

Ascend Professional Pathways



Executive Coaching
Sales Training, & Facilitated Learning

ascendpropathways.com

2026 Speaker Topics, Courses, and Programs

Thank you for considering the following professional education programs through Ascend Professional Pathways. It is my goal to enable a world where all people perform at their best abilities and highest potential. Over the course of my career, I gained unique skills and knowledge to allow me to provide the highest quality and passion to empower learning and professional development. Please review the following samples of my programs and topics for your educational platforms, I very much appreciate the opportunity to provide value to your members.

Depending on your organization's needs and the vision to best provide value for its members, **all of the following program's formats can be modified to accommodate speaking engagements, webinars, and live workshops.** The length and depth of the sessions can be adapted to accommodate the difference in times and formats; however, the objectives, takeaways, and outcomes will remain. Each course may include education materials (worksheets, workbooks, tools, activities etc.) and will be provided digitally for webinars and in both digital and print for live programs.

The following list contains my current programs, if you prefer to consider other topics, please simply let me know. **You can of course request any topic that you feel would be of value to your members and I can create and facilitate a program to best meet your needs. I offer complete customization and creativity in providing meaningful education for your organization!**

Thomas Passalacqua is a certified Executive Coach who specializes in customized professional & leadership development. With a master's in education, Thomas started his career as a founding teacher in New York City. He then transitioned into dental manufacturing sales, where he was an award-winning consultant who trained and mentored other sales professionals. Transitioning again, Thomas was the director of business development for a growing dental group practice in the Northeast where he led sales and marketing for mergers & acquisitions. In his executive coaching and professional training platform, Ascend Professional Pathways LLC, he enables various industry leaders to gain clarity and improve their business leadership skills.

Thomas Passalacqua

Certified executive coach specializing in sales training & facilitated learning.

516-946-2965 | thomas@ascendpropathways.com

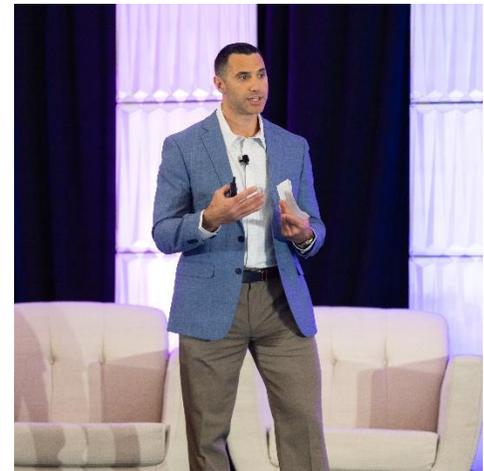


Book a call: <https://calendly.com/thomas-ascendpropathways/30min>

Description & Outline of Programs:

(Scope and detailed outline of each program can be provided upon request)

- **Navigating Imposter Syndrome: Overcome self-doubt, fear, and uncertainty**
- **Finding True Alignment: Establishing and Embracing Your Authentic Personal Brand**
- **Professional Realignment**
- **Professional Mission Statement**
- **Communicating as a Leader**
- **Career Accelerator**
- **Increasing Your Practice's Profitability by Providing an Exceptional Patient Experience**
- **New Dentists and Career Development**
- **Team Building & Improving Communication Skills for the Dental Practice Staff**



Navigating Imposter Feelings

Many of us are familiar with feelings of inadequacy, doubt, fear, and uncertainty. Sometimes, these emotions can be so severe that they debilitate one's progress in achieving their goals because they skew one's perception of their capacity for performance. Acknowledging that experiencing Imposter Feelings is common among our colleagues can help diminish their effect, however, deliberate action is still needed to overcome their hold on us.

This program aims to empower individuals to overcome the deleterious effect that doubts, insecurities, hesitations, and overall imposter feelings can have on themselves. We work through targeted exercises and questions to challenge our perspective and focus on truth, objectives, and actions that will allow us to reframe how we think and feel, ultimately changing how we respond to difficult moments. We identify what strategies can be put in place to keep us on track and accountable for sustainable progress and how to apply effective solutions for more established personal and professional growth.

Objectives:

- Being aware of when imposter feelings occur and identifying them as such.
- Homing in on the specific fears and doubts to better overcome them.
- Looking at things objectively and removing the emotional response.
- Identify effective actions to take to move towards results.
- Reflect and reinforce what will continue to help us as we work towards our goals.

Personal Branding: Finding True Alignment in Establishing and Embracing Your Authentic Personal Brand to Empower You to Achieve Your Goals

Many of us strive to reach new levels in our professions, businesses, and careers but often hesitate because of feeling inadequate, afraid, or uncertain. Aligning your unique values and fully embracing your authentic self will empower you to overcome these doubts. Your personal brand will not only reflect what is genuine and true, but also how you are being portrayed by others. This enables compounding success within your personal and professional lives as your energy, intentions, and purpose attract meaningful opportunities.

- Align with your true purpose and fully embody your unique attributes that promote your authentic personal brand.
- Overcome debilitating limiting beliefs and identify specific actions to effectively get you closer to your goals.

Professional Realignment:

We are all capable of improving our capacity for success. Incorporating more support and intentional focus can not only make a difference in getting through tough times, but to allow you to excel and thrive. It's not necessarily getting new tools but sharpening the ones you already have. This program provides a focused, thought-provoking and creative process that inspires you to maximize your professional potential. My role is to help you get unstuck and challenge you to consider solutions based on the resources you currently have and enable you to drive results.

Objectives:

- Prioritize your most important goals to pursue for the next few months
- Identify what specific actions will enable you to achieve those goals
- Implement effective strategies to support those actions
- Develop a solution-oriented mindset to keep you achieving
- Identify and navigate challenges that delay your progress

This program is intended to develop the clarity to find the actions that will help you move closer to your specific goals. Improve your focus and gain vision on your strategies that will have the most impact.

Professional Mission Statement:

This program aims to align one's passions, strengths, and intentions into a cohesive and meaningful approach that they can use to stand out in their professional networks. By identifying and amplifying your unique qualities, skills, and attributes, you can best enable your success in achieving your goals. This will help to drive your purpose, find meaning in your work, and increase your fulfillment in your career.

Creating and establishing a professional mission statement can help guide you in your ambitions and better enable your success. This process of crafting your professional mission statement can help guide you and keep you accountable, motivated, and consistent along the way. How confident are you in your ability to influence the aspects within your control? Would you know where to start? Use this program and exercise as an assessment and framework to empower you to better achieve your professional endeavors.

Communicating as a Leader:

In this digital age with seemingly less and less direct interaction between people, and the compounding factor that we live a part of our lives online, interpersonal communication is a skill that needs to be continuously developed. Effective communication involves not only how one speaks and transfers information to another, but the meaning and intention behind what we say and what we do. This program focuses on building mindful and calculated actions to portray purposeful information with those you work with. We aim for you to be deliberate in how others receive your messages and for you to gain the influence you intend.

Learning objectives:

- Individuals will work to improve effective and intentional communication between their colleagues
- Increase mindfulness on how one communicates with others to achieve a common objective
- Improve the positive impact of the team's overall performance and support the success of the organization
- Build trust and transparency between staff and to efficiently work together towards common goals
- Aligning one's strengths to their objectives and promoting engagement in their roles

Key takeaways:

- Improving intentional communication between team members and better convey the messages you want to share
- Identify each team member's unique needs and communication styles to better accommodate both
 - the individual and the group dynamic
- Improve consideration for one's colleagues and achieve common ground
- Effectively adjust one's approach to accommodate a variety of different communication styles
- Leaning on one's strengths to improve overall successful communication in the workplace

Career Accelerator:

The Ascend Career Accelerator Program is a customized approach to help one in exploring their options, aligning values, and preparing for change. It is designed to support and empower one to excel in their long-term career goals and will help them to get started and feel confident in their first step.

Whether you are a junior professional trying to determine your direction, or a seasoned executive looking to level up, the process is focused on your unique goals, aspirations, and abilities. The framework allows for creativity and flexibility and helps to uncover relevant actions you can take to make progress in your professional journey.

Areas of focus include: Career discovery, personal branding, building one's professional network, and success when transitioning. The entire process reflects your unique situation, ambitions, resources, and decisions. It is a completely client-centered approach and is custom-tailored to you.

Increasing Your Practice's Profitability by Providing an Exceptional Patient Experience

(This is an extended program and could be best as a 2-part series, however, it can be modified as a stand-alone program).

Part 1: Improving The Patient's Experience and Ensuring Practice Growth.

Part 2: Improving Your Leadership Skills Needed to Drive Your Teams to Success.

Program overview:

This interactive and facilitated workshop focuses on leadership development as practice owners aim to improve key aspects of three main objectives:

- 1) Improving the quality of the patient's experience throughout your practice.
- 2) Increasing profitability by uncovering roadblocks to growth and identifying key areas of improvement.
- 3) Improving your leadership skills to drive your team to success.

Through a series of collaborative and social exercises, you will work alongside other practice owners to navigate 6 key activities to discover strategies and solutions that are best for you, your team, and your patients. You will assess and identify methods that could have a direct impact on the quality of the patient's experience within your practice, which can ultimately lead to higher profits. These activities include increasing your leadership capabilities, analyzing your staff's performance and identifying improvements, threading your vision and goals into the fabric of the patient's journey, and building accountability to ensure success. Participants will gain relevant tools and initiatives to apply along with a workbook with customized solutions and ideas; come ready to actively participate and leave energized and organized!

Learning objectives:

- Gain insights into how to improve the quality of the patient's interaction throughout your practice within key moments of their visit. Key interactions include treatment, administration, and flow throughout your office.
- Discover what may be preventing growth within your practice. Areas of consideration include staff interaction, approach to treatment, leadership influence, and overall goals of the practice.
- Identify key opportunities for increasing profits within the practice. Areas of opportunity can include vision alignment throughout your team, employee engagement, being an effective leader to drive accountability, and better serving the patient.

Key takeaways:

- Construct and uphold the mission, vision, and core values for your practice.
- Establish what makes your practice unique and how to measure success.
- Better alignment between your staff and the goals of your practice and improve employee engagement.
- Create methods on how to better improve a patient's experience within your practice.
- Overcome challenges and roadblocks that may be preventing your practice from growing.
- Improve your leadership skills and abilities to manage your staff to drive the practice to success.

New Dentists and Career Development

Program overview:

This interactive and facilitated workshop focuses on young career dentists navigating the early stages of their journeys. Participants will aim to develop key aspects to accomplish the following objectives:

1. Develop their unique edge as a clinician to best stand out in a competitive industry.
2. Discover relevant strategies to enable successful advancement in their careers.

Through a series of up to 5 in-depth exercises, participants will work directly with and alongside their peers to develop an approach for career planning that works best for them. The learning activities are designed to stimulate broad and creative thinking, and to craft tangible results that they can apply to best enable success. Participants can expect to be active and intentional in being reflective, open-minded, and deliberate in planning their goals. Participants will gain relevant tools and initiatives to apply along with materials with customized solutions and ideas; come ready to actively participate and leave energized and organized!

Learning objectives:

- Learn how to best develop your skills to stand out as a unique clinician and to take advantage of your talents, interests, and ambitions.
- Identify where to focus your efforts to successfully advance in your career and to accomplish the goals that you want to achieve.
- Discover the best strategies to be successful in new roles, working with others, building your experience, and navigating the next steps that will support your vision.

Key takeaways:

- Construct and uphold your clinical mission statement that echoes your passion for dentistry.
- Identify and craft your unique values, traits, and philosophies as a clinical professional.
- Identify strategies for advancing within your dental career and refining how to achieve your goals.
- Learn methods on how to leverage your strengths and make improvements to ensure continued growth and progress in your career.
- Explore relevant strategies for successfully navigating a new role or position.

Team Building & Improving Communication Skills for The Dental Practice Staff

(This program can accommodate the full practice team, or just the practice leader).

Program overview:

This collaborative and facilitated workshop focuses on developing healthy social interactions and improving the performance of the practice's team members. We will work through a series of interactive exercises that aim to align each individual team member to the goals of the practice. These activities will help to build upon the strengths of the team and allow them to best contribute to the success of the office by enabling collaboration and reliability. These refinements in communication and teamwork aim to empower the growth of the practice, the growth of the individual, and the overall ability to provide the highest quality and consistent patient care. Participants can expect to be active and intentional in being reflective, open-minded, and deliberate in planning their goals. Participants will gain relevant tools and strategies to promote team cohesion. Additionally, participants will be provided with materials that outline customized solutions and ideas; come ready to actively participate and leave energized and organized!

Learning objectives:

- Each team member will work to improve effective and intentional communication between their colleagues that will have a positive impact on the team's overall performance and how it supports the success of the practice.
- The team will work to improve their engagement and to better align themselves with the overall goals of the practice as well as each member's individual goals.
- The team will work to build trust and transparency and to efficiently work together, which will have a positive impact on the practice's performance and the patient's experience.

Key takeaways

- Create and refine the practice's mission, vision, and values that will better align the team to meet the practice's goals and objectives.
- Identify and develop each individual team member's unique contribution and areas to improve.
- Develop each team member's personal growth and how it supports the overall growth of the practice.
- Improving intentional communication between team members and better convey the messages you want to share.
- Identify each team member's unique needs and communication styles to better accommodate both the individual and the group dynamic.

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SUMMARY

I started my career as a founding teacher creating programs and starting new schools which allowed me to refine the learning process and improve on increasing engagement for a variety of learners and audiences.

Transitioning into direct sales, I achieved President's Club for exceeding my sales goals and started to train and mentor other sales professionals. It was in this role where the foundation of my sales training programs were created and refined; all which are relevant and effective strategies that have been applied and honed.

Transitioning again, I was the director of business development helping to grow a multi-million dollar healthcare management company through mergers & acquisitions. Being dynamic and agile within an ever-changing market builds unique skills and abilities that I am excited to share and implement within my programs.

My passion is applying all of my experience and skills to train and support other sales professionals as well as helping leaders navigate their success through executive coaching, leadership development, and facilitation.

EDUCATION

Certified Executive Coach- Center for Executive Coaching: 2025

Sales Enablement Professional Certification & HubSpot Sales Enablement Certification: 2024

Master's of Science in Education- Hofstra University: 2011

Bachelor's of Science in Education- Hofstra University: 2008

SKILLS & EXPERTISE

Business Development
Sales & Marketing Strategy
Customer Engagement
Sales Enablement

Staff & Project Management
Team Leadership & Mentoring
Program Development
Content Creation & Development

Account Management
Needs Assessment
Lead Generation
Reporting & Data Analysis

PROFESSIONAL EXPERIENCE

Director of Business Development

The Smilist Management Inc., Great Neck, NY | (10/2021 – 12/2025)

Dental Sales Consultant- President's Club

VOCO America Inc., New York, NY | (2016 – 2021)

Education Experience; Founding Teacher

(2009 – 2016) New York, NY

The Academy Charter Middle School; Explore Schools Charter Network; Success Academy Charter Network

Ascend Professional Pathways

Customized professional development to
empower those who drive your mission.



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