

# 2022 26 WTM Call Agenda

MONTH	1 <sup>st</sup> Thursday	2 <sup>nd</sup> Thursday	3 <sup>rd</sup> Thursday	4 <sup>th</sup> Thursday	5 <sup>th</sup> Thursday
December 2021					<b>Week 1:</b> Start Up Your Engines and Foundations
January 2022	<b>Week 2:</b> NP Beginnings and Scripts	<b>Week 3:</b> NP Day 1- Greeting and Exam	<b>Week 4:</b> NP Day 1 Exam- Front Desk Exit	<b>Week 5:</b> NP Day 2 – New Patient Report (NPR)	
February 2022	<b>Week 6:</b> NP Day 3: The Honeymoon Period	<b>Week 7:</b> Telephone Excellence	<b>Week 8:</b> Zero Balance Financial Procedure	<b>Week 9:</b> Appointment Book Design Scheduling	
March 2022	<b>Week 10:</b> Pulse Check on Patients Hearts	<b>Week 11:</b> Re-Exams with & without X-Rays	<b>Week 12:</b> R-ROF with & without X-Rays or Tests	<b>Week 13:</b> Anniversary Report (AR) Preparation/Countdown	<b>Week 14:</b> Anniversary Reports (AR)
April 2022	<b>Week 15:</b> Principles & Policies – Patients and Team	<b>Week 16:</b> Coming Alongside of Patients	<b>Week 17:</b> TIC Talk/ Reaction Regimen	<b>Week 18:</b> Spinal Workshops (SWS's)	
May 2022	<b>Week 19:</b> Building a Family Practice	<b>Week 20:</b> Building a Referral Rich Practice	<b>Week 21:</b> Promotions & Marketing	<b>Week 22:</b> Complimentary Patient Care and Services	
June 2022	<b>Week 23:</b> Objection Management	<b>Week 24:</b> Capacity & Time Flow	<b>Week 25:</b> Extra- Ordinary Care	<b>Week 26:</b> Uncommon Moments	<b>Week 1:</b> Start Up Your Engines and Foundations

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MONTH	1 <sup>st</sup> Thursday	2 <sup>nd</sup> Thursday	3 <sup>rd</sup> Thursday	4 <sup>th</sup> Thursday	5 <sup>th</sup> Thursday
July 2022	<b><u>Week 2:</u></b> NP Beginnings and Scripting	<b><u>Week 3:</u></b> NP Day 1- Greeting and Exam	<b><u>Week 4:</u></b> NP Day 1 Exam- Front Desk Exit	<b><u>Week 5:</u></b> NP Day 2: New Patient Report (NPR)	
August 2022	<b><u>Week 6:</u></b> NP Day 3: The Honeymoon Period	<b><u>Week 7:</u></b> Telephone Excellence	<b><u>Week 8:</u></b> Zero Balance Financial Procedure	<b><u>Week 9:</u></b> Appointment Book Design Scheduling	
September 2022	<b><u>Week 10:</u></b> Pulse Check on Patients Hearts	<b><u>Week 11:</u></b> Re-Exams with & without X-Rays	<b><u>Week 12:</u></b> R-ROF with & without X-Rays or Tests	<b><u>Week 13:</u></b> Anniversary Report (AR) Preparation/Countdown	<b><u>Week 14:</u></b> Anniversary Reports (AR)-
October 2022	<b><u>Week 15:</u></b> Principles & Policies – Patients and Team	<b><u>Week 16:</u></b> Coming Alongside of Patients	<b><u>Week 17:</u></b> TIC Talk/ Reaction Regimen	<b><u>Week 18:</u></b> Spinal Workshops (SWS's)	
November 2022	<b><u>Week 19:</u></b> Building a Family Practice	<b><u>Week 20:</u></b> Building a Referral Rich Practice	<b><u>Week 21:</u></b> Promotions & Marketing	<b><u>Week 22:</u></b> Complimentary Care and Services	
December 2022	<b><u>Week 23:</u></b> Objection Management	<b><u>Week 24:</u></b> Capacity & Time Flow	<b><u>Week 25:</u></b> Extra- Ordinary Care	<b><u>Week 26:</u></b> Uncommon Moments	<b><u>Week 1:</u></b> Start Up Your Engines and Foundations

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