

# 2026 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
January 2026	<b><u>Week 1:</u></b> Start Up Your Engines and Foundations	<b><u>Week 2:</u></b> NP Beginnings and Scripts	<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)
February 2026	<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	
March 2026	<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	
April 2026	<b><u>Week 14:</u></b> Anniversary Reports (AR)	<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
May 2026	<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 Patient Care and Objection	
June 2026	<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	

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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 2026	<b><u>Week 1:</u></b> Start Up Your Engines and Foundations	<b><u>Week 2:</u></b> NP Beginnings and Scripts	<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 2026	<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 2026	<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	
October 2026	<b><u>Week 14:</u></b> Anniversary Reports (AR)	<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
November 2026	<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 Patient Care and Objection	
December 2026	<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	

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