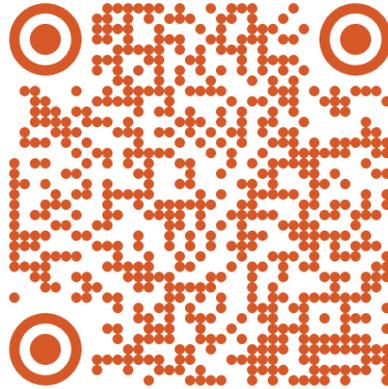# Team Activity

Series 9 / Session 11

Elevating the Value of Your Days
and the Daily Success System

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.

Team Activity

Step 1
Reviewing Our Goals and Anchors, Maximizing Our Time, Clinical Partners and Value

Let's assess our Daily Goals.

Column by column, what are our desired goals compared to our actual results?

Review the last 30 days, 90 days, and calendar year to make our assessment.

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Team Activity

Let's assess our Anchors.

What constitutes an anchor?

What is the value and procedural mix of our anchors?

How do we categorize our anchors? (Super, Medium, Regular)

How can we use our anchors to hedge against our average clinical days and actualize goals?

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Let's maximize our Time.

Where can we tighten up how we are investing units of time? (Chair, Doctor, Assistant)

Can we be more exacting and update any archaic or arbitrary scheduling?

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Let's maximize our Clinical Partners.

How can we optimize their days and support them to do more?
Are we properly allocating for primary and secondary columns?

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Let's maximize our Value.

What percentage jump can we achieve in our daily numbers by simply redefining our anchor values, tightening up our timing, and leveraging our clinical partners wisely?

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What's our average diagnostic creation goal that will be the foundation for this?

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Let's remember our Mantras.

"Present all the treatment, all the time."

"Vision, not visit."

"Prepay all day!"

Team Activity

Step 2
What Can We Do?

Let's discuss our Preparation.

Is everyone showing up to our Morning Huddles with opportunities and creation strategy?
How can we up-level our preparation and health enhancement opportunities?
Remember, these huddles are for assessing every single patient: not what they're coming in for, but what they're leaving with.

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Team Activity

Let's discuss our Patient Lifecycle.

How do we treat every patient like a new patient every single time for each category of visit? How can we better utilize pictures, proof and pain to connect deeply with our patients?

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Team Activity

Step 3
Championship-Level Follow-Through
and Commitment

Let's commit to Follow-Through.

How will we prepare for our weekly check-ins?
Once a week, we will invest at least 15 minutes into reviewing our last seven days, and planning our next seven days.

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Let's commit to a Championship-Level identity.

What characteristics of a Championship-Level Team do we currently embody?

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What characteristics of a Championship-Level Team will we make an effort to more clearly embody?

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