THE THETA TIMES: Monthly MGE ACE Report

ACEs: A THETA GROUP with a THETA Purpose! Together we all win with the application of the Management system delivered by MGE Management Experts!

November 2026



Luis Colon
CEO MGE

A Message from our Founder

Let's step back and look at how many things can pop up for an owner or an Office Manager in a practice? From hiring, training, apprenticing, finance sales, staff issues, getting new patients and the list goes on. This is true for any business.

But where does one start?

There is one stable datum, and a tool that I have found successful in confronting and handling all the confusions that can occur with any business, which is: having and using THE MODEL OF ADMIN KNOW HOW (aka MAKH) checklist.

I'll share with you a true story about this that influenced the creation of MGE. Many years ago I had the opportunity to take on a small venture that eventually became MGE. It was very small operation and there were ideas running around that it could never expand. Then I found a pamphlet about WISE and the MAKH program. It was exactly what I needed. I took this checklist and used it as my starting point every single day. Then literally, months later I ended up owning the business, which became MGE!

It's amazing how such a tool can help create this effect. Therefore, I'm dedicating this THETA TIMES in promoting and celebrating the MAKH!

With Much ARC,
Luis Colon

TOP GUN TALK

🎓 100 POWER PROGRAM GRADUATES BY MAY 2027! 🎓



Dr. Sumbul Naqvi
National ACE Executive Director

We're playing a very special game, and EVERY MGE ACE is invited to participate! Our goal? 100 Power Program completions by the 2027 Owners Conference!

How will we do it? TOGETHER AS A POWER TEAM!

STEP 1: Review the Power Condition.
Revisit it in your MGE course materials.

STEP 2: Flow power to your team!
Invest in training to build a stronger, more capable, and confident team.

STEP 3: Flow power to power—MGE!
Complete your current services, get more team members trained, and schedule your next services. Keep moving forward!

STEP 4: Enjoy the growth!
Put that training into action and watch your practice—and your life—reach new heights!

Now, let's give the MGE executives and staff a VERY BIG PROBLEM—100 Power Program graduates AND record-breaking attendance at the 2027 Owners Conference! We may be packed in like sardines, but we'll be ONE POWERFUL CAN OF SARDINES!

100 GRADUATES. ONE POWER TEAM. ONE BIG ACCOMPLISHMENT!

Don't wait—GET IT DONE NOW!

See you at MGE and the next MGE ACEs meeting!

Register Now

Monthly MGE ACE ZOOM Meeting

November 12th at 7 pm!



THE TOPIC:

"Creating a Power Family Team"

with Mr. Luis Colon

Guest Speakers: Dr. Shilpa & Rushi Trivedi

Dr. Trivedi and Rushi aren't just MGE superstars—they're a POWER COUPLE who have built a POWER FAMILY! They've discovered something we all strive for: how to build a successful practice, create an incredible family team, and enjoy life along the way!

Now they're sharing their secrets with YOU!

Join us for a special MGE ACE Zoom Meeting as this dynamic duo shares real-life strategies, family perspectives, and practical tips for creating WORK/HOME BALANCE without sacrificing success!

REGISTER TODAY!!!!!!

WIN GREAT PRIZES!

When you REGISTER and ATTEND the monthly MGE ACE zoom meetings, you not only receive incredible information and secrets to applying what you learn in the course room, you also receive amazing gifts from the Ace Executive Team!







Model of Admin Know How
(aka: MAKH)

⭐ MAKH: From Checklist to ACTION! ⭐

The Model of Admin Know-How (MAKH) is more than a checklist to complete or an award to achieve. It's a roadmap to building, organizing, and expanding your practice!

The real magic happens when you put it to USE!

But don't just take our word for it!
Check out some of the incredible wins MGE clients are experiencing by implementing MAKH in their practices.



Amy Eveland
MGE 100 I/C & MGE Ace Establishment I/C

"The MAKH sets a standard for implementing the tech. It enforces your power program training by ensuring you keep in everything you've learned in order to have a successful and expanding organization. We are proud to be MAKH winners! It helps the team stay on purpose, and keeps the patient and organization flow smooth. With the MAKH, our organization has seen power condition after power condition, the team is happy and winning, and we are able to help so many more patients!"

- L. Persaud

"Receiving the MAKH award has been such a game changer for our Office! We have been able to implement best practices and key statistics that have really put in more order into our office and allow our staff to better understand the products that we need from them. Our patients also noticed the difference and see how much more organized and efficient. We are in getting them the care that they need. I highly recommend every MGE client to complete the MAKH program, as it will help, make the path to affluence easier and clear!"

-P. Jamsheed

"Implementing MAKH and keeping it firmly in place has been one of the most transformative decisions we've ever made. The results speak for themselves across every corner of our practice. Our team now communicates with more ease. Flows are duplicated cleanly, understanding is sharper, and coordination across lines has never been stronger. Through conditions, every team member owns their stats and their post. Gains are recognized and reinforced immediately. Downtrends are spotted early and corrected. Training is tighter and more efficient. The library serves as a living reference that supports our DDS Success courses, ensuring no MUs linger and competence keeps rising. The result has been a more responsible team that continues to grow in all aspects. Since putting MAKH in, we've hit highest evers, maintained a stable team, and kept winning with the tech consistently. MAKH didn't just improve our practice. It raised the standard of responsibility and care."

-K. Ronesi

"Doing my MAKH I can recognize every time I start to dip or stall. I always go back to my MAKH and start to debug it. Something has always fallen out or we need to improve something, like training & better policy on how to train & onboard people as we expand. That is one of the huge takeaways after doing the MAKH Award for nine years, is every time my stats start to stall, something has fallen out or I need to update something."

-R. Murphy

If your office feels busy but not productive, this is a great place to start. For more information about WISE membership, feel free to reach out to me at (757) 784-0141.

Excellence doesn't happen by accident, it's built through discipline, consistency, and strong systems.

Stay tuned for more MAKH tips next month!

🎓 100 POWER PROGRAM GRADUATES BY MAY 2027! 🎓

ACE Members, It's Game On! Will YOU Be 1 of 100?

Picture yourself on the MGE stage at the 2027 Owners Conference—diploma in hand, fellow ACE members cheering, and the pride of completing your Power Program!

Our goal is 100 Power Program Graduates at the 2027 Owners Conference, and we want YOU to be one of them!

Every course completed brings you closer to that moment. Keep your momentum going, put the Tech into action, and encourage your fellow ACE members along the way.

Make your next move today!
Call or text Adam at (727) 686-9501 to schedule your next service.
Let him know you're working toward being on stage as part of the 100 Power Program Graduates!

Get to MGE. Get on course. Get on stage!

Together we win with the Tech!



If you know someone who is on the power program and wants to be a part of this THETA group, send their information to Toria Plank!

REFER A FRIEND

Be sure you tune into WhatsApp every day for Luis Colon's selected inspirational quotes from the Tech; Wins from ACE members; and non-stop THETA!!!! Contact any ACE to join the group.

This newsletter was proudly created by Sharon Steward.

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