. Find your sweet spot
2. Surround yourself with the right people
3. Consider timing as a part of strategic thinking
4. Focus on your daily discipline
5. Pay attention to details
6. Assess the risk tolerance
7. Realise that energy is everything
8. Force yourself to think long term

## Experiences

Create a vision board and put on it places you would like to go, people you'd like to meet, and things you'd like to achieve. This will inspire you

to work toward things that are important to you, especially when times are tougher than normal.

To take that a step further, keeping a list of the things you do achieve will inspire you further, proving that when you set out to achieve something you can actually do it. Continue to add things to your vision board, and be thankful for the things you've already achieved, as well. It's a win/win and serves as great inspiration.

You can have everything in  
life you want,  
if you will just help  
enough other people  
get what they want.

—ZIG ZIGLAR



# LIFESTYLE

We believe we can all agree that we have one thing in common—we all want to live a happy life. Achieving that can sometimes be elusive, and yet it doesn't have to be. Is the life you're living right now by accident or on purpose? Far too many people live a life—at least in some ways—other than the one they want.

We've found that people often get so busy doing life that they don't take the time to step back and make sure the life they're doing is making them happy. Some success may even be happening along the way, due mainly to hard work and dedication. Imagine, however, how much that success could be catapulted forward with more intentional activity and real strategic vision.

Happiness rarely happens by accident. Strategically creating a lifestyle that makes you happy is really a strong concept. It's easy to get into the habit of blaming others, your circumstances, or other life situations for your unhappiness.

Living a happy life starts with making positive choices and changing unhealthy habits, which are all done with intentionality.

## **Choices**

Just like almost everything in life, your choices can make a significant difference in your getting what you want. Does that mean you can control all things? Of course not. However, you can control many things, and it boils down significantly to the choices you make.

One thing your choices affect is how you respond or react to whatever happens in your life. Often, things will happen to you that you did not choose. What you can choose, though, is how you respond and move beyond those circumstances.

## **Intentionality**

Truly awesome things—hard-won and positive accomplishments—happen on purpose, as a result

of thoughtful self-reflection, strong planning, and focused effort. Intentionality centers not just on thought; it also includes action. Intentionality exists when you know exactly what you want, and everything flows from that.

The bottom line is, thinking is a strategic asset. When you recognise that and manage your thinking accordingly, incredible things become possible. Don't just be a doer; be a strategic thinker and make thinking a big part of your life.

## **Delayed Gratification**

Chasing too many things at once won't result in living a happy lifestyle; being strategic about your priorities is the win.

Remember, you can have virtually anything you want; just give yourself a reality check and consider whether you really need it right now, all at once. Focus on what you really want to have, share, experience, and become. Understand that you can have complete clarity about how to bring

it into your world so that it complements—not complicates—your life.

Have the discipline to wisely delay gratification and build future wins. Consider what you need to spend more time on now to get future rewards. Think about what you should invest in now that will pay off later relative to your kids, home, financial stability, health, brand, and business. Make a plan; get clear on your goals; and start thinking, organizing, and building for future rewards. Be intentional about doing now what will pay big dividends later.

## **Environment**

Build an environment that motivates you, and it will help you through life's peaks and valleys that are inevitable. What many people overlook is that episodes of turmoil are excellent times to set some new personal objectives and make adjustments.

You can largely control your environment by making both small and large adjustments that make sense for you and that motivate

you—that make you happy. Your environment and surroundings make a huge impact on you. Specifically, think seriously about things that make you smile, make you feel safe, make you feel cozy and at home, and energise you. Your environment may need to change for different things. For example, when you exercise, you may want to use energetic music that motivates you to push yourself harder. And when you want to relax and feel calm, you may want to play more relaxing music.

Other things that affect your environment are plants, smells (candles, scents, soaps, etc.), furnishings, decorative items, or items of convenience (such as the latest appliances).

Determine what inspires you in your environment, and work toward surrounding yourself with those things. This doesn't have to cost a lot of money. Just do small things that make a big difference about how you feel wherever you spend your time.

## Never Retire from What You Love

People often see retirement as a target stage in their life. We'd like to challenge you to make your work your vocation and a part of your lifestyle. And if you create a life you love, you will never want to retire from it. If anything, just make adjustments for your current stage of life. Continue to put work in its proper place throughout your life, and make sure it has a place in your happy lifestyle.

## Enjoy the Journey

*Life is a journey,  
not a destination.*

**—RALPH WALDO EMERSON**

We sometimes tend to see “being happy” as the end goal. What's really important is the journey. In

your journey, there are many seasons; and in each season, there are many things to consider for living a happy lifestyle that is customised for only you.

Create “wow” moments that inspire and engage your family and your teams. Make joy, entertainment, and inspiration a part of your life, and weave in great experiences.

Enjoy each stage of the journey. There is no end destination. Rather, enjoy today each day you are living! Let today hold your happiness, and then tomorrow and then the next day. Don't wait for it. Create it now and enjoy the beautiful things in each stage of the journey.

# ENGAGEMENT

Let us be grateful to the  
people who make us happy;  
they are the charming  
gardeners who make  
our souls blossom.

—MARCEL PROUST

As we're looking at all the pieces to your life's happiness, we propose that your circle is incomplete without having people in it who care about you and who support you on your journey. Living an engaged life is achieved by becoming absorbed and immersed in your work, love,



friendship, and leisure. The key to having more engagement is to identify your strengths and develop a plan for implementing them in your life.

## Relationships

Relationships are a pivotal part of your life's happiness. They support living your best life—the life you would design for yourself. Strong relationships help you leverage your growth, create your legacy (both personally and professionally), and live a happier life.

Life is all about relationships. To a large extent, who we are and how we shape our worlds are defined by our relationships. We propose that we all have four primary types of relationships:

- Family
- Friends
- Professional
- *Life Team*

Each type of relationship can be significant to both your personal and professional life. Look at the chart below and consider how every relationship in your life can affect your life results. Being strategic about each relationship and thinking through all each one brings to you can help you have a richer life.

Personally	Professionally
<b>FAMILY MEMBERS</b>	
Give you a reason to be successful and enjoy life	Support your ability to fully commit to your vocation
<b>FRIENDS</b>	
Make life fuller and more enjoyable because of like interests	Provide connections and insight
<b>PROFESSIONAL RELATIONSHIPS</b>	
Help you leverage work/life balance	Allow you to maximise every level to get the best results
<b>LIFE TEAM MEMBERS</b>	
Give you back more time to do the things you love	Stretch your expertise while saving you time

## Feeling Loved

Everyone wants to feel loved. If you really want to find powerful ways to nourish the relationships that are important to you, read Gary Chapman's *New York Times* best-selling book *The Five Love Languages*, which describes the different ways we all receive love. They are:

1. Words of affirmation
2. Acts of service
3. Receiving gifts
4. Quality time
5. Physical Touch

We believe that a critical part of being happy is feeling loved. Love makes you feel hopeful. Love makes you feel grateful. Love makes you inspired. Love makes you feel like the best version of yourself.

## **Help Others Win**

A fundamental part of building and nurturing relationships is helping others win. The more each person wins, the more vested they become in whatever the process is and the better the outcome. Most people admit they could not have begun their journey without the encouragement, support, and advice of the people around them. That's certainly true for both of us, and it probably is for you, as well. Right? Remember that success is often built on a series of connecting relationships.

## **Eliminate Toxic Influences**

We are guessing that you have some things in your life that you're currently engaged with that are not bringing you happiness. Most people have toxic influences and bad habits in their life that contribute to stress and unhappiness. Getting rid of these toxic things (as many as you can) will give you more joy and reduce your stress, thus making you happier.

# SUCCESS

Success is not the key to happiness. Happiness is the key to success. If you love what you are doing, you will be successful.

—ALBERT SCHWEITZER

Our flawed society will have us believe that if we work hard we will be more successful, and that being more successful will fuel happiness. We often think things like, *If I can just find a great job; if I can get a promotion; if I can find the right mate; if I can lose ten pounds; if I can (whatever), then*

*happiness will follow.* You can fill in the blank with your own desires.

Studies show that this thinking is completely backwards. In reality, Schweitzer had it right: “Happiness is the key to success,” not the other way around. When we have a good attitude and a positive mindset, our brains are more engaged, creative, motivated, energetic, resilient, and productive.

Remember that significance begins with loving and accepting yourself for who you are. Often what determines someone’s happiness (and therefore, success), is the fact that they have found their unique strengths—those things they are really good at and that they enjoy the most—and they are focused on doing those things on a daily basis.

Remember to do these things to discover your unique strengths:

- Ask yourself what you’re passionate about. What gets you the most excited when you think about doing it?
- Make a list of your skills. What do you believe you do better than average or are stronger at than most others?

- Ask the people you trust what they think your strengths are and compare them to your list.

Next, prioritise your activities so that you invest your time in the things that are important to you. Don't get so sucked in to *doing* that you forget to be *living*. Take a step back to evaluate what is important right now.

## Conclusion

It is our desire that you find what we've found in life—happiness. We wrote this book in the hope that we could influence you toward living your best life.

Being happy is the greatest gift you can give yourself. It is a conscious choice. There are going to be bad days along the way; however, by choosing to be grateful for the things you have and intentionally working toward the things you want, you can have the life of your dreams—one that is created uniquely for you, by you.

Cheers to Living Life Smiling!

# ABOUT THE AUTHORS

## **Tony Jeary**

When many of the world's top achievers seek a strategic expert to help them accelerate their results, they are eventually drawn to Tony Jeary. Tony is the authority on RESULTS and has committed his career to studying and helping others think better and achieve more. If you want to better your life, your career, your organization, and your results, you need to know Tony.

Tony was raised by entrepreneurial parents and grandparents who thrived on identifying and pursuing new opportunities to serve others. Tony's father taught him the powerful principle that has driven Tony's professional and personal life: "Always give more than is expected."

Exceeding expectations is the common thread that every Tony Jeary client experiences firsthand. Tony has traveled and advised people around the



world (some fifty countries) for over thirty years. He has published some four dozen books, now in over a dozen languages. Tony has worked with CEOs from many of the Fortune 500 companies and entrepreneurial families from the Forbes Richest 400.

Tony has been described as a “gifted encourager” who facilitates positive outcomes for others. His list of personal and professional relationships approaches 40,000 people, whom he connects with and nourishes out of his sincere interest and desire for shared success. Tony’s clients include individuals and organizations who are involved globally. He personally coaches the presidents of organizations like Ford, Walmart, Samsung, TGI Fridays, New York Life, Firestone, Sam’s Club, and many more.

Tony has personal experience with both success and failure. He made and lost millions before he reached the age of thirty. That early experience with failure propelled him to help others live smart, live on purpose, and be their very best. Today he walks the talk and practises the distinctions that characterise success, both

personally and professionally, sharing daily and encouraging others to think strategically about everything. He is blessed with a terrific marriage of over twenty-five years, two great daughters (both of whom he has co-authored books with), and one fantastic son-in-law.

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## **What Tony Jeary International Can Do For You**

### **RESULTS Coaching**

*Advice Matters*, if it's the right advice. Having coached the world's top CEOs, published over fifty books, and advised over 1,000 clients, Tony has positioned himself with a unique track record to take serious high achievers to a whole new level of results.

## Interactive Keynotes

Tony not only energizes, entertains, and educates, he also has his team work strategically and smartly with the event team to make his part as well as the entire experience a super win. An hour with Tony often changes people's lives forever and impacts an organization's results immediately. He delivers value, a fun factor, and best practices people can really use.

## Strategic Acceleration Facilitation Planning

Tony can do in a single day what takes many others days and even weeks to accomplish. He has refined a process so powerful the world travels to his RESULTS Compound to experience clarity, focus, and the ability to synergistically execute. He provides at your fingertips *three decades* of best practices, processes, and tools for accelerating dramatic, sustained results in any organization.

## Collaborative Relationships

We selectively partner with organizations in an annual collaborative engagement where we pour into an entire organization and help build a super-charging, motivated, and engaged *High-Performing Team*. We align with the C-Level management's vision and become an extension of them.

The bottom line is, we help: Clarify Vision, Focus on What Matters Most—*High Leverage Activities* (HLAs)—so people Execute and get the Right Results Faster!

[WWW.TONYJEARY.COM](http://WWW.TONYJEARY.COM)

## Daryl Holmes

Dr. Daryl Holmes qualified as a dentist in 1987 and practised as a Dental Officer in the Royal Australian Air Force before commencing private practice in Ayr and Home Hill, North Queensland. For several years he operated multiple dental surgeries in the Townsville region before

establishing the Townsville Family Dental brand and business model in 1991.

For the next twelve years Dr. Holmes pioneered and perfected a range of innovative marketing and management techniques for his dentistry business, in the process transforming a cottage industry into a polished and professional customer service experience, backed up by affordable high quality dental health care.

On 11 March 2005, 1300SMILES Ltd was listed on the Australian Securities Exchange (ASX) at \$0.80 per share, closing the day at \$1.00.

Twelve years on, the company continues to make a name for itself, currently owning and operating more than thirty large, full-service dental facilities at its sites in the ten major population centres in Queensland, as well as in New South Wales and South Australia. This has taken the share price to the range of \$6.50–\$7.00 and delivers compound annual growth of 22.3%.

The company continually seeks to expand its presence into other geographical areas throughout Australia. It does so both by establishing its own

new operations and by acquiring existing dental practices.

Dr. Holmes supports many charities and is an active supporter and hands-on volunteer on board the YWAM Medical Ship ([www.ywamships.org.au](http://www.ywamships.org.au)). In October 2013, 1300SMILES and YWAM MSA were joint recipients of the Edward B. Shils Award for “Passion, Dedication, and Leadership in Bringing Much Needed Health Care to the Underserved in Papua New Guinea.” Having personally supported YWAM since 2010, Dr. Holmes was awarded an OBE (Officer of the Most Excellent Order of the British Empire) by the Papua New Guinea Government as part of the 2017 Queen’s Birthday Honours List in recognition of his leadership and personal commitment to the delivery of medical, dental, and optical care via the YWAM Medical Ships in remote areas of Papua New Guinea.

Dr. Holmes is also a Director on the board of the Cowboys Leagues Club and served as Deputy Chairman for over twelve years before being elected Chairman in 2014. He was recently awarded a Life Membership of the Cowboys

Leagues Club for Outstanding Service and Commitment to the Club, its members, and the community it serves. Despite the demands of running a highly successful publicly listed corporation, Dr. Holmes still performs dentistry in the business on a weekly basis, ensuring he is never far from the customer experience.

Dr. Holmes and his wife Lisa live in Townsville with their five beautiful young children.

## **What 1300SMILES Can Do For You**

From a child's first teeth through to treating the elderly, 1300SMILES has the skills and understanding to provide comprehensive dental care to all generations.

Here at 1300SMILES, we strongly believe in offering our patients affordable, first-rate dental treatments as we want everyone to experience the benefits of great dental health. We offer up-to-date treatments for your whole family, using only the highest quality materials. All dentists are selected

for their clinical skills and we are committed to ongoing training and learning to provide you with the latest and most preeminent standards of dental care. From routine dentistry to complex restorative, cosmetic, and implant dentistry, we can provide you with exceptional dental treatments at every appointment, in clean, comfortable, and well-appointed surroundings. Each of our Quality Innovation Performance accredited practices has up-to-date technology that is maintained to extremely high standards and that is only operated by our professionally trained staff.

When you visit our practice, you can be sure of receiving the best and most appropriate dental care to restore your dental health, or to give you the smile of your dreams.

[1300SMILES.COM.AU](http://1300SMILES.COM.AU)