

Practice Focus Team Activity: Mid-Year Review

Scott has provided a team activity to use during your team meeting(s) to facilitate the execution of his Practice Focus of the month. Use the space below to document your action plan and record your victories.

Make a copy of this worksheet for each team member to complete and fax directly to Scott at: (317) 534-3061. This will allow DST to review and monitor your progress and either provide guidance or share in your victories (or both!).

1. What is going well? What have you improved and what victories are you celebrating?

2. List (at least) 3 areas of concern or items that are still on the “to-do” list.

3. Personal Reflection: What have you improved on? What can you continue to improve or feel you need more training on personally?

4. Let's take a look at the numbers:

Monthly Production Goal: \$ _____

Number of Clinical Days/Month: _____

Daily Magic Number: \$ _____

5. Now, let's take a look at your diagnosis vs. case acceptance year to date for each bucket. List each bucket title and the values of each field.

Bucket 1: _____ # Patients Seen for this Bucket: _____

Avg Daily Diagnosis: \$ _____ Avg Daily Acceptance: \$ _____

Bucket 2: _____ # Patients Seen for this Bucket: _____

Avg Daily Diagnosis: \$ _____ Avg Daily Acceptance: \$ _____

Bucket 3: _____ # Patients Seen for this Bucket: _____

Avg Daily Diagnosis: \$ _____ Avg Daily Acceptance: \$ _____

Bucket 4: _____ # Patients Seen for this Bucket: _____

Avg Daily Diagnosis: \$ _____ Avg Daily Acceptance: \$ _____

Bucket 5: _____ # Patients Seen for this Bucket: _____

Avg Daily Diagnosis: \$ _____ Avg Daily Acceptance: \$ _____

6. Set Your Goals for 2017:

Next 60 Days: _____

Next 120 Days: _____

Next 180 Days: _____

7. Update your list of priorities to include any actions or items that may need to be improved upon to make your production goals a reality. You may also list any items that you feel are contributing to your team hitting those goals consistently.
