

2018 26 WTM Call Agenda

MONTH	1 st Thursday	2 nd Thursday	3 rd Thursday	4 th Thursday	5 th Thursday
December 2017				Week 1: Start Up Your Engines	
January 2018	Week 2: NP Beginnings	Week 3: NP Day 1- Greeting and Exam	Week 4: NP Day 1 Exam- Front Desk Exit	Week 5: New Patient Report (NPR)	
February 2018	Week 6: NP: The Honeymoon Period	Week 7: Telephone Excellence	Week 8: Zero Balance Financial Procedure	Week 9: Appointment Book Design	
March 2018	Week 10: Keeping a 'Pulse Check' on Patients 'Hearts'	Week 11: Re-Exams with & without X-Rays	Week 12: R-ROF with & without X-Rays	Week 13: Anniversary Report (AR) Preparation/Countdown	Week 14: Anniversary Report (AR)- The Delivery
April 2018	Week 15: Principles & Policies of Team	Week 16: Patient Policies & Team Policies	Week 17: Patient/Team Dialogue TIC Talk/ Reaction Regimen	Week 18: Spinal Workshops (SWS's)	
May 2017	Week 19: Building a Family Practice	Week 20: Building a Referral Rich Practice	Week 21: Promotions & Marketing	Week 22: Complimenting Patient Care w/ Additional Services	Week 23: Objection Management
June 2017	Week 24: Capacity & Time Flow	Week 25: Extra- Ordinary Care	Week 26: Uncommon Moments (Experienced Responses)		



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