



# Team Activity

# Team Activity

## Series 8 The Four Pillars

### Session 1 Purpose, Passion, Breaking Through Discomfort and Transforming Into the Most Extraordinary YOU Yet

**Listen Online**  
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[dentalsuccesstoday.com/2024](http://dentalsuccesstoday.com/2024)

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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](mailto:Champions@DentalSuccessToday.net)**

# Team Activity

## Step 1 Eliminate Clutter

Begin with elimination and discovering leverage in your life: at the practice and at home.

Answer individually, then come together and share your leverage points with the team.

**What's one piece of mental clutter you can eliminate from your life at the practice?**

And why is this the highest-leverage, most important, rewarding action you can take?

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**What's one piece of behavioral clutter you can eliminate from your life at the practice?**

And why is this the highest-leverage, most important, rewarding action you can take?

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**What's one piece of mental clutter you can eliminate from your life at home?**

And why is this the highest-leverage, most important, rewarding action you can take?

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**What's one piece of behavioral clutter you can eliminate from life at home?**

And why is this the highest-leverage, most important, rewarding action you can take?

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# Team Activity

## Step 2 Transactional Thinking vs. Transformational Thinking

Internalize the difference between transactional and transformational thinking.

Consider how you can integrate transformational thinking into your life.

### Transactional Thinking:

Focusing on PERFORMANCE.

Doing; completing tasks.

### Transformational Thinking:

Focusing on PASSION.

Creating; leaving more behind than what you found when you first arrived.

*“Thousands of candles can be lit from a single candle, and the life of the candle will not be shortened. Happiness never decreases by being shared.”*

- Buddha

### How can you integrate transformational thinking into your life?

At the practice and/or at home?

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# Team Activity

## Step 3 Embracing Discomfort

Identify some edges of your experience where you're uncomfortable and have opportunity for personal breakthrough.

Name your discomfort and disempower it; create fertile soil from which to flourish.

### Remember

No feeling is final: attitude and practice have the power to transform uncomfortable fear into peaceful ease.

*"Where your fear is, there is your task."*

- Carl Jung

Where have you held back or stopped short at the practice?

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Where have you held back or stopped short at home?

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# Team Activity

**What is your most uncomfortable opportunity at the practice?**

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**What is your most uncomfortable opportunity at home?**

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**What fear can I release at the practice?**

In other words, what's a thought that no longer serves you?

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**What fear can I release at home?**

In other words, what's a thought that no longer serves you?

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**Take a moment to share your thoughts with your teammates if you're comfortable doing so.**

# Team Activity

## Step 4 Becoming Extra-Ordinary

Think of the moments throughout your day that have potential for great significance and influence.

Consider where some “extra” would transform the ordinary and make all the difference.

### Examples at the Practice:

- Phone Calls
- Scheduling
- Insurance
- Preparation
- Asking for and Collecting Money
- Morning Huddles
- End of Day Debriefs
- Team Meetings
- Photography
- Emotional Connection
- Question-Asking
- Case-Building
- Vision-Casting
- Presenting Treatment
- Professing the Pathway to Health
- Championing the State of Ideal

### Examples at Home:

- Intentionality With Family
- Self-Care
- Health
- Sleep
- Mindset

# Team Activity

How long are you going to wait before you demand the best for yourself...from yourself?

At the practice, where can I add “a little extra” to what I’m already doing and get “a lot of extra” impact from that small change?

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At home, where can I add “a little extra” to what I’m already doing and get “a lot of extra” impact from that small change?

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# Team Activity

## Step 5 Go All In

Bring it all together by succinctly summarizing your thoughts.

Define what going all in means and create not just the best year yet, but the best YOU yet!

To me, making this year my “ultimate impact year” would mean:

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To me, going all in on that vision would look like:

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