



# Team Activity

# Team Activity

## Series 2 Advanced Training

### Session 9 Advanced Growth Strategies (Part 1)

**Listen Online**  
[dst.media/focus21](http://dst.media/focus21)

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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 Back to Basics

As a team, fill in the blanks below. All missing words are highlighted in your transcript.

The fastest way to grow our practice is to increase \_\_\_\_\_.

We must ensure we're executing our schedule in the \_\_\_\_\_ way we committed to long ago.

**These are the sound principles we've already determined:**

- Focusing on larger \_\_\_\_\_
- Getting ahead of our \_\_\_\_\_
- An \_\_\_\_\_ that puts us in a position to win
- Making sure our days aren't \_\_\_\_\_

**If anyone in the practice has hit a plateau, look to master these two things:**

1. The \_\_\_\_\_ of treatment
2. \_\_\_\_\_ the treatment

We want to build a schedule that is serving the patient in a way towards

\_\_\_\_\_, not towards \_\_\_\_\_,

and not putting us at the mercy of \_\_\_\_\_.

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All our work can be undone by not having a \_\_\_\_\_.

approach to taking care of the \_\_\_\_\_ moving into the

schedule in \_\_\_\_\_.

If you want to hit bigger goals, you've got to have \_\_\_\_\_

that it's possible, and you have to have \_\_\_\_\_

that makes patients want to say yes.

Good \_\_\_\_\_ with bad \_\_\_\_\_ can't win,

neither can bad \_\_\_\_\_ with good \_\_\_\_\_.

# Team Activity

## Step 2 Study Your Past, Perfect Your Future

As a team, look at your schedule from the past month.

What jumps out as SPECIFIC ways your schedule could've been better?

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Which of those changes do you think would've made the greatest difference in building more valuable days and raising your clinical averages?

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What changes would you have made specifically for the doctor?

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What changes would you have made specifically for the hygiene team?

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# Team Activity

As a team, look at your schedule for the upcoming month.

Can any of the changes that you would've made to last month's schedule be applied to this month's schedule?

**Hint**

The answer is yes.

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Which of those changes would you like to prioritize this month?

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How are you going to build more valuable days for the doctor?

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How are you going to build more valuable days for the hygiene team?

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# Team Activity

## Step 3 Take Your Temperature

As a team, “take your temperature” and discuss your health.

On a scale from 1 - 10, how would you rate your team’s culture?

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How would you describe your team’s mood(s) over the last week, month and quarter?

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Considering the recent movements of your team’s mood(s), how would you rate your team’s attitude on a scale from 1 - 10?

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Now, translate that number into words: how would you describe your team’s overall attitude over the last few weeks and months?

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In which areas do you think you can improve as a unit?

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# Team Activity

What can y'all do to foster more positive energy each day?

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What can you do to build your confidence as a team?

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With confidence and positivity in mind, what extra initiatives can you take with patients to move them forward on their journey with you?

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# Team Activity

## Step 4 How's Your Heart?

If you have a “buddy” on your team, feel free to discuss your answers together.

Are your heart and mind in a good place when you come to work?

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Is there anything that would help you feel more connected to your work, your patients or your team? Anything that'd get more “fire in your belly...”

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Are your relationships with your teammates and patients where you want them to be? If not, what would you like to be different? And what would your best first steps be to help bring about those changes?

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What do you want to achieve this month on a personal level? This can be emotional, statistical, or both... and with your teammates, patients, or both.

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