

PRACTICE
ACCELERATION
RAPID PRACTICE GROWTH

ADELAIDE INTENSIVE 2024

24th – 25th OCTOBER 2024

Adelaide Convention Centre



The Weekly Growth Meeting

HOW TO AMPLIFY YOUR

IMPACT, PROFITS AND

FREEDOM

ADELAIDE
INTENSIVE 2024

PRACTICE
ACCELERATION
RAPID PRACTICE GROWTH

THE PRACTICE ACCELERATION METHOD

HIGH PROFITS
MOMENTUM

DEPENDENT ON YOU
DRAINING

UNPREDICTABLE
REACTIVE



PREDICTABLE
DRIVER'S SEAT

SUPPORTING YOU
ENERGISING

LOW PROFITS
STALLED

THE PRACTICE ACCELERATION METHOD

HIGH PROFITS
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PREDICTABLE
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SUPPORTING YOU
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STALLED

A group of business professionals in a meeting, with their hands pointing towards a target on a table. The target is a circular graphic with concentric rings and a central bullseye. The background is a dark, blurred office setting.

“Organisations that set specific goals and regularly measure progress are 40% more likely to **achieve their targets**”

- McKinsey and Co, 2020

PROBLEM



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Juggling too many **balls**

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Decision fatigue

A close-up photograph of a hand hovering over a circular button. The button is illuminated with a blue light and has the words "START" and "STOP" printed on it, separated by a horizontal line. The background is dark and textured.

Stop and Start

IMPACT

- Miss your goals
- Burnout

A man in a dark suit is walking across a narrow log bridge that spans a deep chasm. The bridge is made of two large logs, and there is a bright spark or fire where the logs meet in the middle. In the background, a lightning bolt strikes down from a dark, stormy sky. The overall scene is dramatic and suggests a challenging path.

What is the **biggest challenge** you face when trying to stay on track with your business growth goals each week?

Opportunity

A person in a dark suit is seen from behind, walking up a long, wide staircase. The staircase is flanked by dark railings and leads up towards a city skyline in the distance. The scene is dimly lit, with a warm, golden glow emanating from the city buildings in the background, suggesting a sunrise or sunset. The overall atmosphere is one of aspiration and forward movement.

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A hand in a dark suit jacket holds a red dart with a white tip, positioned directly above the center of a target board. The target board is illuminated with a glowing green light, highlighting the bullseye. The background is dark and out of focus.

Clear focus

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Mental freedom

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Consistent **action**

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Payoff

- Hit your goals
- Fully energised

A hand is shown holding a large, glowing question mark. The background is a dark blue and black digital landscape filled with various data visualization elements like bar charts, line graphs, and network diagrams. Several other question marks are scattered throughout the scene, some appearing as faint, semi-transparent icons. The overall aesthetic is futuristic and tech-oriented.

What **difference**
could this make to you?

What you're going to discover in this session:

- What the Growth Meeting is
- How to prepare for your Growth Meeting
- The exact tools you'll need
- How to run your Growth Meeting
- Behind the scenes of our Growth Meeting
- Build out your own Growth Meeting



The Weekly Growth Meeting

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#1

**PREPARE YOUR
GROWTH MEETING**

#1

**PREPARE YOUR
GROWTH MEETING**



“By failing to prepare,
you are **preparing to fail**”

- Benjamin Franklin

#1: Prepare your growth meeting

- BAMFAM
- Update the slide deck
- Stats
- Project due dates
- Project updates
- Issues solving

2: The tools you need

- CEO dashboard
- KPIs for team members
- Profit scorecard
- Profit planner
- Growth meeting slide deck



THE CEO DASHBOARD



THE CEO DASHBOARD

Insert Logo Here

CEO Dashboard



Metrics	Definition	Week 1 [3-9]	Week 2 [10-16]	Week 3 [17-23]	Week 4 [24-30]	Remainder [31]	Metric Type	Monthly Actual	Monthly Goal	Metric Source	Notes
FINANCES \$\$\$											
Total Revenue	Total revenue collected in last 7 days	\$20,000.00	\$23,800.00	\$25,289.00	\$25,890.00	\$1,672.00	Total	\$96,951.00	\$100,000.00		
Total Revenue from Product Sales or different revenue streams	Total product sales in the last 7 days	\$8,000.00	\$7,367.00	\$7,777.00	\$8,678.00	\$1,999.00	Total	\$35,821.00	\$30,000.00		
Upfront Revenue	Total upfront revenue collected in last 7 days from upfront treatment plan	\$6,000.00	\$10,876.00	\$2,345.00	\$7,888.00	\$1,810.00	Total	\$38,999.00	\$50,000.00		
Cash Collected from Insurance Patients	Cash collected from insurance patients last 7 days	\$10,000.00	\$8,788.00	\$7,888.00	\$5,664.00	\$789.00	Total	\$33,110.00	\$30,000.00		
Projected Revenue from Insurance Patients	Projected revenue from insurance claims	\$15,000.00	\$16,678.00	\$18,467.00	\$18,788.00	\$3,121.00	Total	\$95,056.00	\$30,000.00		
DNET Collection	Total revenue sent to dnet collection (all time)	\$5,000.00	\$5,595.00	\$5,666.00	\$5,678.00		Total	\$23,899.00	\$10,000.00		
MARKETING											
New Opt Ins To The List	Total number of new opt ins to our email list in last 7 days	180	200	190	222	19	Total	88	800		
New Patients	Total number of new patients in the last 7 days	20	21	24	20	23	Total	101	100		
Patient Deactivations (New Episodes)	Total number of patient deactivations in the last 7 days	10	13	18	17	4	Total	53	50		
Ad Spend	Total ad spend across all campaigns for last 7 days	\$5,900.00	\$5,000.00	\$5,345.00	\$4,567.00	\$300.00	Total	\$21,112.00	\$20,000.00		
@Cost Per Patient	Total ad spend / number of new patients	\$295.00	\$238.10	\$222.71	\$228.35	\$15.54	Avg	\$198.44	\$300.00		
SALES (Service & Product Delivery)											
Total Number of Patients For The Week	Total number of patients in the calendar for the last 7 days	234	222	218	245		Total	912	900		
Appointments attended	Total number of appointments attended in the last 7 days	180	200	190	235		Total	805	967		
@Appointment Show up rate %	Total number of patients who showed up for an appt <small>(Total number of appts attended / Total number of appts booked)</small>	77%	90%	90%	96%	n/a	Avg	88%	80%		
Appointments Cancelled with No Rebooking	Total number of appointments cancelled & no re-booking in the last 7 days	5	8	9	1		Total	15	13		
Appointments Cancelled & Rebooked	Total number of appts cancelled & re-booked in the last 7 days	10	12%	9%	8%		Total	10	0		
Cancellation %	Total number of appts cancelled with no re-booking in last 7 days <small>(number of appts cancelled / Total number of appts attended)</small>	8.33%	3.6%	1.63%	0.46%	n/a	Avg	3.37%	5%		
No Show Appointments	Total number of no show appts in the last 7 days	5	8%	8%	3%		Total	5	0		
@Case Acceptance % For All Team	Average case acceptance across the whole team in the last 7 days	80%	83%	86%	84%		Avg	82.25%	78%		
Number of Clients Who Took The Upfront Treatment Plan Option	Number of clients who accepted upfront offer (payment collected) in the last 7 days	3	4	5	5		Total	17	12		
Clients Who Accepted a Product or Upsell	Number of clients who accepted a product or upsell in the last 7 days	12	14	15	11	0	Total	52	37		
Clients Who Transitioned To A Complimentary Service (pilates, massage etc)	Number of clients who transitioned to a complimentary service in last 7 days	6	8	9	11	0	Total	34	19		
Active patients	Total number of active patients in treatment in the last 7 days	234	222	218	245		Avg	228	3		
Inactive Patients	Total number of inactive patients not in treatment (all time)	2,000	2,010	2,020	2,024		Total	8,054	10		

Insert Logo Here

CEO Dashboard



DEFINITION	Week 1 [3-9]	Week 2 [10-16]	Week 3 [17-23]	Week 4 [24-30]	Remainder [31]	Metric Type	Monthly Actual	Monthly Goal	Metric Source	Notes	
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Total Revenue from Product Sales or different revenue streams	Total product sales in the last 7 days					\$8,000.00	\$7,367.00	\$7,777.00	\$8,678.00	\$1,999.00	Total - \$31,821.00 \$30,000.00
Upfront Revenue	Total upfront revenue collected in last 7 days from upfront treatment plan					\$6,000.00	\$10,876.00	\$2,345.00	\$7,888.00	\$1,810.00	Total - \$78,999.00 \$50,000.00
Cash Collected from Insurance Patients	Cash collected from insurance patients last 7 days					\$10,000.00	\$8,788.00	\$7,888.00	\$5,664.00	\$789.00	Total - \$33,111.00 \$30,000.00
Projected Revenue from Insurance Patients	Projected revenue from insurance claims					\$15,000.00	\$16,678.00	\$18,467.00	\$18,788.00	\$3,121.00	Total - \$95,056.00 \$30,000.00
DNET Collection	Total revenue sent to dnet collection (all time)					\$5,000.00	\$5,595.00	\$5,666.00	\$5,678.00		Total - \$21,899.00 \$10,000.00
MARKETING											
New Opt Ins To The List	Total number of new opt ins to our email list in last 7 days					180	200	190	222	19	Total - 88 800
New Patients	Total number of new patients in the last 7 days					20	21	24	20	23	Total - 101 100
Patient Deactivations (New Episodes)	Total number of patient deactivations in the last 7 days					10	13	18	17	4	Total - 53 50
Ad Spend	Total ad spend across all campaigns for last 7 days					\$5,900.00	\$5,000.00	\$5,345.00	\$4,567.00	\$300.00	Total - \$21,112.00 \$20,000.00
@Cost Per Patient	Total ad spend / number of new patients					\$295.00	\$238.10	\$222.71	\$228.35	\$13.04	Avg - \$198.44 \$300.00
SALES (Service & Product Delivery)											
Total Number of Patients For The Week	Total number of patients in the calendar for the last 7 days					234	222	211	245		Total - 912 900
Appointments attended	Total number of appointments attended in the last 7 days					180	200	190	235		Total - 805 967
@Appointment Show up rate %	Total number of patients who showed up for an appt <small>(Total number of appt attended / Total number of appt booked)</small>					77%	90%	90%	96%	n/a	Avg - 88% 80%
Appointments Cancelled with No Rebooking	Total number of appointments cancelled & no re-booking in the last 7 days					5	8	9	1		Total - 15 13
Appointments Cancelled & Rebooked	Total number of appts cancelled & re-booked in the last 7 days					10	12%	9%	8%		Total - 10 0
Cancellation %	Total number of appts cancelled with no re-booking in last 7 days <small>(number of appts cancelled / Total number of appts attended)</small>					8.33%	3.6%	1.63%	0.46%	n/a	Avg - 3.37% 5%
No Show Appointments	Total number of no show appts in the last 7 days					5	8%	8%	3%		Total - 5 0
@Case Acceptance % For All Team	Average case acceptance across the whole team in the last 7 days					80%	83%	86%	84%		Avg - 82.25% 78%
Number of Clients Who Took The Upfront Treatment Plan Option	Number of clients who accepted upfront offer (payment collected) in the last 7 days					3	4	5	5		Total - 17 12
Clients Who Accepted a Product or Upsell	Number of clients who accepted a product or upsell in the last 7 days					12	14	15	11	0	Total - 52 37
Clients Who Transitioned To A Complimentary Service (pilates, massage etc)	Number of clients who transitioned to a complimentary service in last 7 days					8	8	9	11	0	Total - 34 19
Active patients	Total number of active patients in treatment in the last 7 days					234	222	211	245		Avg - 228 3
Inactive Patients	Total number of inactive patients not in treatment (all time)					2,000	2,010	2,020	2,024		Total - 6,054 30

Insert Logo Here

CEO Dashboard



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Clients Who Accepted a Product or Upsell	Number of clients who accepted a product or upsell in the last 7 days	12	14	15	11	0	Total	52	37		
Clients Who Transitioned To A Complimentary Service (pilates, massage etc)	Number of clients who transitioned to a complimentary service in last 7 days	6	8	9	11	0	Total	34	19		
Active patients	Total number of active patients in treatment in the last 7 days	234	222	211	245		Avg	228	3		
Inactive Patients	Total number of inactive patients not in treatment (all time)	2,000	2,010	2,020	2,024		Total	8,054	10		

Insert Logo Here

CEO Dashboard



METRICS	DEFINITION	Week 1 [3-9]	Week 2 [10-16]	Week 3 [17-23]	Week 4 [24-30]	Remainder [31]	Metric Type	Monthly Actual	Monthly Goal	Metric Source	Notes
FINANCES \$\$\$											
Total Revenue	Total revenue collected in last 7 days	\$20,000.00	\$23,800.00	\$25,289.00	\$25,890.00	\$1,672.00	Total	\$95,951.00	\$100,000.00		
Total Revenue from Product Sales or different revenue streams	Total product sales in the last 7 days	\$8,000.00	\$7,367.00	\$7,777.00	\$8,678.00	\$1,999.00	Total	\$35,821.00	\$30,000.00		
Upfront Revenue	Total upfront revenue collected in last 7 days from upfront treatment plan	\$6,000.00	\$10,876.00	\$2,345.00	\$7,888.00	\$1,810.00	Total	\$28,999.00	\$50,000.00		
Cash Collected from Insurance Patients	Cash collected from insurance patients last 7 days	\$10,000.00	\$8,788.00	\$7,888.00	\$5,664.00	\$789.00	Total	\$33,110.00	\$30,000.00		
Projected Revenue from Insurance Patients	Projected revenue from insurance claims	\$15,000.00	\$16,678.00	\$18,467.00	\$18,788.00	\$3,121.00	Total	\$58,066.00	\$30,000.00		
DNET Collection	Total revenue sent to dnet collection (all time)	\$5,000.00	\$5,555.00	\$5,000.00	\$5,078.00		Total	\$21,639.00	\$10,000.00		
MARKETING											
New Opt Ins To The List	Total number of new opt ins to our email list in last 7 days	180	200	190	222	19	Total	88	800		
New Patients	Total number of new patients in the last 7 days	20	21	24	20	23	Total	101	100		
Patient Deactivations (New Episodes)	Total number of patient deactivations in the last 7 days	10	13	10	17	4	Total	53	50		
Ad Spend	Total ad spend across all campaigns for last 7 days	\$5,900.00	\$5,000.00	\$5,345.00	\$4,567.00	\$300.00	Total	\$21,112.00	\$20,000.00		
@ Cost Per Patient	Total ad spend / number of new patients	\$295.00	\$238.10	\$222.71	\$228.35	\$15.04	Avg	\$199.44	\$300.00		
SALES (Service & Product Delivery)											
Total Number of Patients For The Week	Total number of patients in the calendar for the last 7 days	234	222	218	245		Total	912	900		
Appointments attended	Total number of appointments attended in the last 7 days	180	200	190	235		Total	805	967		
@ Appointment Show up rate %	Total number of patients who showed up for an appt <small>(Total number of appts attended / Total number of appts booked)</small>	77%	90%	90%	96%	n/a	Avg	88%	80%		
Appointments Cancelled with No Rebooking	Total number of appointments cancelled & no re-booking in the last 7 days	5	8	9	1		Total	15	13		
Appointments Cancelled & Rebooked	Total number of appts cancelled & re-booked in the last 7 days	10	12%	9%	8%		Total	10	0		
Cancellation %	Total number of appts cancelled with no re-booking in last 7 days <small>(number of appts cancelled / Total number of appts attended)</small>	8.33%	3.6%	1.63%	0.46%	n/a	Avg	3.37%	5%		
No Show Appointments	Total number of no show appts in the last 7 days	5	8%	8%	3%		Total	5	0		
@ Case Acceptance % For All Team	Average case acceptance across the whole team in the last 7 days	80%	83%	86%	84%		Avg	82.25%	78%		
Number of Clients Who Took The Upfront Treatment Plan Option	Number of clients who accepted upfront offer (payment collected) in the last 7 days	3	4	5	5		Total	17	12		
Clients Who Accepted a Product or Upsell	Number of clients who accepted a product or upsell in the last 7 days	12	14	15	11	0	Total	52	37		
Clients Who Transitioned To A Complimentary Service (pilates, massage etc)	Number of clients who transitioned to a complimentary service in last 7 days	6	8	9	11	0	Total	34	19		
Active patients	Total number of active patients in treatment in the last 7 days	234	222	218	245		Avg	228	3		
Inactive Patients	Total number of inactive patients not in treatment (all time)	2,000	2,010	2,020	2,024		Total	6,054	10		

Insert Logo
Here

PROFIT Scorecard



METRICS	DEFINITION	GOALS
PROFIT GOALS		
Quarterly revenue goal	Total money brought in for the quarter	
Quarterly owner's operating profit goal	Total revenue minus taxes and expenses plus add owner's wage back in for the quarter	
July Revenue		
July Profit		
August Revenue		
August Profit		
September Revenue		
September Profit		
Annual Revenue		
Annual Profit		



Insert Logo
Here

PROFIT Scorecard



METRICS	DEFINITION	WEEK 1	WEEK 2	WEEK 3	WEEK 4
Monthly					
Opening Balance Monthly	Opening balance at the beginning of the mth in your bank account				
Current Balance Monthly	Current balance for the mth as of the time of recording (same day every week)				
Profit saved this month	Total savings for the mth after all expenses				
Actual Profit (EBIT)	Total profit before taxes (plus owners wages + super benefits)				
Left to go	Mthly goal minus current EBIT (monthly profit goal - actual profit EBIT)				
7 day profit saved	Total savings for the previous 7 days after all expenses				
7 day actual profit	Total savings for the previous 7 days before taxes				
30 day saved	Total amount saved in the past 30 days up to this date				
Personal super saved	Superannuation, 401k contributions paid in this week				
30 day profit	Total amount saved in the past 30 days up to this date plus any taxes, superannuation paid				
Quarterly					
Profit so far (EBIT)	Total amount saved since the beginning of the qtr plus any taxes, superannuation paid + owners wages				
Profit left to go	Profit goal for the qtr minus profit so far for this quarter				
Quarterly saved	Total amount saved this qtr after taxes, superannuation, 401k				
Financial responsibilities					
Cash reserves in account	Cash reserves at hand (ensure 6mths war chest available)				
Credit cards Paid	Have all company credit cards been paid off?				
Quarterly Tax Bill Due & Amount	When is the next quarterly tax bill due and how much is it?				
Monthly tax bill	When is the mthly tax bill due and how much is it?				

KPI Accountability Forms

Team KPI Reporting SOP

Purpose

Team members to take full responsibility for their own KPI's and for the manager to have to follow up team members

How

Each week on a Friday/Monday the team member records a loom video answering the following questions and posts in the KPI-reporting channel

Questions to answer:

Wins for the week are:

- 1.
- 2.
- 3.

My KPIs for the week are:

KPI's/KPA's	Target	Result
KPI #1:		
KPI #2:		
KPI #3:		

KPI Accountability Forms

How to explain the table above:

My first KPI is X- The result that I hit was Y

My second KPI is X - the result that I hit was Y

My third KPI is X - th result that I hit was Y

If you didn't hit the goal, what are you going to do next week to ensure that you hit the goal?

Effectiveness 1-10 (efficient, following processes, calendar, time management):

Mojo (energy) 1-10:

What I need help with is...

Do I need a 20 this week? Yes/no

If YES. What is your focus for the call?

THE PROFIT PLANNER



Monthly Baseline		MARGIN
Revenue	\$0	0.00%
Profit / %	\$0	

MoM GROWTH
0%

Target Monthly		MARGIN
Revenue	\$0	0.00%
Profit / %		



Month	Straight Line			Projected			Actual		
	Revenue	Profit	%	Revenue	Profit	%	Revenue	Profit	%
Jan	\$0	\$0	0%		\$0				-
Feb	\$0	\$0	0%		\$0				-
Mar	\$0	\$0	0%		\$0				-
Apr	\$0	\$0	0%		\$0				-
May	\$0	\$0	0%		\$0				-
Jun	\$0	\$0	0%		\$0				-
Jul	\$0	\$0	0%		\$0				-
Aug	\$0	\$0	0%		\$0				-
Sep	\$0	\$0	0%		\$0				-
Oct	\$0	\$0	0%		\$0				-

A man in a dark suit and white shirt is shown in profile, looking thoughtful with his hand to his chin. The background is a light grey wall with several hand-drawn question marks in blue and black ink scattered around him. The overall tone is contemplative and professional.

What **difference** could
these tools make for you?

#3 The Meeting Agenda

- Wins
- CEO dashboard numbers
- Team updates
- Project updates
- Issues solving plan
- Weekly action plan
- Commit to calendar
- Declare actions publicly

#3 The Meeting Agenda

- Wins
- CEO dashboard numbers
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#4 Behind the scenes of a Growth Meeting





PRACTICE 
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COMPANY WEEKLY GROWTH MEETING

day/date/month

AGENDA

- **Wins**
- **CEO scorecard numbers**
- **Team updates**
- **Project Updates**
- **Weekly Action Plan**
- **Commit to calendar**
- **Declare actions publicly**



WINS

CEO SCORECARD

TEAM UPDATES

QUARTERLY PROJECT UPDATES

Practice Acceleration **Game Plans**

YOUR *Project*

PRACTICE 1
ACCELERATION
RAPID PRACTICE GROWTH

Big Doors Swing on Small Hinges.

Full Name	JESSICA O'NEIL, SARAH WARTON	Email:	directors@solepodiatry.com.au
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DASHBOARD

YOUR PROMISE

YOUR PROGRESS

YOUR PROJECT



THE FIRST 90 DAYS PROJECTS – 3/8



High Performance Habits
STATUS 5/5



The 5 Day Challenge - Text Campaign
STATUS 5/5



The CC 2.0
STATUS 2/3



Profit Levers
STATUS 0/4



Patients On Demand
STATUS 1/5



Metric Management
STATUS 0/4



The Team Transformation Meeting
STATUS 0/2



BONUS: How to Hire
STATUS 5/5

[RATE MY HABITS](#)

[RATE MY MARKETING](#)

[RATE MY RETENTION](#)

[RATE MY MANAGEMENT](#)

[THE 5 STEP 1/4 PLAN REVIEW](#)

[PRACTICE REVIEW WORKBOOK](#)

[THE PROJECT FILTER](#)

[MASTERCLASS: YOUR NEXT BIG MOVE](#)

Quarter Start Date:	06/03/2024	Sign up Date:	06/13/2024	WORKING ON IT	12.50%
THE FIRST 90 DAYS PROJECTS		START DATE	STATUS 3/8	WORKING ON IT	
High Performance Habits	June 24, 2024	Completed	NO STATUS	50.00%	
The 5 Day Challenge - Text Campaign	July 5, 2024	Completed	COMPLETED	37.50%	
The CC 2.0	July 16, 2024	Working on it	STUCK	0.00%	
Profit Levers	July 28, 2024	Select Status			
Identity Shift	August 8, 2024	Select Status			
Metric Management	August 19, 2024	Select Status			
The Team Transformation Meeting	August 30, 2024	Select Status			
BONUS: How to Hire	September 11, 2024	Completed			

High Performance Habits		DUE DATE	STATUS 5/5	WORKING ON IT	0.00%
Schedule Mon / Weds / Friday posts into your Diary	June 25, 2024	Completed	NO STATUS	0.00%	
Subscribe to coaching schedule and Attend 1 live per week - SUBSCRIBE HERE	June 27, 2024	Completed	COMPLETED	100.00%	
Diarise business Sprints into your weekly calendar - RAPID RESULTS METHOD TRAINING	June 29, 2024	Completed	STUCK	0.00%	
Set up your AM and PM personal routine - Training Here	June 30, 2024	Completed			
GOAL: Time Maximiser - Integrate your own personal & business calendar	July 2, 2024	Completed			

The 5 Day Challenge - Text Campaign		DUE DATE	STATUS 5/5	WORKING ON IT	0.00%
Measure Patient Pipeline - Watch Day 1 of New Patient Challenge	July 7, 2024	Completed	NO STATUS	0.00%	
Create Irresistable Message - Watch Day 2 of New Patient Challenge	July 8, 2024	Completed	COMPLETED	100.00%	
Install software + create a new account - Watch Day 3 of New Patient Challenge	July 10, 2024	Completed	STUCK	0.00%	
Chat Flow Sequence - Watch Day 4 of New Patient Challenge	July 11, 2024	Completed			
Retention Strategies - Watch Day 5 of New Patient Challenge	July 13, 2024	Completed			

The CC 2.0		DUE DATE	STATUS 2/3	WORKING ON IT	0.00%
The Conversion Consult 2.0 - WATCH HERE	July 18, 2024	Completed	NO STATUS	33.33%	
ACTION: - Download all worksheets and Scripts	July 22, 2024	Completed	COMPLETED	66.67%	
GOAL: Install CC 2.0 into your practice + retention tracker + report impact back to y	July 24, 2024	Select Status	STUCK	0.00%	

ACTION PLAN FOR LAST WEEK

Task	Who	When	Outcome

ISSUES SOLVING TRACK

ISSUES SOLVING TRACK

As a business owner, you'll always come across issues in your business. Use this worksheet every week to list your top issues, then focus on the top 3-5 that can be solved in the coming week.

List off all of your issues from the last week here:

An issue can be a problem, obstacle, barrier, or even an opportunity. To help you spot issues, group them into the following categories: Marketing, Retention, Management, and Operations.

Issues	Impact	Importance (high, medium, low)	Possible Solutions	Date to solve:
Marketing				
Retention				
Management				
Operations				

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ISSUES SOLVING PROCESS

Step 1: Identify the issue

First, figure out the main problems in your practice that are stopping you from reaching your goals.

Often, the issue that seems the biggest isn't the real problem.

Take a step back and look deeper to find out what's truly causing the issue.

Once you've found the real problem, write it down on your issues worksheet and move on to step 2 of the problem-solving process.

Step 2: Discuss the impact

After you've figured out the real problem, talk about how it's affecting your business and you personally.

If you have a business partner or manager, have an open and honest discussion where everyone can share their thoughts, concerns, and ideas for solving the issue.

Once everyone has shared, and you understand the real impact, you're ready to move on to step 3.

Step 3: Importance

Now that you know the issue and its impact on your business, decide how urgent it is to fix.

Choose from these options:

- High: Needs to be solved within 7 days.
- Medium: Needs to be solved within 30 days.
- Low: Needs to be solved within 90 days.

Once you've rated its importance, move on to step 4—solving the issue.

Step 4: Solve

Now it's time to plan how to fix the issue.

If you have a business partner or manager, discuss possible solutions together. Once you all agree, set a date to solve the issue. Make sure someone is responsible for each action step and reports back the following week when it's done.

Review the issue-solving worksheet in your next business meeting.

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ACTION PLAN FOR THE WEEK AHEAD

Task	Who	When

Who would like a copy of our **slide deck**?



Make it **real**



What gets scheduled gets done

DECLARE

Tristan Bond
Admin · Top contributor · 11h · 🌐

🔥 ACTION MONDAY 🔥

Actions follow intentions!
Let us know what your intentions are for this week.
Comment below and TAG one person in the group 🙌
Let's do this!




A graphic for 'Action Monday' featuring a man in a white shirt and red shorts kicking a soccer ball. The text 'ACTION MONDAY' is written in large, bold, orange and pink letters. The logo 'PRACTICE ACCELERATION' is at the top.

Tristan Bond
Admin · Top contributor · 5d · 🌐

🏆 Momentum Wednesday 🏆

VRDOOOM we're halfway through the week!
How is your productivity going?
Take a minute to look at what you have done, and what you still have to do.
Then list your BIG 3 in the comments below, and TAG another member



A graphic for 'Momentum Wednesday' featuring a man in a white shirt and blue pants swinging a golf club. The text 'MOMENTUM WEDNESDAY' is written in large, bold, pink and orange letters. The logo 'PRACTICE ACCELERATION' is at the top.

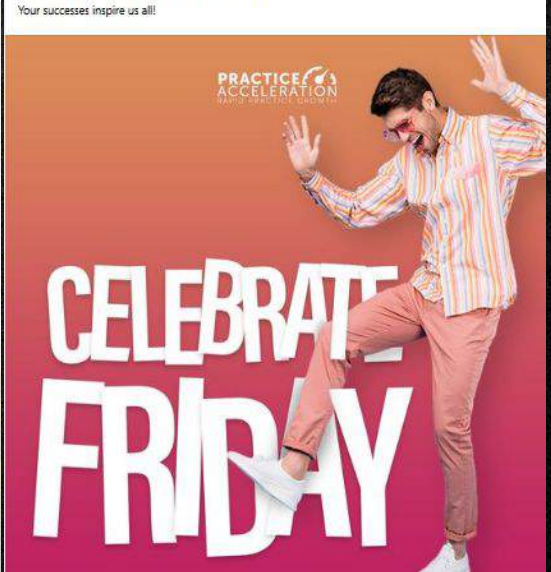
Tristan Bond
Admin · Top contributor · 3d · 🌐

🥳 Celebrate Friday 🥳

Friday's Here, Tribe! 🎉
Another week, more reasons to be proud!

- Comment with your 3 biggest achievements from this week 🎯
- TAG a buddy who made your week brighter 🌟
- Stay updated – get your dashboard done! 📊

Your successes inspire us all!



A graphic for 'Celebrate Friday' featuring a man in a striped shirt and orange pants celebrating with his arms raised. The text 'CELEBRATE FRIDAY' is written in large, bold, white letters. The logo 'PRACTICE ACCELERATION' is at the top.



What do you love most
about this **process**?

Build your growth meeting

- Schedule your recurring weekly meeting preparation session
- Schedule your recurring weekly Growth Meeting
- Make a copy of our slide deck and customise to you

https://docs.google.com/presentation/d/1QTYlwGGRZNtZDQ9M2aDaCzdorQl0Vwe8TOtsuus2R_g/edit?usp=sharing

- Role play

A man in a dark suit and white shirt is shown in profile, looking to the right with his hand on his chin in a thoughtful pose. The background is a light grey wall with several hand-drawn question marks in various shades of blue and black scattered around him.

What difference could the
Growth Meeting make for you?



Behind the scenes **BONUS**

The background of the slide features a dark, atmospheric night view of a city skyline with illuminated skyscrapers. In the foreground, two individuals in business attire are shown from the chest down, shaking hands. The person on the left is wearing a dark suit jacket, and the person on the right is wearing a light-colored blazer. The overall mood is professional and collaborative.

The **Partnership** Check In

ADELAIDE
INTENSIVE 2024

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The Partners Check in

THE PARTNERS CHECK IN

Biggest win this week?

What do you feel is going well for us as a business?

What do you feel you are doing well personally?

What has energized you this week?

What's one thing you learned this week?

One thing I have noticed you doing well and I appreciate about you this week?

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THE PARTNERS CHECK IN

How would you rate our communication this week? How can we improve?

What are your main stressors right now? What can I do to help or support you in the coming week?

Is there anything that's upset you/conflict? What can we do to resolve it?

What feedback do you have for me?

Anything else you want to share with me?

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A hand holding a white pen points towards a laptop screen. The screen displays a dashboard with several data visualizations: a line chart with multiple colored lines showing trends, a pie chart with segments in green, blue, orange, and red, and a bar chart with vertical bars in blue, green, and orange. The word "RESULTS" is overlaid in large white text across the center of the screen.

RESULTS

ADELAIDE
INTENSIVE 2024

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Why it works

ADELAIDE
INTENSIVE 2024

PRACTICE
ACCELERATION
RAPID PRACTICE GROWTH



LESSONS

ADELAIDE
INTENSIVE 2024

PRACTICE
ACCELERATION
RAPID PRACTICE GROWTH

A hand is pointing at a laptop screen. The screen displays a checklist with five items, each marked with a checkmark. The word "Prescriptions" is overlaid in large white text on the screen.

Prescriptions



“The best way to predict the future,
is to **create it**”

– Peter Drucker

**What did you most love
about this?**

Accountability

**ADELAIDE
INTENSIVE 2024**

**THE WEEKLY GROWTH MEETING :
HOW TO AMPLIFY YOUR
IMPACT, PROFITS AND FREEDOM**

Accountability

I just attended The Weekly Growth Meeting :
How to amplify your Impact,
Profits and Freedom session.

What I loved most about it was...
I will start installing this system into my
practice on day/date.

BOOM!

**PRACTICE
ACCELERATION**
RAPID PRACTICE GROWTH

**ADELAIDE
INTENSIVE 2024**

**PRACTICE
ACCELERATION**
RAPID PRACTICE GROWTH

NEXT...

PRACTICE TRANSFORMATIONS FINALS

ADELAIDE
INTENSIVE 2024

PRACTICE
ACCELERATION

ADELAIDE
INTENSIVE 2024

PRACTICE
ACCELERATION
RAPID PRACTICE GROWTH