



Team Activity

Team Activity

Series 6 **The Championship Playbook**

Session 5 **Setting Yourself up for Success Principles** **and Eliminating Self-Sabotage** **(Part 1)**

Listen Online
dst.media/focus65

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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 Help Yourself

Begin by diving into the heart of the matter and explore how you can be more valuable to yourself, your team and your patients.

Individually, answer the following questions before transitioning into sharing with your team:

Where do you get in your own way?

Example

Time management, getting distracted, not finishing tasks, limiting beliefs or unnecessary stress.

One-by-one, share with your teammates and allow them to answer the following question:

Team, how can you help me?

Note

The point of this exercise is to build more empathy, be more collaborative, increase teamwork, keep communication and feelings transparent, be helpful AND help-able.

Team Activity

Choose two things you're going to change, get help with or remove from your plate.

Flip that question around and turn it into open discussion with your teammates by asking:

Team, how can I help you?

Choose two things you're going to change, give help with or remove from someone's plate.

Team Activity

Step 2 Help Your Patients

Transition from helping serve each other and get back to helping serve your patients.

In an open forum format where everyone is encouraged to speak, mastermind the following question and discover new pathways to help and health together:

How can we help more patients get healthy?

Choose a writer to document your team's discussion and allow everyone a chance to offer their perspective as you explore possibilities and make commitments.

Note

The goal here is to get more patients to more meaningful yeses, to follow through faster and achieve more visions of complete health.

Tip

Using the Connected Patient Experience and Full-Circle Communication as your guides, consider the flow of the schedule, bundling of treatment, immediacy of follow-up, use of photographs, anchoring the clinical yes, building greater visions of health, not giving up on your patients and working in unison as a team.

Make commitments and tie specific ownership, actions and timelines to your vision.

Team Activity

Step 3 Raise Your Expectations

Piggyback off of expanding your vision of how you're helping yourselves and how you're helping patients by expanding your goals and raising your expectations.

Continue masterminding as a group by discussing these three layered questions:

1. Are our goals too small?
2. What would bigger goals look like?
3. How would we achieve these bigger goals?

Note

The goal here is to establish higher-level, bigger goals for everyone in the room and move forward as a unified team. Raise your expectations and GO FOR IT because you will never hit a goal you do not have!
