



Team Activity

Team Activity

Series 6 The Championship Playbook

Session 3 Identifying and Overcoming the Limiting Beliefs Holding You Back (Part 1)

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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 What Are Your Personal Beliefs?

In this step you'll be diving into your personal thought patterns and discovering what's both helpful and unhelpful to you, your teammates and your patients.

First, review the two main reasons people get "stuck." Then, begin uncovering your own limiting beliefs together.

Two main reasons people get stuck:

1. Saying or thinking, "I/we can't because..."
2. Not believing you or those around you are capable of change or getting the job done.

Success and failure have their roots in belief.

Individually, take a moment to consider your personal patterns of thinking and speaking to discover where your own beliefs are rooted.

Are you thinking, speaking and believing as well as you can about yourself?

What's your humble, sincere, gut-reaction to that question?

If you feel there's opportunity to improve, describe where you can and how you will.

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Are you thinking, speaking and believing as well as you can about your teammates?

What's your humble, sincere, gut-reaction to that question?

If you feel there's opportunity to improve, describe where you can and how you will.

Are you thinking, speaking and believing as well as you can about your patients?

What's your humble, sincere, gut-reaction to that question?

If you feel there's opportunity to improve, describe where you can and how you will.

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Step 2 What Are Your Team's Beliefs?

It's time to transition from the personal, open-ended portion of this activity to more specific, team-oriented exploration.

In an open forum format where everyone is encouraged to speak, answer the following prompts as a team and discuss them together.

Facilitator

Nominate one team member to help guide discussion and keep it flowing.

Writer

Continue summarizing your team's discussion on the following page of your Master Worksheet.

Remember

If a limiting belief is in one team member's mind, it's in your collective mind, and that affects everything you're building together: your patient experience, culture, communication, confidence and overall relationships between you and your teammates, you and your patients, even you and yourself.

Team, do we have limiting beliefs tied to...

- Handling phones calls?
- Scheduling appointments?
- Screening patients?
- Taking deposits over the phone?
- Asking for prepayment?
- Providing pre-material?
- Preparing our patients?
- Educating our patients?
- Comprehensive diagnosis?
- Breaking down treatment plans?

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- What we can accomplish in a single visit?
For example: hygiene, therapy, follow-up and recurring visits.
- Presenting the total pathway to health?
I.e. presenting all the treatment all the time.
- Overcoming insurance?
- Insurance protocols in general?
For example: pre-authorization, estimated benefits and predetermination letters.
- Controlling the schedule?
- Creating our days?
- Having more valuable days?
- Asking for referrals?
- Requesting anything of our patients?
- Expecting anything of our patients?
- Building bigger cases?
- Our patients' health?
- Our personal health?
- Our personal success?
- Our practice's success?

Jot down the areas where your team's beliefs are limiting your and your patients' potential.

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Step 3 Transform Limiting Beliefs Into Unlimited Beliefs

Now take those limiting beliefs you've identified and transform them into unlimited beliefs.

Limiting beliefs are:

Based in fear, lack and scarcity.

Unlimited beliefs are:

Based in possibility, abundance and courage.

Together as a team, create your Master List of Unlimited Beliefs by using these steps:

1. Choose what you feel are the top three limiting beliefs you all uncovered in Step 2.
2. Craft new, powerful, unlimited beliefs to transform them.
3. Consider how you can move from "playing defense" to "playing offense" in those areas.

Playing defense means:

Being reactive and negative.

Playing offense means:

Being proactive and positive.

Remember

Limiting beliefs lead to defense and unlimited beliefs lead to offense.

Facilitator

Continue guiding discussion for this step.

Writer

Continue summarizing your team's discussion on your Master Worksheet.

Ok, let's create that Master List!

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Our first new and improved unlimited belief is:

What specifically will we do to move from playing defense to playing offense and showcase our new belief?

Our second new and improved unlimited belief is:

What specifically can we do to move from playing defense to playing offense and showcase our new belief?

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Our third new and improved unlimited belief is:

What specifically can we do to move from playing defense to playing offense and showcase our new belief?

Once you've completed the team portion of this activity — transforming three limiting beliefs from Step 2 into unlimited beliefs — conclude with this personal portion to round out your Master List.

Individually, go back to Step 1, choose one limiting belief you identified and transform it.
Write your personal transformation below!

My new and improved unlimited belief is:

How I will be moving from playing defense to playing offense:
