



Team Activity

Team Activity

Series 3 Team Mastery

Session 10 Closing Gaps, Improving Consistency and Discovering Your Next Breakthroughs to Your Potential and Beyond

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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

Team Activity

Step 1 Individual Exercise

When turning our attention to consistency, it's a great time to reestablish personal roles and personal goals so we can easily visualize what effective consistency looks like for everyone.

Here's our three-step individual exercise that'll help give form to the concept of consistency:

1. Write everything you do on a daily basis. Yes. EVERYTHING.
2. Define what success means for you within your role.
3. Name your top three priorities.

Everyone answer the following questions individually.

What's your role and what's everything you do on a daily basis?

Note

You can write this out in paragraph form or as a bullet point list.

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What's your definition of success within your team role?

Note

You can write this out in paragraph form or as a bullet point list.

What are your top three priorities on a daily basis within your role?

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Step 2 Team Exercise

It's time to share what you wrote!

Go around the room and give everyone a chance to share how they answered the questions in Step 1.

Before you begin sharing, remember:

1. There's no such thing as a wrong answer, so don't be shy!
2. If you hear a responsibility on another team member's priority list (or left off a list) that's consistently making your role more difficult, write it down! There'll be time to circle back around to it for open discussion once everyone has shared.

Once everyone's shared, open the floor to discuss any responsibilities where inconsistencies are hurting personal performance or the practice's overall performance.

Remember

There's no place for focusing blame onto other team members or interpreting comments as personal attacks on your work ethic. We're all on the same team and there's no reason to be harsh with each other or with ourselves!

Note

This time is for acknowledging current roadblocks, openly discussing the logistical complexities associated with them and creating room to discover your next breakthrough en route to cultivating the consistency you crave.

During your open forum, feel free to write down any helpful thoughts or commitments.

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Now it's time to create your practice-wide list of priorities.

Just like you created your personal list of top priorities, zoom out and do the same thing as a whole for your team.

Here's how you're going to build your Team Priority List:

1. Go around the room and ask each person which one of their three personal priorities they'd like to contribute to the team list.
2. After everyone's shared their one priority to contribute to the team list, ask if anyone feels there's still a major priority missing. If there is, add it!

Note

This list should be broad enough to engage and include everyone, but small and focused enough to be easily acted upon.

Tip

Consider this your "Greatest Hits" of priorities.

Remember

This should be a list you could revisit a month from now and conduct a brief team check-in with, asking teammates if they feel progress has been made.

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Step 3 Individual and Team Commitment Statements

The final step of your Team Activity is to turn everything you've covered into a useful, simple, actionable statement.

Distill what's been discussed into one individual commitment and one practice-wide commitment that you'll be able to look back upon a month from now and clearly assess your progress in creating consistency.

When it comes to creating consistency on an individual level, what's the one commitment you'd like to make to yourself?

When it comes to creating consistency on a team level, what's the one commitment you'd like to make to yourselves and your patients?
