

M5M Leadership Event: Awesome!

Monday conf call 11/11/13

- Weekly Mission Live Stream Monday at 8 PM EST, 9 PM EST, 10 PM EST, 11 PM EST. <http://www.m5mlive.tv> or 24/7 <http://www.m5mlive.com>
- TNL – Dr. Martin Kassir and Sam Caster - 7:30 Pm CDT at Mannatech Corp or www.mannatechlive.com
- Are you making your Welcome Home Calls with the New Skin Care Product
- Uth Resources in the Mannatech Resource Library

Highlights from The Event

FRIDAY:

Afternoon Presidential Reception:

Sam Caster

Dr Kassir said: "I hope we can get enough of this stuff...this is going to radically change this industry."

Sam talked about the past: "I sure didn't want to be part of a one shot wonder." M5M is exactly where we are called to be.

Afternoon National and Above

Robert Rohn

1. True leadership starts with leading YOURSELF.
 - a) Leaders understand what they do and why they do it
 - b) They focus on their own behavior and actions."I am responsible." "Let's do what's right." Rudy Guiliani
2. A good leader knows how to develop good CHEMISTRY on his or her team.
 - a) They understand their team members,
 - b) They know how to talk to each team member to fit the situation.
3. A good leader knows how to solve CHALLENGES.
 - a) They are not interested in blame, shame, excuses, or criticism.
 - b) They correct the problem and turn it into a learning opportunity.
4. A good leader knows how to handle and resolve CONFLICT.
 - a) They give up control to gain influence.
 - b) Control is temporary influence is permanent.
5. A good leader understands relationship COACHING.
 - a) They give up control to gain influence.
 - b) Control is temporary. Influence is permanent.

Reviewed briefly the 4 personality quadrants.

D: Outgoing and Task oriented

Leads directly

Out of control: dictator

Driven by a desire to:

have control

conquer challenges
solve problems
Expects others to: get results
Fears being disrespected.
Needs to learn: speak softer
let other people share control

I: Outgoing and People oriented

Leads Inspiration
Out of control: unfocused
Driven by a desire to:
have fun
be liked
create excitement
Expects others to: be flexible
Fears being disliked or confined by rules
Needs to learn: listen to others
focus

S: Reserved and People-oriented

Leads Support
Out of control: indecisive
Driven by a desire to:
maintain peace
minimize confrontations
help others
Expects others to: co-operate
Fears confrontation and change
Needs to learn: decide and act
hold other people accountable for their actions

C: Reserved and Task oriented

Leads carefully
Out of control: too critical
Driven by a desire to:
analyze data
check for accuracy
do things right
Expects others to: follow procedures
Fears being inconsistent
Needs to learn: trust others
be more flexible

FRIDAY NIGHT

Simeon Cryer;

"we are in the field of play"

"champions are made right where you are sitting"

Bo Short

Find things that connect with your soul

If you don't like a speaker, or a song, or the music, "Let it Go"

Leadership effectiveness determines your level of success.

What we are a part of requires us to be our best.

If you are the greatest leader on your team then let's get better.

McDonald's story

Skin care: greatest "gateway" to the best product in nutritional field...this will open the flood gates.

Rob Sinnott:

Leadership: ask yourself what will it take to get to the next leadership level...

You are the CEO of your business.

Job Description of a CEO:

1. Constantly thinks through the business
2. Develop set of overall objectives
3. Communicates objectives and decisions to management team.
4. Help managers set their own objectives
5. Measures program toward meeting objectives
6. Develops talent through organization...allow others to grow
7. Presents or arbitrates conflicts within group
8. Organization...Top/Down set objectives at top
9. All leaders have different skills...work with top leaders

Have aligned goals: individual...team...global strategy

Required skills of leadership

During a crisis true leaders step up and take charge...
others run to exit!

1. Decisiveness: say no to good things so you can say yes to great ones
2. Urgency...set goals; no chicken with head cut off
3. Toughness...face adversity head on

Don't disappear, don't shrink

4. Intensity: Do your best everyday.
5. Self confidence
6. Assertiveness

Stand strong for values

7. Courage: conquer and discover
8. Team leader "GO TO" person
9. Impatience with status quo
10. Keeper of the vision

Sense of purpose

Optimism always

Positive communications

Selflessness

Genuine concern

"You know you are a good leader when people follow you purely out of curiosity."

"You will all need to become millionaires and billionaires for us to hit the M5M goal."

Robert Rohn

Do 2 things tonight

- 1) Do something with us (audience)
- 2) Observe others

that you can in turn do with others

First: answer "are you more task or people oriented?"

Second: "are you more outgoing or reserved?"

He suggests you can do this with a prospect...as you are asking questions. When they say, "I don't know I think I am both." Then say "You know most people feel that way but if you had to put a percentage on it like 51%, which way would you go?"

You can by using this get a read on where they are in the quadrants.

Then reviewed the 4 quads as above.

Dominant: Outgoing and Task oriented

"You're the boss, applesauce"

Fuel: get results

natural born leader

happiest day of parent's life: when they leave home

sixth sense that says: own it, run it

Inspirational: Outgoing and people oriented

"have all of their marbles but their shooters are missing"

Attention span of a gnat

ADD began with this group

Fuel: having fun

Saddest day in their parent's life: the day they leave home

Supporter: Reserved and people oriented

"they haven't left home!"

great hearts, very loyal, don't like conflict

Fuels: peace and harmony

run on everything "just being fine"

Cautious: Reserved and task oriented

"proof reads xerox copies"

They bought their parent's house and leased it back

very smart

Fuels: quality answers

value

being correct

4 Steps:

1. Know yourself
2. Know your target
3. Adapt to target

4. Keep doing it over and over

Outgoing versus reserved has to do with PACE

Most problems arise Task versus People because this has to do with priorities

Remember: the 4 R's

D=results

I=recognition

S=relationship

C=right

The world is about meeting other people's needs NOT YOURS.

Bo Short

"Don't Miss this moment" ...M5M and now a top skin care in the industry. Ground swell in Mannatech...we have HOPE!

Uth

video played (which is on Youtube already)

proprietary blend of plant based glycans

non-synthetic

Uth: ageless beauty ...its time has come.

Toth: Board member..."everything you say about this product is happening to my wife"

he used to be Avon Chairman and never has seen this before

Marketing materials

Uth postcards

Uth business cards

Uth 8-page booklets

Uth bifold with DVD

Uth samples

(go to Mannatechprintshop.com)

Goldmail

Pointacross is New Name

Have a great platform to send messages

Built a specific message for Uth...we watched

FREE for next 14 days...<http://go.pointacross.com> (see your email from Mannatech)

Login with email address

Password: your Mannatech ID#

Another HOT idea:

Mobile Phone based APP...going "LIVE" TODAY!

M5M: CEO of Pointacross will donate one months supply to a child for every 50 viewed messages in next 14 days

Let's take advantage of this...

SATURDAY:

Sam Caster

Intro: A company can be a reflection of its owner.

Every scientific discovery goes through 3 stages:

Ridiculed, violently opposed, then self-evident

2012: Marked or coming into Self-evident

Natl. Acad. of Sciences piece on "Transforming Glycobiology"

Whole article on significance of discovery of these sugars

"the commercialization is unlimited...transform economies of nations."

Now, How to retool our message?

2012: L'Oreal came out with calling glycans "the wonder ingredient"

the role of these sugars in skin care

Catch: they could not use natural glycans, so use synthetic to be able to patent their new line.

Told story on how Mannatech connected with Dr Kassir:

Reason why people will experience immediate results:

the glycans will "suck" moisture to the surface of the skin at the first level...this is a temporary response.

Explanation for the results in Australia with Hannan

Then the delivery system (microspheres) will help carry the ingredients to lower levels to rebuild the epidermis...long term effect (3-5-15-30-60-90 days).

Mannatech is still awaiting the published results from outside skin care testing; once in they will release more pictures as well as the test they did internally with 3 people...filmed 3 different people for 8 minutes straight, condensed the 8 minutes into 30 seconds so people can watch the skin actually change.

Take from outside to inside: Don Partridge said "I bet your liver is wrinkled too."

Showed the Science video:

"through cosmeticallyingredients you willbenefits within a short period of time."

Dr. Martin Kassir

Need for skin care:

Enhance beauty

Preserve beauty

Prevent aging

Dr Kassir

Skin care started 1000's of years ago

1. Ancient Egyptians

Went through the history (JK Knowles)

2. Chinese (pale skin)

3. Persians (rose water)

4. Greeks (masks)

5. Romans (baths)

6. Elizabethans (make up)

7. Baroque Era (scented soaps)

Forms: endless numbers of skin care types of products today

What makes great skin care:

- Functional actives
- Enough actives
- Penetrating actives
- Barrier protection
- Elimination of irritants
- Communication

Problems with skin care:

- sensitive skin
- irritation
- excess chemicals
- allergies (ACD)
- Comedogenic (cause acne)

Dr. Kassir's skin care experience:

- sampled over 100 skin care lines
- used over 30 skin care lines in his office
- skin care in other countries
- skin care on all skin types
- skin care before procedures
- skin care after procedures
- problems from skin care
- patient feedback on skin care

Skin care Conclusions

- No perfect skin care line
- No perfect product
- Patients frequently not satisfied
- Quality for price less than ideal
- NEED BETTER SKIN CARE

Criteria for Designer Skin Care

- Use the best ingredients
- Use enough actives
- Use patient feedback
- Use worldwide experience
- Use a new delivery system
- Enhance communication
- Work with an excellent lab

Mannatech Uth:

- Actives from all over the world
- Scientifically tested actives
- Manapol
- New delivery system
- Effective for men and women
- Effective for all skin types

Elimination of known irritants
Airless pump
Every sale helps feed a child!

Dr. Kassir was voted BEST dermatologist in DFW area...in Dallas Magazine. See attached write up distributed at the Event.

Jackie Pack, VP Marketing for the Lab

Her background: in skin care since 1968

Has seen the incredible changes in skin care over the many years...

Today, every kind of botanical extracts...

Her company manufactures skin care all over the world

"But Mannatech's Uth is revolutionary."

Her personal product of choice is Uth! She is all over this.

"You have a superior product..."

"Chickens have necks, ladies have throats"

Use back of hand since palm has plenty of bacteria.

Some of her slides:

What is it?

"this revolutionary rejuvenation creme formulated to reduce the appearance of the 7 signs of aging skin. A unique time-released transdermal delivery system is infused with youth-inducing microspheres."

What makes it unique?

1. Complex sugar structures called glycans cover all of our cells and provide the network that allows them to communicate their every need.
2. Through this amazing science Mtech has unlocked the knowledge of why our skin loses it's youthfulness, and, more importantly how to renew it.
3. Technology allows active ingredients to retain the efficacy desired
4. The youth-inducing microspheres send signals to the collagen and elastin skin cells to help produce new cells that reflect more youthful appearance.

Key Features and Benefits

1. Manapol
2. Crocus Chrysanthus Bulb Extract
3. Ergothioneine (thiotaine)
4. Hydrolyzed viola tricolor extract
5. Astaxantin
6. Sodium hyaluronic acid

What causes our skin to age?

1. Genetics and environmental
2. Inflammation the major culprit
3. Environmental elements...pollution, sun and extreme weather conditions
4. Smoking
5. Excessive alcohol usage

7 Signs of aging:

1. Skin dullness and dryness
2. Fine lines and wrinkles
3. Loss of elasticity
4. Uneven skin tone
5. Dark age spots
6. Loss of radiance and luminosity
7. Enlarged pore size

How do I introduce Uth Rejuvenation Creme

Use it yourself

Experience positive results

Have a passion, enthusiasm, and know beyond a reasonable doubt that everyone's expectations will be exceeded.

It is not about selling...it's about how you can help solve problems.

"Do you have \$1000 drawer?" ask any woman and she will know what you are talking about...spent big dollars on skin care that never worked but because they spent so much, never will throw it away.

Tacaco McGowan

She was introduced by Jackie...she is the biochemist

She also was responsible when they said "Don't short change any ingredient, process...so

Takako's first response was then we must do cold processing.

Brett Duncan

We need to be good stewards of this

Before/After photos will be used by Mannatech ONLY after they get the results from clinical trial studies...which are forthcoming soon

Don't say "completely removes wrinkles"

Personal results can be used as they are not the Company

Importance of words:

"Put this on and look good."

"I just found "Youth" in a bottle and picked up one for you."

Discussed the Paris Incentive (which has all the rules on the website now in Resource Library).

Bo Short

New M5M Info Pack

this is the Pack you leave with a person after do the presentation with the trifold...if they need more info.

Only need 5 of these...leave and then pick up.

Includes:

When you go back to pick up: Don't ask "So what did you think?"

Lead all conversation to be positive. "I know you had to have some questions after you went through this...How to build a sustainable team? How to help M5M?"

Most people live in "I don't knowville"

Uth Samples

After approach those you know with info, the second tier of people will want samples.

We also have 6 month money back guarantee...

Watch the videos with them and leave a sample...the product will sell the product!
Have swagger...you have the best. USE THE TOOLS...they are specifically designed to replace you.

Andy Andrews

"The Travelers Book" became book of the month

7 decisions that determine your level of success

More into PROOF than into encouragement.

Encouragement lasts temporarily...until something happens to change your attitude.

Until people are ready to accept certain specifics, very hard to move forward.

"I wanted to be a veterinarian and a taxidermist...so either way you got the dog back."

His value: "thinking through something to a different point."

Kind of like you can't solve the problems you have with the same thinking you used to create them.

Quality of your answers is determined by the quality of your questions.

When you come to a conclusion about something (like "I will never make Presidential"), then your mind stops working on it.

Your thinking must be open to endless possibilities to allow them to occur. Focus on value to others' lives. Become confident in the value.

Culture: people believe it is created by choices and decisions...NOT. We tell people to make good choices without equipping them with the means.

Culture is created by thinking!

Our thinking creates our choices.

thinking leads to choices, choices lead to actions, actions lead to results.

The principal of extraordinary achievement...easy to understand, easy to agree with, tough to pay attention to if not thinking in this way.

In working with a company failing, he asked "did anyone intend for this to happen?"

So, to get to someplace else, must change your thinking.

4 Things Going On:

1. Something is up with their marriage...they are thinking about issues there
2. Something is up with one of their kids ("can only be as happy as our unhappiest child")
3. They don't have the assurance they can control their finances
4. They feel they don't matter anyway.

Don't need to solve these 4 problem areas to increase productivity, just need to be on the path.

Outside the Box thinking...so many are doing this today we need to get outside of thinking outside the box!"

If you are doing what everyone else is doing, and thinking what everyone else is thinking you are contributing to the average.

Maybe at a high level, but still contributing to AVERAGE.

How he decides who he works with? They have to have thinking that allows for what they want.

"People can not perform beyond what they really believe."

Goals are a bunch of crap. People lie all the time.

How do you legitimately increase performance over what you might believe is possible?

If can't perform beyond what we believe, then must change beliefs.

We cannot limit ourselves to what we know..."If we can be wrong about something, then we open up a whole new way of thinking about it."

Past what "we don't know" is where all the answers are.

Confusion is enemy to people...but before you ever get to an answer you must go through the door of confusion.

"A person's level of maturity can be gauged based on this ability to live with confusion."

"We have amazing ability to think through to wrong conclusions."

We raise our kids up to be great adults...this is #1 cause of cultural decline...

SATURDAY AFTERNOON

New DVD played on Ben Carson interview from Branson - available on www.m5mstore.com

Robert Rohn

"The hardest thing about leadership is leading. And if I am not the problem, then there can be no solution."

Again reviewed the 4 Quadrants:

D: basic priority is power...

Higher D means more decisions; lower means participate

I: basic priority is people

Higher I means interact; lower means isolate

D's and I's are outgoing, push, louder

S: basic priority is predictability

Higher S means routine

Lower S means change

(D's love change; S's hate it)

C: basic priority is procedure

Higher C means facts

Lower C means feelings

2 exercises: Interlock your hands like praying...how many have right thumb on top? How many left?

Cross your arms on your chest...how many have right arm on top, how many have left?

We are all different...not Right or Wrong.

Most people would rather be RIGHT than be happy.

Musafer

Attitude of gratitude

In order to lead must first learn to follow.

Successful people make decisions quickly; then act on them

Decision:

need emotion/desire

Just step up...be your Best Plus 1

Exercise: rotate your right leg clockwise; then use your right arm and draw out a large #6 in the

air.

Can't physically do it.

Tonight: Make a decision...What are you going to BE when you leave here?
What do I do next?

Closing Techniques:

2 parts:

- 1) Techniques you use
- 2) Words you say; Questions you'll ask

Rules on closings:

1. Make Eye contact
2. Smile when you talk
3. Shrug your shoulders (when asking questions)
4. Nod

Practice this over and over

Techniques: Assume they are going to love it

When you ask them a question, BE QUIET...1st person who talks, loses

Ask only positive questions...never "so what did you think?"

Ask multiple choice questions: "do you see yourself being a customer or helping us champion the cause...what works better for you?"

"People don't do things against you; rather they do things for themselves."

Andy Andrews

Perspective: so big for us to see things from a different side

Expand your thinking, expand the results you create

"Man lives life almost to almost"

perspective is more important than answers

People will find an answer and make it so important as to fit in the wrong size hole...won't fit, won't be best BUT I found an answer

Answers stop the process perspective changes the thinking

The more answers, the further away we get from the BEST

PERSPECTIVE...more important than answers

it brings us to calm

calm brings us to clear thinking

clear thinking brings new ideas

new ideas bring best answers

"As a whole our society is declining"

People look back and say the generation 70 years ago was the Greatest Generation

It wasn't...it was their parents, those who created this generation

Parenting is the fulcrum of upon which our society exists

We need to have thinking that goes beyond what is possible

A different level of thinking will allow us to go beyond what we have done in the past.

Look at people:

bottom: clueless ("acluistic")

next level: can do it, produce

next level: can do it because they can teach it
next level: can do it, teach it, manage it
next level: can do it, teach it, manage it, and know how it works
top level: same as last level BUT they know WHY it works

Principles always work...don't need to know why like gravity
the violation of principle gets you nothing
"1/2 the truth" is still a lie; 3/4 principle is worth nothing.
Our society places much emphasis on compromise

So in your business, when you are in control,

- 1) the truth will always surface
- 2) the very best you can accomplish WILL ALWAYS be aligned with the truth.

The truth will always come out if you pursue the best.

gave story of Nick Saban...needed to establish the process...but first needed to figure out what was the best.

He totally changed the thinking at Alabama...built a culture of winning Natl Championships.

At end of season he takes ALL his staff (hundreds) and they look at every player on the team, one at a time...examine their behavior from top to bottom. If they don't buy into "how we think", they are gone!

We need to know more than we know, and be able to explain WHY

Why are Asians smarter than us? the struggle

why he has his 14 year old struggling to play the violin

Feelings: In our society we have become obsessed with how people feel

We change a policy for 2400 based on 14 people

Truth; no one really cares how you feel, they care how you act

Proverbs "As you raise a child..."

This does not mean "make your child do exactly what you want him to do and he will keep doing it."

teach a child HOW to THINK, not WHAT to THINK

Teach them HOW to think which requires two things:

- 1) what is in it for me
 - 2) prove beyond reasonable doubt
- issue with teenagers...just a metaphor of our life

"this is why because I said so" does a lot of damage

THE NECESSITY OF WHY

to engender change for their own reasons

"we all play teen solitaire...we hold out cards so no one wins"

The reason he is "pushing" his teen to practice the violin

It is hard...and it is the struggles in life that make us who we are

Today, most adults do not understand they are capable of doing hard things.

How do you WIN?

First understand how everyone else competes so you KNOW that is not what you want to do.

He helped turn around a realtor in the midst of the real estate crash. How? he taught

them how to add value in every relationship...go the extra mile "outside the lines", and then give the person a card and say: "No need to pay me, thank me, just know I am in the real estate business and if you ever need to sell or buy a house, please give me a call."
WOW, it is called "Competing after the whistle and before the snap."
What adds value? Do more of this.
What detracts? Do less of this.

7 Principles:

1. Responsibility...able to respond...gives people hope and control and without that, have nothing
2. Choose wisdom
Read, read and read more...
 - a. watch who you associate with since they determine our future
 - b. watch what you read, listen to, watch (TV yikes!)
3. Action...evaluate every action you take...the Butterfly Effect
one action sets a lot in motion
4. Undecided heart
make or not make a decision, just do it
Analysis is not an endpoint
"stop listening to teaching that contradicts what you already know" King Solomon
5. Choose to be happy
choose to be grateful, have a heart of gratitude
hard for seeds of depression to take hold in a grateful heart.
smile while you talk
6. Forgiveness
It is a decision, not an emotion
You choose it.
Learn to forgive yourself as well. "No one's disappointed me as much as me."
7. I will persist without exception!
Find a way where there is no way.
One idea trumps everything...
What do people do when they don't know what to do?
"I know you don't know what to do, but if you did, what would you do?"

It may feel like sand, but it is fertile soil...only your thinking is the limit you have places on yourself. By the virtue of the fact you sit here and breathe, there is more...

Saturday Night

Shares by a number of associates: Simeon Cryer and his wife, all their struggles around being broke and broken thinking. Team work with his upline was critical because he carried little if any credibility.

Musafer shared his family pressures, and the months and years he went without making "real money"...the disappointment of companies lying, going out of business, dad not honoring him...
Story of the 6'4" guy leading the 5'8" guy off the beach into the water
"the day success becomes as important as breathing to you..."
Two things in life you will choose: musts and shoulds
It took 13 years, and his dad finally said "I am proud of you."

Ray Robbins shared about "It is all about Legacy"

Rob Sinnott

M5M had a lot of resistance

Look at competition and do the opposite; like Andy said, so we pursued M5M (actually started a campaign in 2012 and it fell flat...Bo has done great works with it)

Call to action...Monday morning take 3-4 points from this weekend. Point in the direction of Mannafest, our 20 Year Celebration. Where will you be?

We all are family...we love each other in our culture here. "Thank you for allowing me to continue my dreams."

Sam Caster

Muhammad Yunus...had belief people would work against all odds to get out of poverty given the chance.

He worked against all odds. He looked at traditional banking, and did exactly the opposite.

Like Yunus, we are playing on a field no one else in the industry is playing on.

With respect to Andy Andrews, two things:

1. Know what's in it for me
2. Proof beyond reasonable doubt

Sam added a third...Own what connects in your life.

With the Tx AG, we lost our ability to show proof beyond reasonable doubt, and we stumbled because of it.

Today, "we don't need to be heat seeking missiles for a sick person anymore."

We can provide PROOF beyond reasonable doubt...we are in the third stage...the science of nutritional glycobiology is self evident! This is not mystical.

#1: this brings phenomenal value in people's lives: economically and health, and beauty and....(other vertical markets coming)

#2: Undeniable ability to prove your case

Natl Acad of Science, L'Oreal and others, etc.

#3. Until we find technologies to change every life, "This is my life, this is God's calling on my life."

Sam loves working with Vicente Fox who has fallen in love with Social Enterprise...as the only vehicle that will truly bring the social change so necessary in this world.

2014 Incentive Trip

We ARE going to Punta Cana, Dominican Republic

Yes we can!

Start now, they said what we do now will matter...rules coming out soon.

Post pictures around your house to change your thinking!

Bo Short

"The disposition of thought that changes the nature of things."

Sun Tzu is who he developed his talk around, a famous Chinese general philosopher

"We just need to embrace the laws of success."

Wanting to WIN matters.

That is why we want to share the Mission at least 15 times every month.

"If you want to be the guy, you will never be it. If you constantly give others credit, you'll be it."

Plato "Be kind, for everyone you meet is going through a battle."

Sun Tzu: give your soldiers no place of refuge, stand firm...if you stop, the success was just one step away.

"Know Now is the moment...to finish what we started. You have one task: Leave here and go do something great with our lives."

"Thank you and God Bless."



VANESSA GEMILVA

MARTIN KASSIR, M.D.

Dermatology

Dr. Martin Kassir is double-board certified in both dermatology and internal medicine and specializes in cosmetic dermatology and laser procedures.

His exclusive dermatology practice in Dallas and New York City caters to a national and international clientele. As an internationally-recognized speaker and educator on esthetic procedures to enhance his patients' beauty, Dr. Kassir has lectured and conducted seminars in more than 35 countries on six continents.

Kassir Dermatology offers the latest state-of-the-art cosmetic procedures and equipment in order to best individualize and customize every patient's treatment plan and to ensure the finest patient care.

Dr. Kassir is well known for his warm, sincere, and comforting demeanor, which allows his patients to feel completely at ease during a consult. He and his staff pride themselves on being able to evaluate, diagnose, and treat a variety of conditions and ailments.

Dr. Kassir has served as a course instructor on a wide variety of beauty-enhancement procedures, including lasers and IPL, DermaFrac®, BOTOX®, Dysport®, fillers, and radiofrequency devices. Each year, local, national, and international dermatologists and doctors come to Dr. Kassir to learn the latest esthetic and laser procedures and to learn how to treat patients of different ethnicities and skin types. Dr. Kassir recently appeared on Fox News Channel to describe the latest trends in cosmetic procedures.

He serves as vice president of the International Society of Dermatology and also works on its board of directors to promote high-quality dermatology care around the world.

EDUCATION

B.A., University of Texas at Austin;
M.D., UT Southwestern Medical Center;
Residencies, UT Southwestern/Parkland
(Internal Medicine) and Kansas University
Medical Center (Dermatology)

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