

2021 26 WTM Call Agenda

MONTH	1 st Thursday	2 nd Thursday	3 rd Thursday	4 th Thursday	5 th Thursday
December 2020					Week 1: Start Up Your Engines and Foundations
January 2021	Week 2: NP Beginnings and Scripts	Week 3: NP Day 1- Greeting and Exam	Week 4: NP Day 1 Exam- Front Desk Exit	Week 5: NP Day 2 – New Patient Report (NPR)	
February 2021	Week 6: NP Day 3: The Honeymoon Period	Week 7: Telephone Excellence	Week 8: Zero Balance Financial Procedure	Week 9: Appointment Book Design Scheduling	
March 2021	Week 10: Pulse Check on Patients Hearts	Week 11: Re-Exams with & without X-Rays	Week 12: R-ROF with & without X-Rays or Tests	Week 13: Anniversary Report (AR) Preparation/Countdown	
April 2021	Week 14: Anniversary Reports (AR)	Week 15: Principles & Policies – Patients and Team	Week 16: Coming Alongside of Patients	Week 17: TIC Talk/ Reaction Regimen	Week 18: Spinal Workshops (SWS's)
May 2021	Week 19: Building a Family Practice	Week 20: Building a Referral Rich Practice	Week 21: Promotions & Marketing	Week 22: Complimentary Patient Care and Services	
June 2021	Week 23: Objection Management	Week 24: Capacity & Time Flow	Week 25: Extra- Ordinary Care	Week 26: Uncommon Moments	

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MONTH	1 st Thursday	2 nd Thursday	3 rd Thursday	4 th Thursday	5 th Thursday
July 2021	Week 1: Start Up Your Engines and Foundations	Week 2: NP Beginnings and Scripting	Week 3: NP Day 1- Greeting and Exam	Week 4: NP Day 1 Exam- Front Desk Exit	Week 5: NP Day 2: New Patient Report (NPR)
August 2021	Week 6: NP Day 3: The Honeymoon Period	Week 7: Telephone Excellence	Week 8: Zero Balance Financial Procedure	Week 9: Appointment Book Design Scheduling	
September 2021	Week 10: 'Pulse Check on Patients Hearts	Week 11: Re-Exams with & without X-Rays	Week 12: R-ROF with & without X-Rays or Tests	Week 13: Anniversary Report (AR) Preparation/Countdown	Week 14: Anniversary Reports (AR)-
October 2021	Week 15: Principles & Policies – Patients and Team	Week 16: Coming Alongside of Patients	Week 17: TIC Talk/ Reaction Regimen	Week 18: Spinal Workshops (SWS's)	
November 2021	Week 19: Building a Family Practice	Week 20: Building a Referral Rich Practice	Week 21: Promotions & Marketing	Week 22: Complimentary Care and Services	
December 2021	Week 23: Objection Management	Week 24: Capacity & Time Flow	Week 25: Extra- Ordinary Care	Week 26: Uncommon Moments	Week 1: Start Up Your Engines and Foundations

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