

Team Leadership Exercises: For the Paycheck or Life's Calling

I recommend 2 simple, yet impactful exercises for this month.

#1 – Gather the team and ask each person to set aside time to make a list of their reasons “WHY” they choose to show up to work...”WHY” dentistry helps advance their desires in life. A supporting idea would be to define what “SUCCESS” looks like to each person. Having this picture may lead to some revelations about motivating factors.

Success is a feeling, rather than a tangible thing you can see in real life....those would be considered ACHIEVEMENTS, which are goals and objectives you set that you have reached. Achievements can lead to the feeling of success!

#2 – Gather the team and document questions each person has used to successfully influence a patient to open up and share the emotional reasons “WHY” they accepted treatment on the way to becoming healthy. This exercise will help others with ideas of how to approach different personality types in your effort to getting them to open up. I would highly recommend you create a master list of these questions as a resource to refer back to during team meetings.
