

Practice Focus

September 2026

Metrics That Matter

1. *Every Team Member*

- My Role in Our Meetings

2. *Creation Mindset*

- Future, Present, Past

3. *100%*

- Committing 100% to 100% Health
- Committing 100% to 100% Accountability

Action Plan

Every Team Member

My Role in Our Meetings

Have every team member answer the following questions...

*Morning Huddle:
What do I bring to the table?*

*End of Day Huddle:
What am I sharing with the team?*

*Weekly Check-ins:
What am I responsible for reporting upstream?*

*Monthly Meetings:
What does this represent to me?*

Action Plan

Creation Mindset

Future, Present, Past

*Most people are over-reporting and under-creating the future;
we want to flip that.*

*Name who's responsible for owning these areas and discuss
how they'll be taking ownership with a creation mindset.*

Future:

*New Patient Discovery and Decision Visits
Completing Pathway to Health*

Present:

*Education via Pictures, Proof and Pain
Money Owed
Unscheduled Treatment
New Opportunity*

Past:

*Production
Collections*

As a team, answer these questions...

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Action Plan

100%



Committing 100% to 100% Accountability

On a scale from 1-10...

How well are we doing at providing 100% health to every patient?

How well are we doing at providing 100% health to every household?

How well are we doing at being committed to 100% creation potential?

How well are we doing at being committed to presenting 100% of every patient's pathway to health?

How well are we doing at presenting 100% of the investment and breaking down treatment, not money?

Action Plan

100%



Committing 100% to 100% Accountability

Based on our scores, where are our opportunities for growth?

Is our Clinical Team accountable to the Business Team for value creation, vision development, and the clinical yes?

Is our Business Team accountable to the Clinical Team for presenting the complete pathway to health and not breaking down treatment?
