

# PVA Calculator

	Month	
Average NP's per Month		
Average OV's per Month		
NP's / OV's per Month		
Total Dollars Collected		
Total OV's per Month = DVA		

PVA = 50 = Educated Practice – Mechanistic

PVA = 75 = Transformational Practice – People are “Getting It”

PVA = 100 = Inspired Practice – 1

Stats should improve each year in practice,  
especially start up.

## DVA

Cash - \$25 - \$35

Mostly Cash - \$35 - \$50

Mostly Insurance - \$45 - \$75

Insurance - \$60 - \$200



## “10-week 2 prosper Training Schedule” Clarity – Action - Accountability

This TLC’s 10-week training schedule gradually builds discipline and knowledge by blending faster-paced trainings that boost confidence and develop efficiency and speed of execution that results in elevating the quality of patient care and potential for paradigm shifts.

The purpose of this schedule is to gain clarity on how to improve your quality of patient care through specific actions with great accountability.

**Your Target:** to raise your PVA by 4 in this 10-week training schedule and to grow your NP conversions

### **Tools and Props you MUST have:**

- TLC Dr. and Team training videos
- TLC Scripting books
- TLC Actions steps on Day 1 and Day 2
- Index cards – hole punched in the top left and metal rings to clip all cards together
- Phone to video and audio record with memory space
- Ability to email TLC/ AC Coach your weekly audio/ video recordings
- In-house training accountability partner (LSS Days)

Before you begin you MUST compile ALL the props/tools and put all your training on your appointment calendar, your phone calendar & email your Accountability Coach your calendar screen shot of your training schedule.

### **Train on the following (in this order) for 10 weeks each:**

- Day 1 NP
- Day 2 NPR
- Day 2 Drs. breakout



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### Key

**XT/ Listen** – Do not do verbal scripting on these days. Listen to audio scripting – You are building your database of hearing the scripting done right. – **time 45 minutes**

- Listen to the TLC videos first and foremost 25 minutes total on each of these days it maybe broken into 5 minutes intervals in the day.
- Each script step needs to be audio recorded by you separately and listened to on the **XT/Listen** days for up to a total of 10 minutes per **XT/ Listen** days
- Watch TLC Dr. and Team Training videos on the **XT/Listen** days for the specific step of scripting you are on up to 10 minutes per **XT/ Listen** days

**EZ** – Write scripts - **time 20 minutes**

- Write index cards by hand for each portion of script step you are on. Do this over and over for the full 20 minutes on each **EZ** write session day
- Complete all your index cards – hole punched in the top corners and ring bound as your own training cards.

**LSS 1 / 2 (1 = YES S. I. R. / 2 = SOD)** – Long, slow scripting builds endurance. LSS days are rehearsal days for NP day 1 and Day 2 with patients – use them to realize your choices and strategies before and during the scripting – **time 45 minutes**

- Refer to your TLC scripting books for YES S. I. R. training
- Refer to the TLC website for the action steps on Day 1 and Day 2 for Statement of Desire and YES S. I. R. scripting tools

**TEMPO R/T (R = Video Record / T = time and audio record)** – These trainings teach you how to hold a faster pace over time.

- Script on these tempo days at a comfortably hard consistent pace, where you can talk in phrases but **NO** reading scripts in these workouts – **time 20 minutes** (ideally 2-10 min trainings)
- Optional use of metronome (literal or figurative one on your phone) to see if you are able to script verbatim without missing a beat.

**EZ Test** -

- Read – your script cards done the week prior or if it’s your first week – read your TLC script book – **time 3 minutes**
- Test – time your audio of the specific scripts steps – **time 7 minutes**



# “10-week 2 prosper Training Schedule”

## Clarity - Action - Accountability

### Day 1 Training Schedule

Week/ Dates	Script training topics	Monday – 45 minutes	Tuesday – 20 minutes	Wednesday – 45 minutes	Thursday – 30 minutes	Friday – 10 minutes	Total minutes
1 / _____	Steps 1 & 2	XT/ Listen	EZ - write	LSS 1	Tempo - T	EZ - Test	____ / 150
2 / _____	Steps 3 & 4	XT/ Listen	EZ - write	LSS 2	Tempo - R	EZ - Test	____ / 150
3 / _____	Step 5 - 1st Green Light	XT/ Listen	EZ - write	LSS 1	Tempo - T	EZ - Test	____ / 150
4 / _____	Step 5 - 2nd Green Light	XT/ Listen	EZ - write	LSS 2	Tempo - R	EZ - Test	____ / 150
5 / _____	Step 5 - 3rd Green Light	XT/ Listen	EZ - write	LSS 1	Tempo - T	EZ - Test	____ / 150
6 / _____	Step 5 - 4th Green Light	XT/ Listen	EZ - write	LSS 2	Tempo - R	EZ - Test	____ / 150
7 / _____	Step 6	XT/ Listen	EZ - write	LSS 1	Tempo - T	EZ - Test	____ / 150
8 / _____	New Patient Exam	XT/ Listen	EZ - write	LSS 2	Tempo - R	EZ - Test	____ / 150
9 / _____	X-Ray Exam	XT/ Listen	EZ - write	LSS 2	Tempo - T	EZ - Test	____ / 150
10 / _____	Closing Questions	XT/ Listen	EZ - write	LSS 2	Tempo - R	EZ - Test	____ / 150
	Family Health History & Posture Check						



“10-week 2 prosper Training Schedule”  
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**Day 2 NPR Training Schedule**

Week/ Dates	Script training topics	Monday – 45 minutes	Tuesday – 20 minutes	Wednesday – 45 minutes	Thursday – 30 minutes	Friday – 10 minutes	Total minutes
1 / _____	Steps 1	XT/ Listen	EZ - write	LSS 1	Tempo - T	EZ - Test	____ / 150
2 / _____	Steps 2 & 3	XT/ Listen	EZ - write	LSS 2	Tempo - R	EZ - Test	____ / 150
3 / _____	Step 4 & 5	XT/ Listen	EZ - write	LSS 1	Tempo - T	EZ - Test	____ / 150
4 / _____	Step 6 – phases 1 & 2	XT/ Listen	EZ - write	LSS 2	Tempo - R	EZ - Test	____ / 150
5 / _____	Step 6 – phases 3 - 5	XT/ Listen	EZ - write	LSS 1	Tempo - T	EZ - Test	____ / 150
6 / _____	Step 7 & 8	XT/ Listen	EZ - write	LSS 2	Tempo - R	EZ - Test	____ / 150
7 / _____	Step 9 & 10	XT/ Listen	EZ - write	LSS 1	Tempo - T	EZ - Test	____ / 150
8 / _____	Step 11 - Time and Frequency	XT/ Listen	EZ - write	LSS 2	Tempo - R	EZ - Test	____ / 150
9 / _____	Step 11 - Intensity	XT/ Listen	EZ - write	LSS 2	Tempo - T	EZ - Test	____ / 150
10 / _____	Step 12 & 13	XT/ Listen	EZ - write	LSS 2	Tempo - R	EZ - Test	____ / 150



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**Day 2 Drs. Breakout**

Week/ Dates	Script training topics	Monday – 45 minutes	Tuesday – 20 minutes	Wednesday – 45 minutes	Thursday – 30 minutes	Friday – 10 minutes	Total minutes
1 / _____	Steps 1	XT/ Listen	EZ - write	LSS 1	Tempo - T	EZ - Test	____ / 150
2 / _____	Steps 2	XT/ Listen	EZ - write	LSS 2	Tempo - R	EZ - Test	____ / 150
3 / _____	Step 3	XT/ Listen	EZ - write	LSS 1	Tempo - T	EZ - Test	____ / 150
4 / _____	Step 4	XT/ Listen	EZ - write	LSS 2	Tempo - R	EZ - Test	____ / 150
5 / _____	Step 5 & 6	XT/ Listen	EZ - write	LSS 1	Tempo - T	EZ - Test	____ / 150
6 / _____	Step 7 - Time and Frequency	XT/ Listen	EZ - write	LSS 2	Tempo - R	EZ - Test	____ / 150
7 / _____	Step 7 - Intensity	XT/ Listen	EZ - write	LSS 1	Tempo - T	EZ - Test	____ / 150
8 / _____	Step 7 - Money	XT/ Listen	EZ - write	LSS 2	Tempo - R	EZ - Test	____ / 150
9 / _____	Step 7 - Money	XT/ Listen	EZ - write	LSS 2	Tempo - T	EZ - Test	____ / 150
10 / _____	Step 8	XT/ Listen	EZ - write	LSS 2	Tempo - R	EZ - Test	____ / 150