



# Team Activity

# Team Activity

## Series 2 Advanced Training

### Session 12 Advanced Growth Strategies (Part 4)

**Listen Online**  
[dst.media/focus24](http://dst.media/focus24)

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1. Make a copy of this worksheet for each team member to use.
  2. Complete the Team Activity.
  3. Fax or email one “Master Worksheet” containing your team’s collective efforts.
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## Send Us Your Master Worksheet

**Fax**  
**615-807-3301**

**Email**  
**[Champions@DentalSuccessToday.net](mailto:Champions@DentalSuccessToday.net)**

# Team Activity

## Step 1 Visualize the Ideal Patient

As a team, complete this brainstorming exercise together.

What describes your ideal A Patient?

Write every word that comes to mind.

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Choose a few ideal patients you currently have in your practice and discuss what exactly about them makes them ideal.

Ideal Patient 1

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Which traits make them ideal?

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# Team Activity

**Ideal Patient 2**

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**Which traits make them ideal?**

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**Ideal Patient 3**

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**Which traits make them ideal?**

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**Now, choose a few patients who are very close to, but not quite ideal yet.**

**Almost-Ideal Patient 1**

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**Which specifically would make this patient ideal?**

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# Team Activity

Almost-Ideal Patient 2

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Which specifically would make this patient ideal?

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Almost-Ideal Patient 3

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Which specifically would make this patient ideal?

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Look for clues...

When looking at the differences between your set of ideal patients and your set of almost-ideal patients, were any of those differences caused by differences in your process, treatment presentation or follow-through?

If so, what do you think contributed to the differences in patient behavior?

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# Team Activity

## Step 3 Connect the Dots

**In this final step of your Team Activity, you're going to tie it all together.**

**Here's a review of what you completed in the previous two steps:**

1. Determined the differences between “ideal” and “almost-ideal” patients, in essence, putting your perfect patient into words.
2. Identified what about your process could be contributing to some patients becoming ideal, and some, not.
3. Contemplated what a truly successful day looks like personally, in essence, putting your perfect day into words.
4. Drew from your personal versions of the perfect day, you wrote an exhaustive word list of what the perfect day looks like and feels like.

**Now, it's time to tie your words to actions and create your own perfection.**

**Write the commitments you're going to make in an effort to cultivate both your perfect patient and your perfect day.**

**Go back to the previous pages and use your responses as a “cheat sheet” for helping create your commitments.**

**After you write a commitment, take a word (or words) from your descriptive word list and connect it to your commitment.**

**This will link your commitments to results and emotions and bring them closer to reality.**

**Complete this exercise together as a team and allow everyone a chance to engage and share their connected words and commitment.**

# Team Activity

Here's an example of this exercise.

## Connected Words

*Consistency, trust and unity.*

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## Commitment

*Guide every patient with a new treatment plan through a hand-off and into the Triangle of Trust.*

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Now it's your turn!

## Connected Words

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## Commitment

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## Connected Words

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## Commitment

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# Team Activity

**Connected Words**

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**Commitment**

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**Connected Words**

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**Commitment**

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**Connected Words**

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**Commitment**

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