

Practice Focus

May 2026



Reverse Engineering Our Goals, Success, and Patients' Health

1. *The Money Formula*

- Identifying Blindspots
- Tracking and Seeing the Future Clearly

2. *Mastering the Month*

- Leveraging Huddles for Achievement and Accountability

3. *Reverse Engineering Our Days*

- Production, Providers and Columns
- Applying Schedule Control

4. *Reverse Engineering Our Weeks*

- Collections, Days and Dollars
- Employing Math for Predictability

5. *Patient Health Philosophy*

- Problems, Prevention and Possibilities for Reverse Engineering Pathways to Health
- Complete-Health Dentistry and Comprehensive Treatment

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Dental **Success Today**

Action Plan

Mastering the Month



Leveraging Huddles for Achievement and Accountability

Morning Huddles: Visualizing Success

How can we improve our Morning Huddles and optimize our visualization for creation?

End of Day Huddles: Staying Accountable to Success

How can we improve our End of Day Huddles and prioritize accountability to our goals and our patients' health outcomes?

Action Plan

Daily

Reverse Engineering Our Days

*We reverse engineer every single day through
Value Based Scheduling:*

Are we starting every day with an anchor appointment?

What constitutes an anchor appointment for us?

Production, Providers and Columns:

What's our daily production value goal?

What's our total daily diagnostic value goal?

Are we reaching those goals? Do we need to update our goals?

Action Plan

Weekly



Reverse Engineering Our Weeks

*Create a Weekly Baseline and
Our Day to Goal for at Least Two Weeks Out:*

What's our weekly baseline for production and collections?



What's our ideal schedule: block by block, day by day?

A series of horizontal blue lines for writing a schedule.

Action Plan *Philosophy*



Patient Health Philosophy

Are we demonstrating what State of Ideal health looks like for every patient, every time?

Are we bringing our patients into the reverse engineering process (Pathway to Health) so they can own their health outcomes?

How can we level up creation engagement with our patients to maximize their health outcomes and expedite everyone's goals?

