



# Team Activity

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## Series 9 Principles of Success

### Session 3 The Power of Mindset

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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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**Submit Your Trifecta Contest Entry  
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**Monthly Momentum / Success Calendar Photo / Team Activity**

# Team Activity

## Step 1 Becoming the Catalyst for Change

This activity is rooted in the four pillars of mindset and how to integrate them into our daily lives inside and outside of the practice.

We will focus on becoming the catalyst for change and creator of outcomes through clear, direct success principles.

### The 4 Pillars of Mindset:

1. Like Attracts Like
2. What You Focus On Expands
3. Manifestation in Action = Visualization x Preparation
4. Reverse Engineering

Begin with some “mental stretching” to warm up before sprinting into the rest of the activity, and personally, identify one thought that could benefit from an upgrade.

This can be inside or outside the practice.

### Examples:

- Instead of thinking this, thinking that
- Turning a problem into a possibility
- Reframing an obstacle into an opportunity
- Up-leveling a negative thought to a positive one
- Replacing a reactive pattern with a proactive pattern

Everyone write down one thought pattern they'd like to level up.

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# Team Activity

## Step 2 Like Attracts Like

*“Once you replace negative thoughts with positive ones, you’ll start having positive results.”*

– Willie Nelson

Let’s keep the momentum going and precisely identify how we’d like to refine what we’re magnetizing in our patients and our collective clinical experience.

When we say, “like attracts like,” let’s think about how that applies to our personality-based traits:

- Marketing
- Branding
- Messaging

And then let’s think about how that translates into our patient experience:

- Phone calls and follow-up
- Moving patients toward a healthy mindset
- Being promoters of complete health dentistry

As a team, answer these initial questions before returning to specific, actionable integration.

Keep these responses short, simple, and at a core level of essence; we’ll get the specifics next.

Who are we for?

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# Team Activity

**What do we do?**

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**What are we about?**

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**What's the point, the purpose, the "why" of our approach?**

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**By person and by position group, offer how we'll each express what we just identified; how we'll communicate who we are and what we're doing with our practice and our patients.**

**Again, some examples can be:**

- Marketing
- Branding
- Messaging
- Phone calls and follow-up
- Moving patients toward a healthy mindset
- Being promoters of complete health dentistry



# Team Activity

## Step 3 What We Focus On Expands

### Manifestation in Action = Visualization x Preparation

### Reverse Engineering Our State of Ideal

Let's internalize the practicality of manifestation, solidify our preparation to support it, pinpoint our focuses of expansion and reverse engineer our state of ideal from that foundation of free-flowing success.

During our team discussion—and most importantly after our team discussion—let's make a conscious choice to commit to these concepts like never before and see what happens next...

Our task today, and especially this month, is for us to take these four core concepts and bring them to life in new, more profound, more real ways:

1. What we focus on expands and our attention is a magnetic, magnifying lens.
2. Manifestation means, "make happen," and we get to choose to manifest, to "make happen."
3. Manifestation in action is simply visualization x preparation.
4. Reverse engineering is another way of saying, "being clear on our desired outcomes."

Again, begin with some "mental stretching" to warm up before the finale of this activity, and personally identify one inspired, gut-level upgrade you can make at the practice based off of these four core concepts.

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# Team Activity

Now, together as a team, let's apply that same ingenuity toward maximizing our morning and end of day huddles.

**Consider these questions:**

- Harnessing the power of our focus, what can we intentionally magnetize and magnify?
- What can we choose to “make happen” via our collective visualization and preparation?
- Can we reverse engineer it all, meaning, can we be clear on our desired outcomes?

**Think in terms of:**

- Morning huddles
- End of day huddles
- Decisions specific to each person
- Decisions specific to each position group

**We'll make our huddles more valuable and effective than they've ever been by committing to the following...**

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# Team Activity

Now, bring it back to the power of mindset.

**Person by person and position group by position group, what are the mindsets that'll energize our reverse engineering (our desired outcomes) with motion and emotion?**

**Think in terms of:**

- What do I/we want to be a magnet for?
- What will I/we focus on expanding?
- What outcomes will I/we be prepared to make happen?

**Tip**

If there are any mindsets currently being held that are a hindrance to those outcomes—no matter how subtle or seemingly innocent—joyfully identify them, release them, and replace them with mindsets in greater alignment with our manifesting and reverse engineering.

**Remember**

Above all, commit wholeheartedly, and commit in unison!

*“Until one is committed, there is hesitancy, the chance to draw back. Concerning all acts of initiative and creation, there is one elementary truth the ignorance of which kills countless ideas and splendid plans: the moment one definitely commits oneself, then providence moves too. All sorts of things occur to help one that would have never otherwise have occurred. A whole stream of events issues from the decision, raising in one’s favor all manner of unforeseen incidents and meetings and material assistance which no man or woman could have dreamed would come their way. Whatever you can do or dream you can do, begin it. Boldness has genius power and magic in it. Begin it now.”*

**— Johann Wolfgang von Goethe**

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# Team Activity

Last question to bring this activity to a close! Answer this individually and answer simply.

When I get home today, I'll commit and choose for my attitude and mindset to be more...

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