



Team Activity

Team Activity

Series 4 Elite Practice Evolution

Session 12 Seeing Success Before It Happens

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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 Personal Positive Expectancy

Begin this activity by familiarizing yourselves with the concept of “positive expectancy.”

Positive Expectancy

Thinking and speaking as though what you desire is inevitable, certain and already happening.

Individually, answer the following four questions through the framework of positive expectancy.

1. What does the perfect day look like for you outside of the practice?

When crafting your response, consider these factors:

- Your flow from waking up in the morning to going to bed at night
- Your attitude
- Your feelings
- Your health
- Your energy management
- Your time management

Write about your perfect day outside of the practice.

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2. What one decision, action, change or commitment can you make that'll help get you to where you envision yourself?

Remember

The magic lies within choosing the greatest priority for making your state of ideal reality.

3. What does the perfect day look like for you inside of the practice?

When crafting your response, consider these factors:

- Your role
- Your responsibilities
- Your teammate relationships
- Your patient relationships

Write about your perfect day inside of the practice.

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4. What one decision, action, change or commitment can you make that'll help get you to where you envision yourself?

When crafting your response, consider what you can:

- Do better
- Do faster
- Adjust
- Improve upon
- Learn

Write about your one decision / action / change / commitment.

Take a moment to share your responses out loud with your teammates.

Tip

Someone who “really gets” and resonates with this exercise volunteer to share first and set the tone for your team.

Note

This is a wonderful way to see into the hearts of your teammates, gain understanding and appreciation of who they are, and discover ways in which you can support them as they become the person they envision being and create the life they envision living!

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Step 2 Your Team's Ideal Day

Now that you've shared what your perfect days look like from a personal perspective, it's time to do the same from a team perspective.

Collaborate with one another out loud and develop a response to the following question as you create your perfected vision together:

What does the perfect day look like from morning huddle through end-of-day debrief with your communication, schedule, goals, and everything in-between?

One team member please volunteer to write down the vision of your team's ideal day, as well as a list of commitments and decisions on what needs to happen to live into that reality.

You have space to write your vision and commitments on the following pages.

Note

As you join forces and construct your state of ideal by reverse-engineering your day through positive expectancy, think deeply about a variety of days you've had in the practice: days that have flowed well and felt good, and days where you've encountered resistance or felt congested and disjointed.

Tip

Discuss the differences between the days with rhythm and ease and those without to further refine your desires and commitments.

Let's begin!

Someone please dive in and start at the beginning of the day, expressing what ideal looks like and what their vision is for a state of ideal that's even more tailored to your team's desires and achieved more consistently than it is right now.

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Step 3 Perfect Patient Outcome

Steps 1 and 2 of this Activity were designed to help focus the vision in your own lives.

Now, it's time to apply the same principles and perspective of positive expectancy to your patients' lives.

Together as a team, collaborate and craft a response to this question:

From a treatment-planning perspective, how can you help your patients visualize their own personal, perfect patient outcome?

In other words:

What can you do better to help your patients begin with the end in mind and plan their pathway to health backwards from there?

As you brainstorm together as a team, consider how you all can:

- Increase interactivity
- Prioritize patient engagement
- Make patient visits and outcomes both experiential and exciting

When you develop the vision of “ideal” together with your patients, it always leads to a more complete and comprehensive pathway to health versus simply trying to “fix” their mouths.

That's why visualization is crucial:

It makes your team more helpful and your patients more healthy.

One team member please volunteer to write your team's picture of how to develop perfect patient outcomes via positive expectancy and a list of actions each team member can take to get patients to the state of ideal in their minds before you get their mouths there too.

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Step 4 Your Greatest Commitment

In this final step, you'll be going back into your internal desire and boiling it down to your "one big thing;" your greatest commitment going forward.

Individually, envision your future in a big-picture sense; zoom way out. Once you have a picture in focus, write your greatest commitment / desire that you wish for your future.

Note

This is one thing you want to be different, enhanced, improved, and more fully realized than it is right now.

Conclude this activity by simply filling in the blank and finishing the statement below.

Tip

Insert whatever you to be, do, have, experience or achieve, and then celebrate as though it's already happened!

In the future, I have _____.
