



Team Activity

Team Activity

Series 5 Personal Growth and Practice Development

Session 8 The Power of Words in Bringing the Principles of Experience, Relationship and Success to Life

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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 Redefine Success

When building your ideal patients and practice, it's best to begin with the end in mind.

That said, begin by redefining success...

How do you define success in your practice?

Consider this from your internal perspectives: practice success, team member success and doctor success.

What does success look like for your patients?

To help bring life-changing power and meaningful specificity to your answer, think about your patients not as a whole, but as individuals: what does success look like for every single patient?

As a whole...as a group...as a team...how do you bring those things listed above to life?

Team Activity

Step 3 Create Your Success Vocabulary

Words have incredible power, and in this step, you'll be developing your own language for success to use with your patients and each other.

Examples of Success-Oriented Vocabulary:

- Recall < Re-Care
- Appointment < Reservation
- Waiting Area < Reception Area
- Hygiene Visit < Health Maintenance / Enhancement Visit
- Problem-Based < Possibility-Based
- Reactive < Proactive
- Emergency < Preventative
- Conservative / Basic Care < Optimal Health / State of Ideal

Together, create your very own Success Vocabulary.

Write 10-20 success-oriented words you'd like to commit to using from now on.

Team Activity

To complete this activity, discuss your team-wide and personal commitments.

As a team, here are our commitments to success, experience and relationship going forward:

As individual team members, here are our commitments to success, experience and relationship going forward:

After you complete this Team Activity, take your list of success-oriented words, type them up, title that sheet your [Practice Name] Success Vocabulary, and put them somewhere visible in your office so you can all revisit them over the coming weeks and months. Keep adding to your list over time as you continually bring success and health to life!