

PINA JOHNSON, PCC

Employee turnover. Conflict management. Disengaged team.

Lack of Trust.

Pina Johnson is an executive leadership coach with over two decades of experience in dentistry, much of which is focused on the business of dentistry/practice management. Previously, she managed a multi-office specialty practice with over 40 staff members and 11 doctors. There, she employed policies and procedures infused with coaching strategies that helped increase each office's production at an increased rate of 11-30% year after year during her almost seven years of management.

Speaking at meetings across the country to dental practice leaders, Pina's presentations focus on nurturing a culture of trust through refined leadership skills which in turn increase practice productivity and profitability.

Pina earned a coaching certification through University of California, Davis. She was then invited to serve in multiple capacities as a UC Davis coaching program faculty member. She went on to earn the Professional Certified Coaching credential with the International Coaching Federation. In addition, Pina also holds certifications in Leadership Circle Profile and Group Coaching Facilitation.

Recognized as a key opinion leader, Pina is a guest expert on industry podcasts and is also published in industry publications. She is an active member of the American Association of Dental Office Managers Speaker and Consultant Alliance, Speaking Consulting Network, Dental Entrepreneur Women, Dental Speaker Institute, Dental Speakers Bureau, International Coaches Federation, and the ICF Sacramento Chapter.



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TESTIMONIALS

Pina is an asset to anyone aspiring to be a more effective leader. Her years of experience are indisputable and clearly show when working with her. Each participant walked away with information that was both valuable and practical to put into effect. Pina makes it easy for us to determine our strengths and weaknesses so that we can improve those traits and become stronger leaders. Pina works closely with the participants to explore their leadership style and implement new techniques that are instantly effective. *She knows what she's doing!*

George Ibrahim, ASB President

University of the Pacific Arthur A. Dugoni School of Dentistry

Pina was fantastic! She provided an excellent leadership workshop/retreat on active listening and communication to our dental student leaders. Our students participated in activities to help advance their skills as better communicators to their peers and patients. *It would be my pleasure to recommend her for future leadership events.*

Janelle Palomares, Manager of Student Life and Involvement

University of the Pacific Arthur A. Dugoni School of Dentistry

I enjoyed Pina's presentation! Her speaking style is enjoyable and informative. I left with new and helpful ideas and insights that will be helpful not only in my work life but my home life as well.

Regina S., Management Team

I enjoyed Pina's course. She kept me wanting to learn more. I will take this new knowledge back to my office and implement it.

Alicia V., Office Manager

Thank you for the great learning tools. It is good to be reminded of the importance of these principles and utilizing them to be a better leader. I am also reminded to look at myself and reflect.

Christina, Office Manager

This was amazing! I'm excited to use the new tools you gave us!

Keiara B., Patient Care Coordinator

Presentations (Partial List):

- American Association of Endodontics Annual Session
- Annual Component Exchange Meeting; California Dental Association
- Bay Area Chapter, AADOM
- CDA Presents; California Dental Association
- Contra Costa Chapter, AADOM (Multiple)
- Gift Referral Webinar for EndoCare Group (Multiple)
- University of Pacific Dugoni School of Dentistry

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