

TLC's Engagement Spectrum Interactive Tool

We all need more practice at sharing chiropractic

Purpose of this tool is to engage more people in the conversation of growth in your office and to open people up to more of what is possible. People need to practice at sharing chiropractic. REMIND them about its about being CURIOUS not judgmental... (Walt Whitman quote)

WE ALL have times where we are judgmental and not curious AND that is what holds us back from change and growth.....

AND it is our bridge to right now putting that aside in order to be OPEN.....

There are ENDLESS applications of useage in spinal workshops, team trainings and outside talks....

RED- Focus on me- attention is ALL about ME.....inward focus and very narrow vision....

(My personal Ex: Anthony in CHOP intensive care- EVERYTHING else stopped- I never walked out of the hospital building for 4 weeks, our exchange student had to leave....)

ORANGE- Awareness one step removed from crisis- the vision is starting to be aware of others around but not yet desiring for action beyond the immediate.....

(My personal Ex: me in the hospital with Anthony seeing people on the street moving around and realizing that they were free and not in the hospital in the crisis we were in)

YELLOW- seeking of help to change your situation...Looking for answers, asking a lot of questions... pursuing more for yourself.... Still a ME focus but the vision is starting to open up. These people are not just wanting wanting- they are here TO change.

(My Personal Ex: How can we do the rehab from home so we can leave the hospital????And not stay for another 4 weeks????What will it take to get Anthony released from the hospital????)

GREEN- TEACHABLE- these people realize what they have been through AND want to change...they are HUMBLE and quiet when given clear actions from people they trust.....

(My Personal Ex: I had to learn how to put Anthony's NG (nasogastric tube) down his nose, into his esophagus not his trachea into his stomach)

BLUE- BELIEF THE SHIFT HAS OCCURRED and these people LOOK OUTWARDS and see their world as parallel to what others around them are experiencing....They see that whatever they are going through others around them ALSO are going through challenges AND that is the way to connect with EVERYONE..... We see the world parallel to others

(My Personal Ex: Doing workshops when we personally have been through a crisis and NOW the SWS is personal- this is why DLD always says the best associates are the ones who have failed in practice first and now are hungry to be raised up in TLC ADP)

PURPLE- CONVICTION THE SHIFT HAS OCCURRED AND these people can't stop bringing others to experience the truth..... THESE are the people who bring friends and people they don't even know with them to TLC, and to your practice and they can't stop bringing others to experience the truth.

(My Personal Ex: Dr Miaken's CA video on her own SWS)

SAMPLES of ENGAGING with the SPECTRUM LIVE:

- What is personal to YOU? Write 1 word ON your engagement spectrum
- Write 1 person's name you will be sharing this with tomorrow? Write it on the board
- Write your TIC on the board of the 1 bullet of information you took during the workshop
- You Dr demonstrate what your 1 word was and how pressed down into 1 sentence your powerful tic is BEFORE you ask anyone else to share their 1 word
- First step is you ask a few people for their one word- and they share their 1 word
- ANOTHER step you can take is to ask them one sentence...
- Practice everyone sharing their TIC in workshop
- What 1 teachable moment you learned new information