

A person in a blue shirt is holding a red and white paper airplane. Below them, a line of colorful paper figures (red, blue, green) is visible. The background is a light blue gradient.

ALWAYS ATTRACTING

Quest Coaches

MEET THE TEAM



MARK POSTLES
CEO & Pilot



GREG VENNING
Pilot



KAREN KULEVSKI-GIBB
Pilot



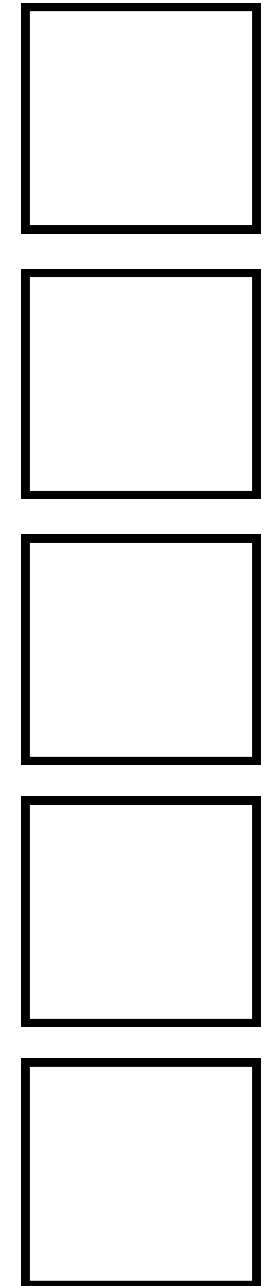
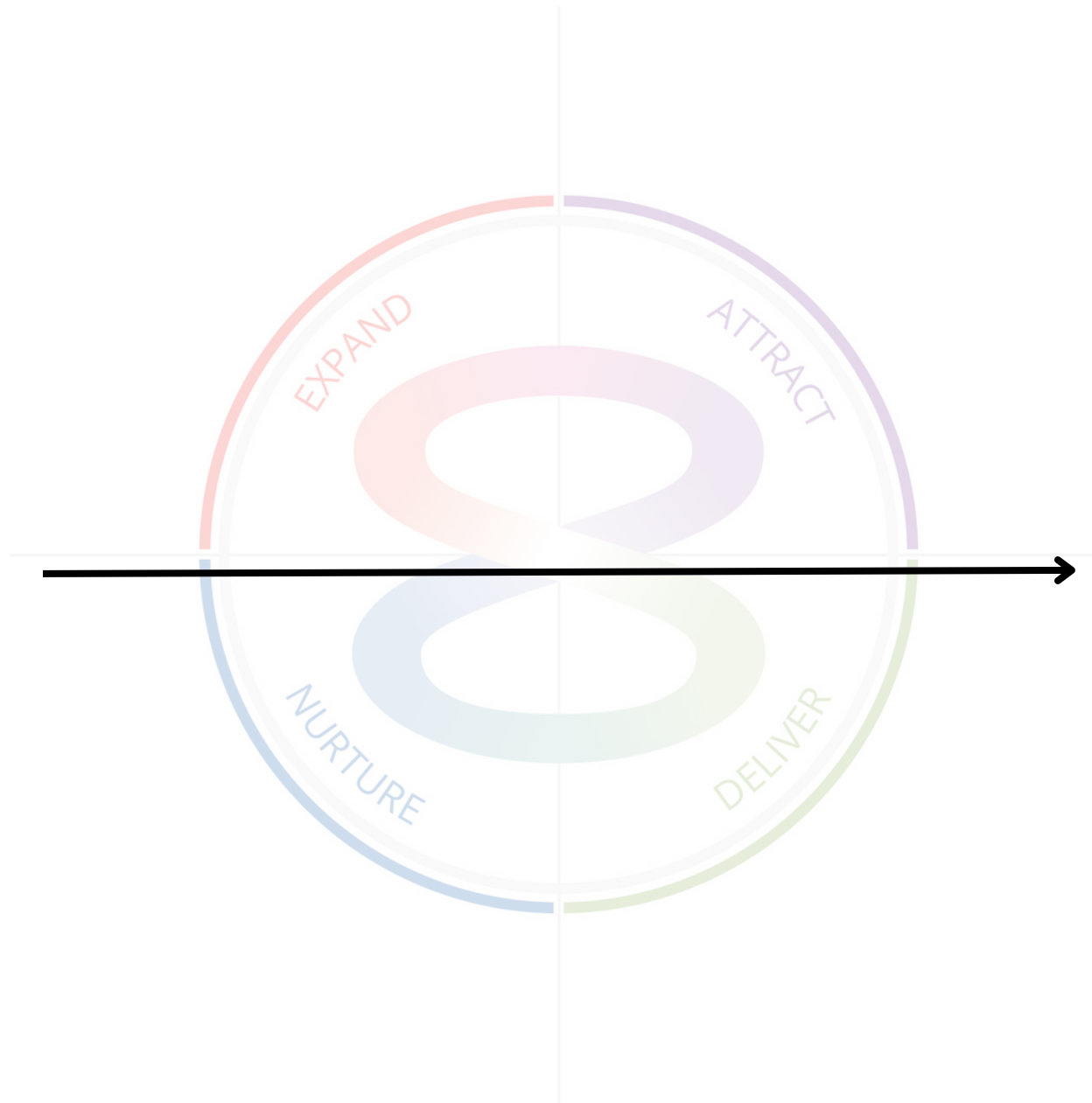
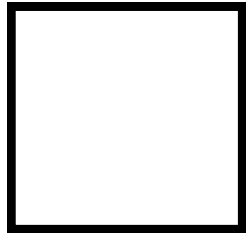
NIMROD MUELLER
Pilot



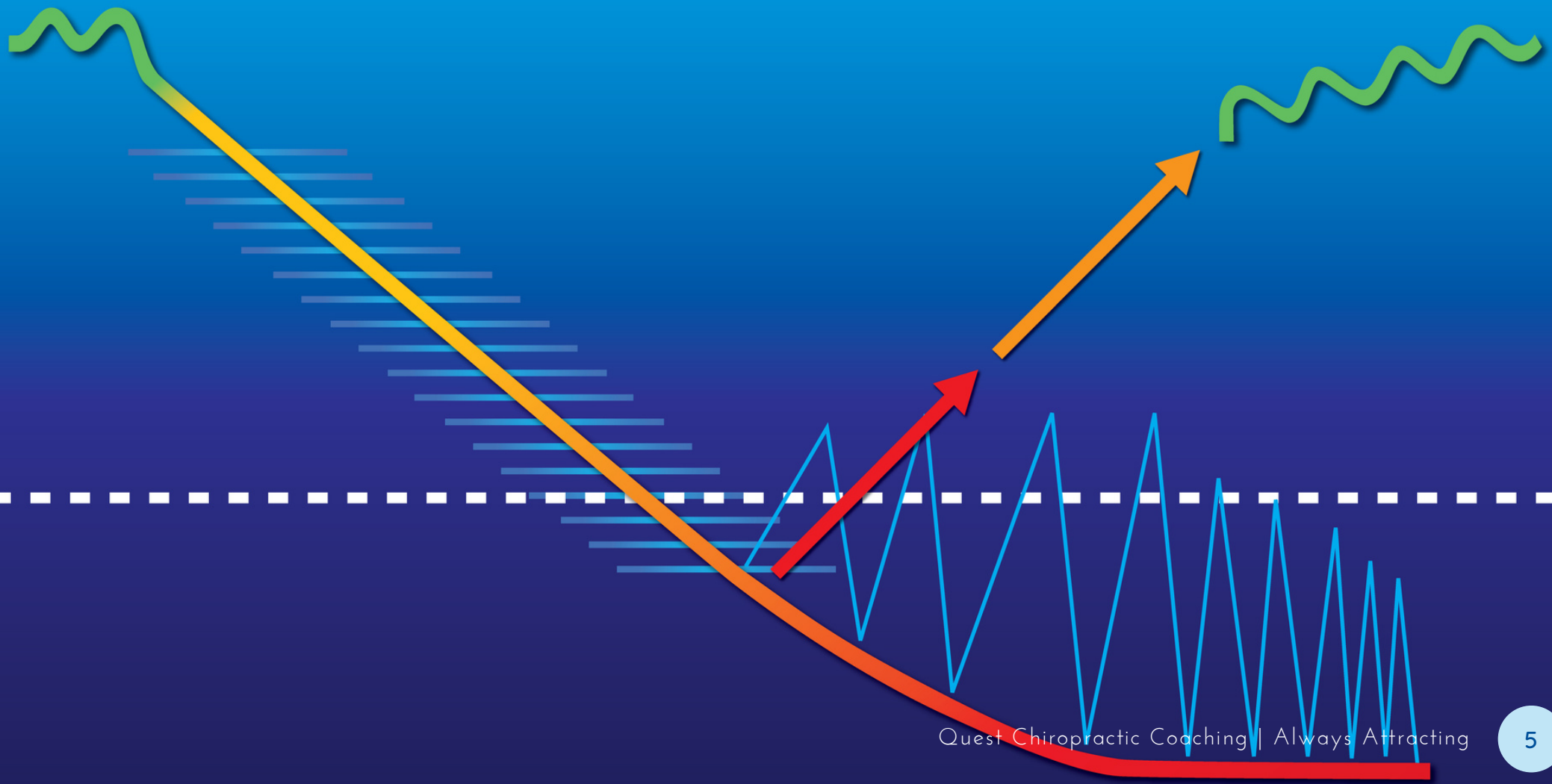
EMMA STIRTON
Pilot

YOUR PRACTICE IS A REFLECTION OF YOU.





WHERE ARE WE NOW, AND WHERE ARE WE HEADING?

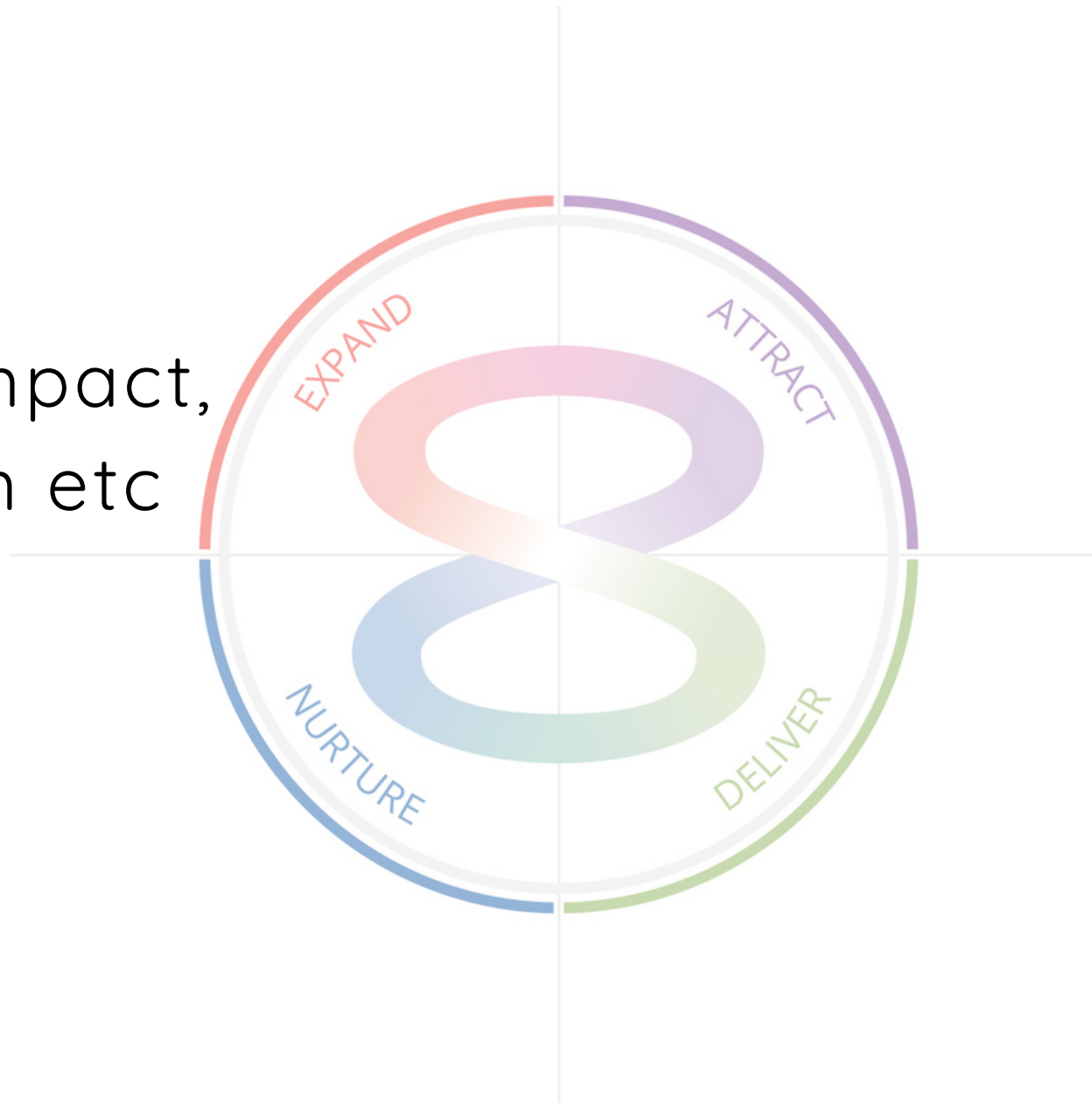


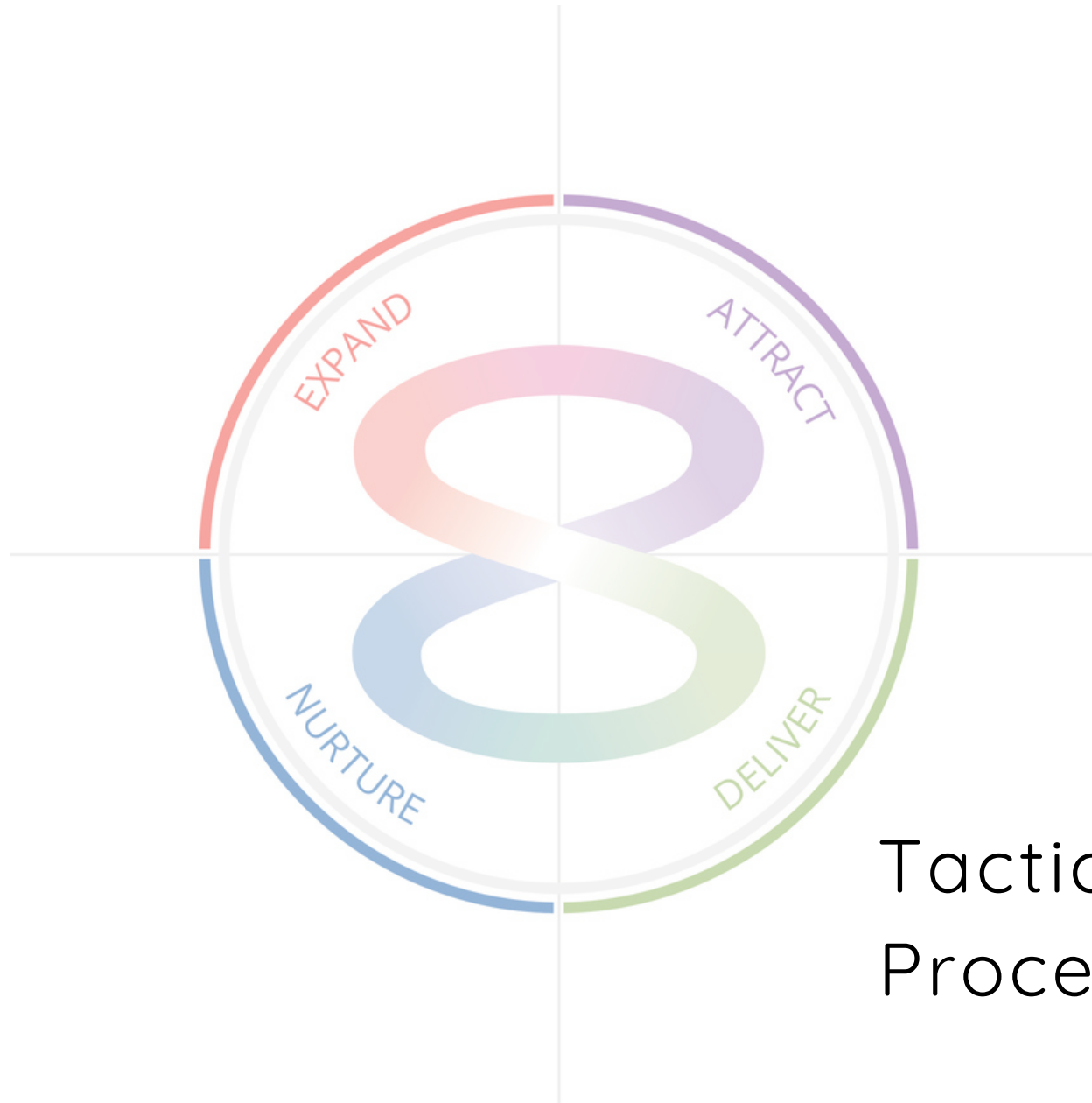
YOU DONT GET WHAT YOU WANT - YOU GET WHAT YOU ARE.



HAVING

Money, Impact,
Freedom etc



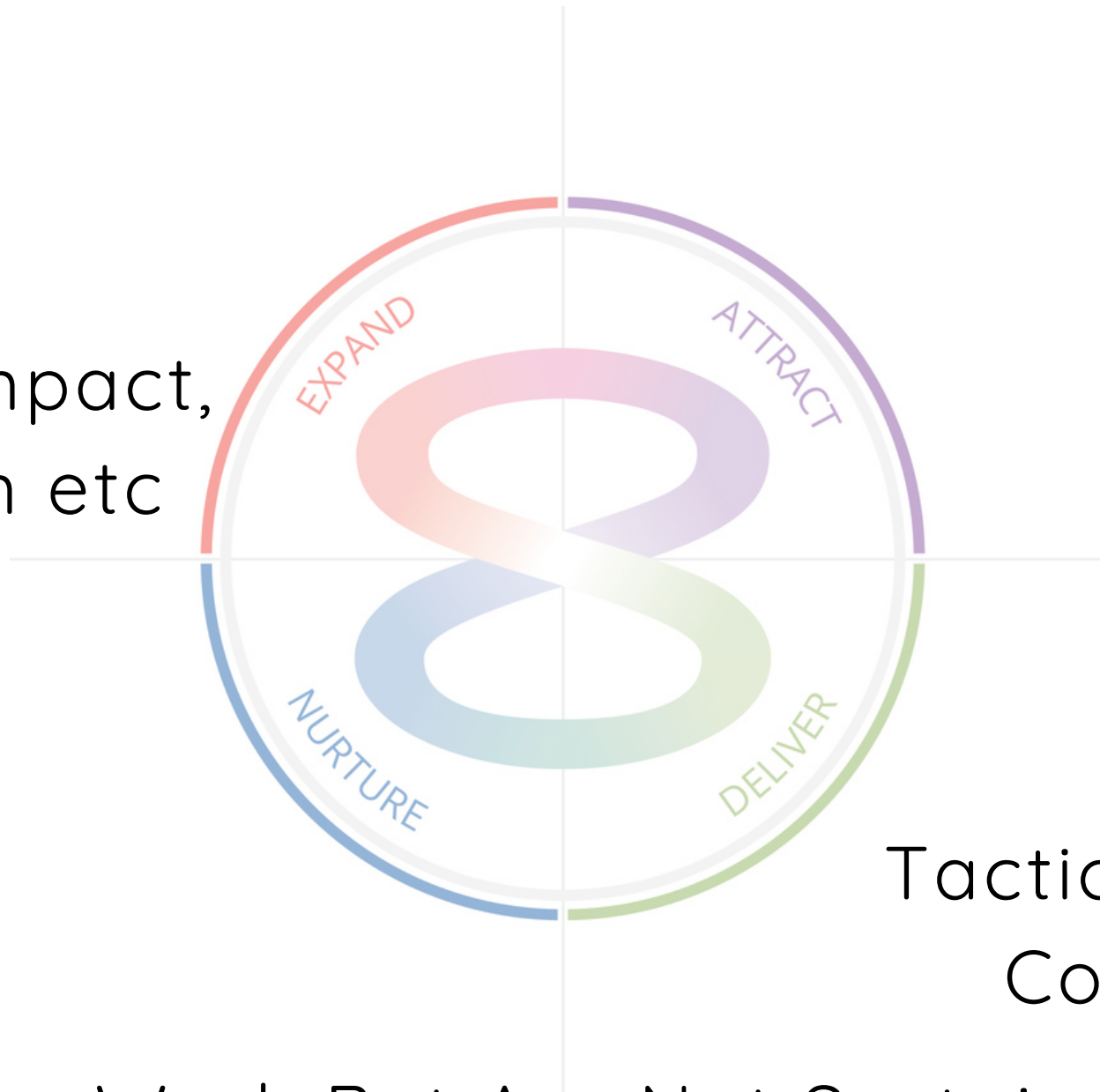


DO

Tactics, Scripts
Procedures etc

HAVE

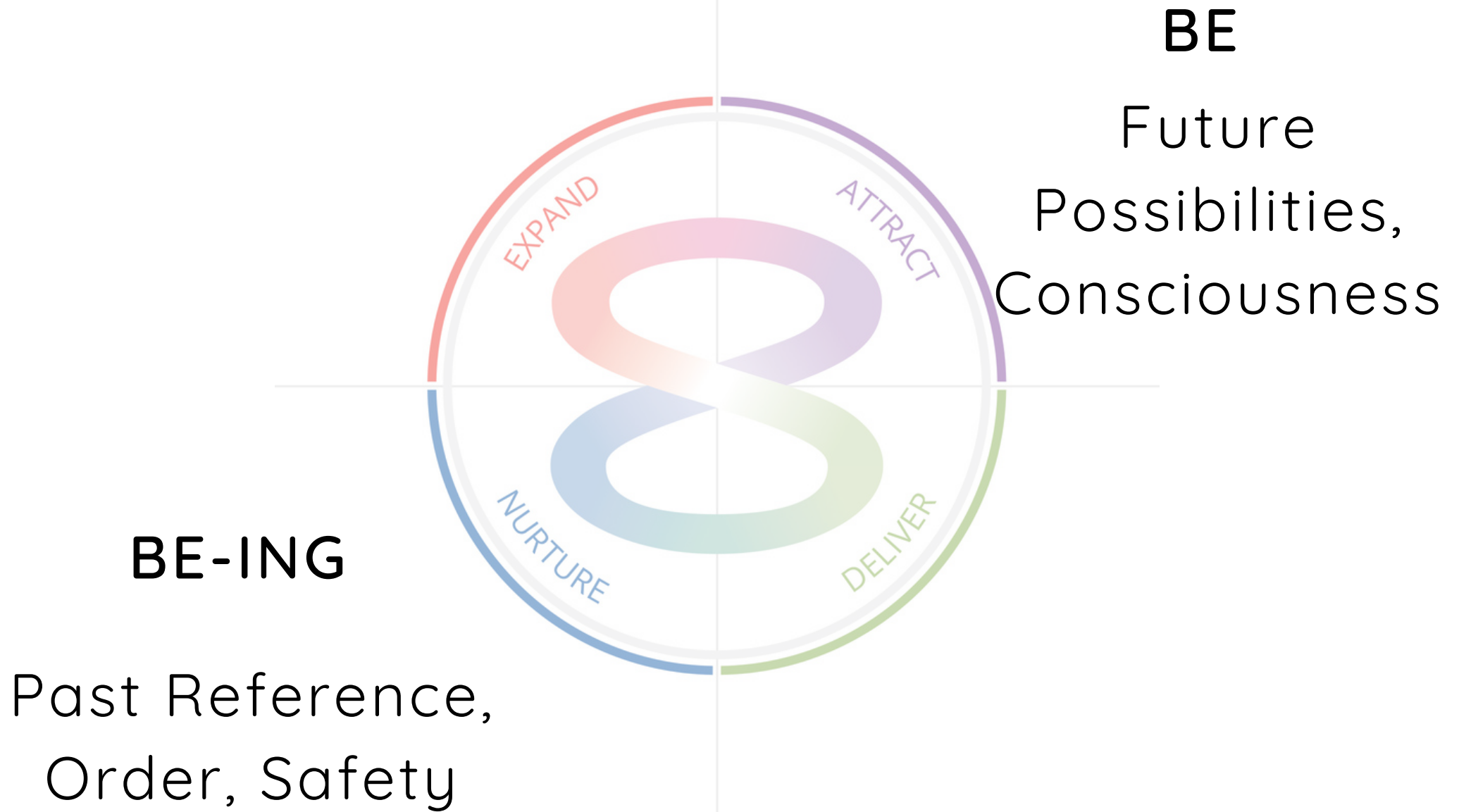
Money, Impact,
Freedom etc



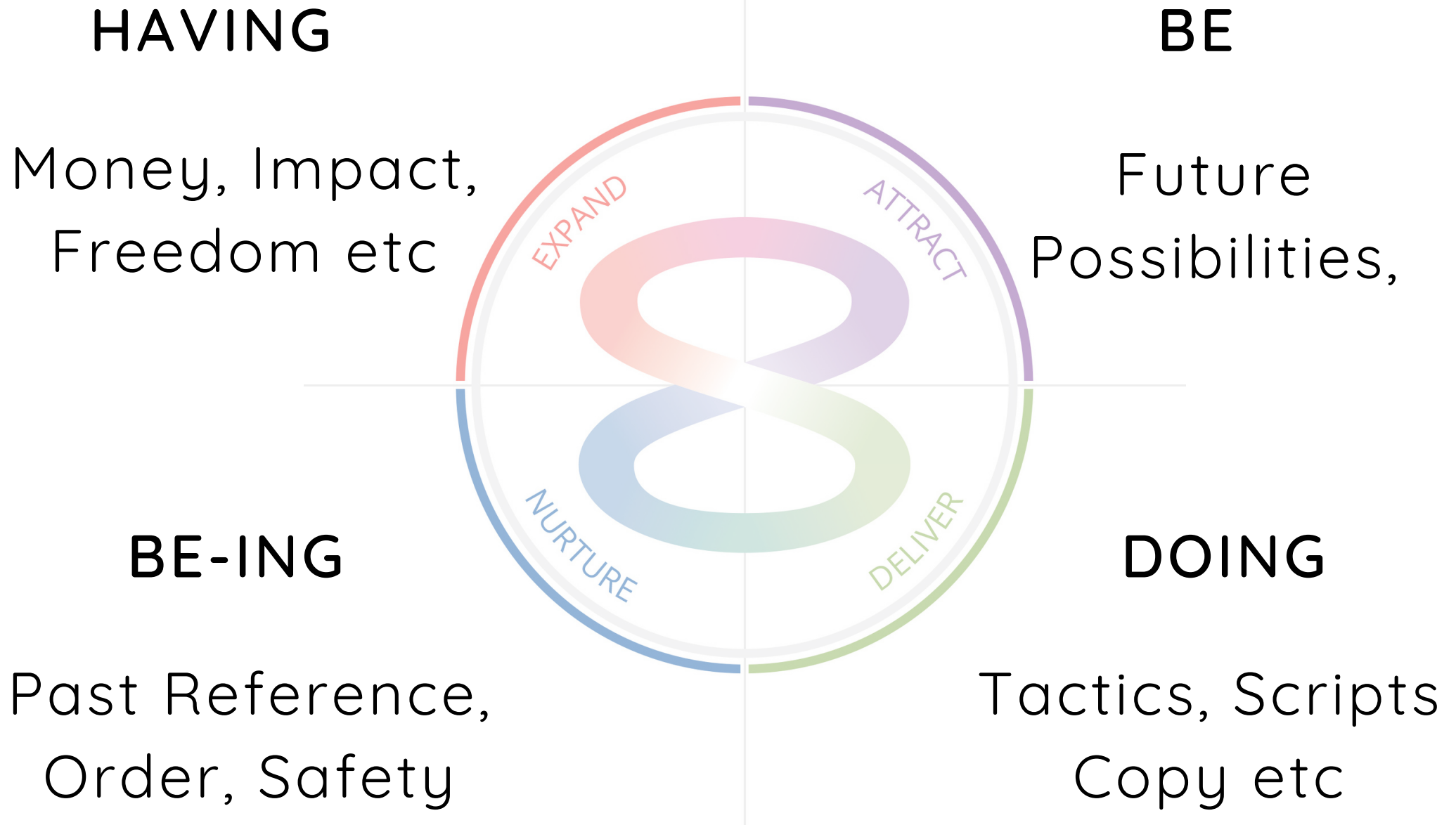
DO

Tactics, Scripts
Copy etc

They Work But Are Not Sustainable



ATTRACTION



Our/My Highest Values?



ATTRACT

What is the most significant outcome that We/I will achieve?

ATTRACT

Why do We/I want it? (as it applies to Our/My values).

ATTRACT

**What heart-based emotions
come up for you/team?**

ATTRACT

External vs Internal barriers?

NURTURE

Where We/I am now?

NURTURE

How do We/I perceive the past?

NURTURE

What stops or blocks Us/Me from achieving it?

NURTURE

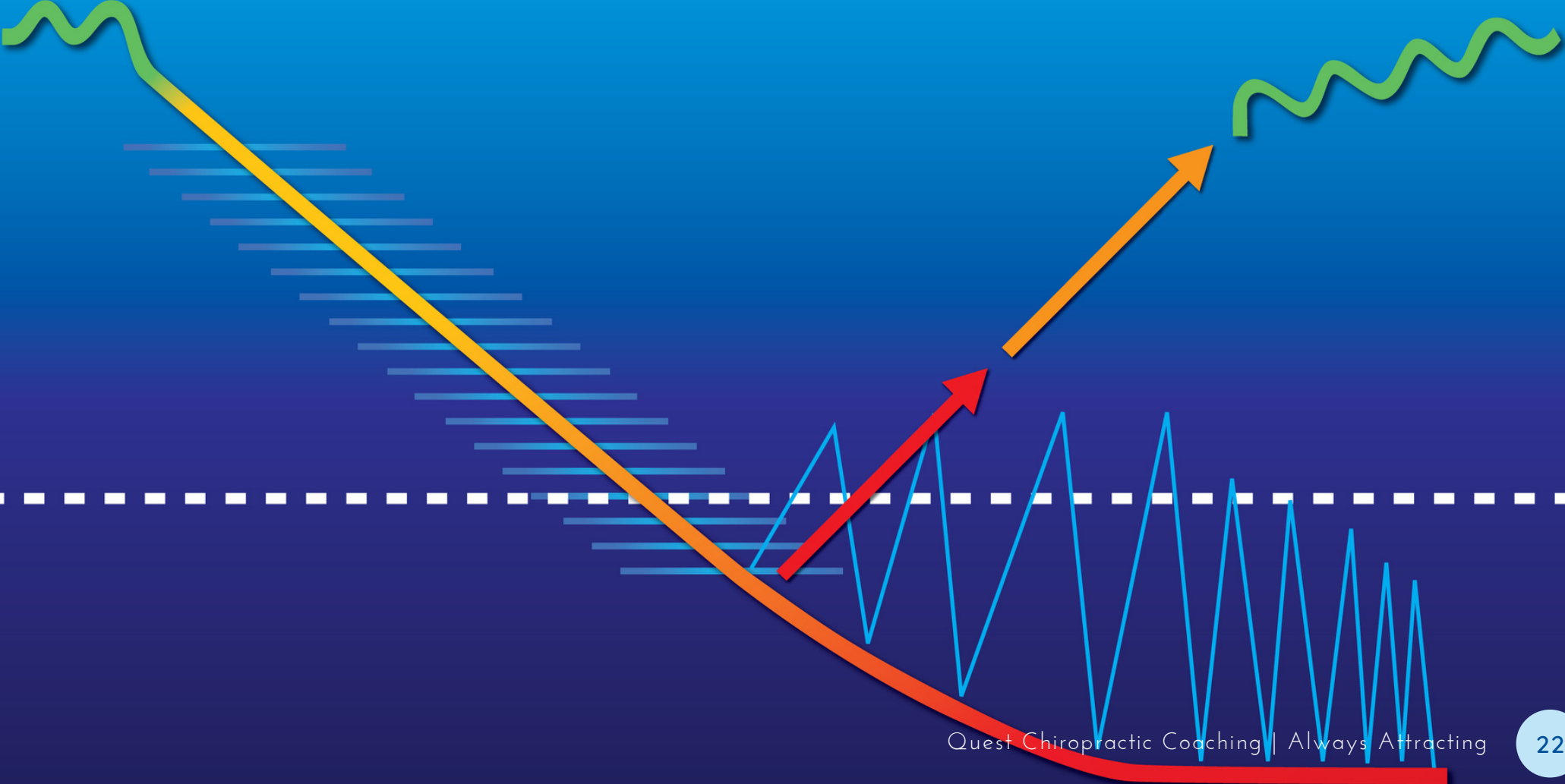
What's the secondary gain of
Our/My current state?

NURTURE

Apply the in8model[®] to
understand your incongruencies.

EXPAND

WHERE ARE WE AT?



***Our Practice
Vision***

***Our
Objectives
for This Year***

Picture of Your Storyboard

Brain Dump Here -

WHAT DID WE PLAN TO GET DONE?

Your previous 8 week leg compass



Revenue for last month

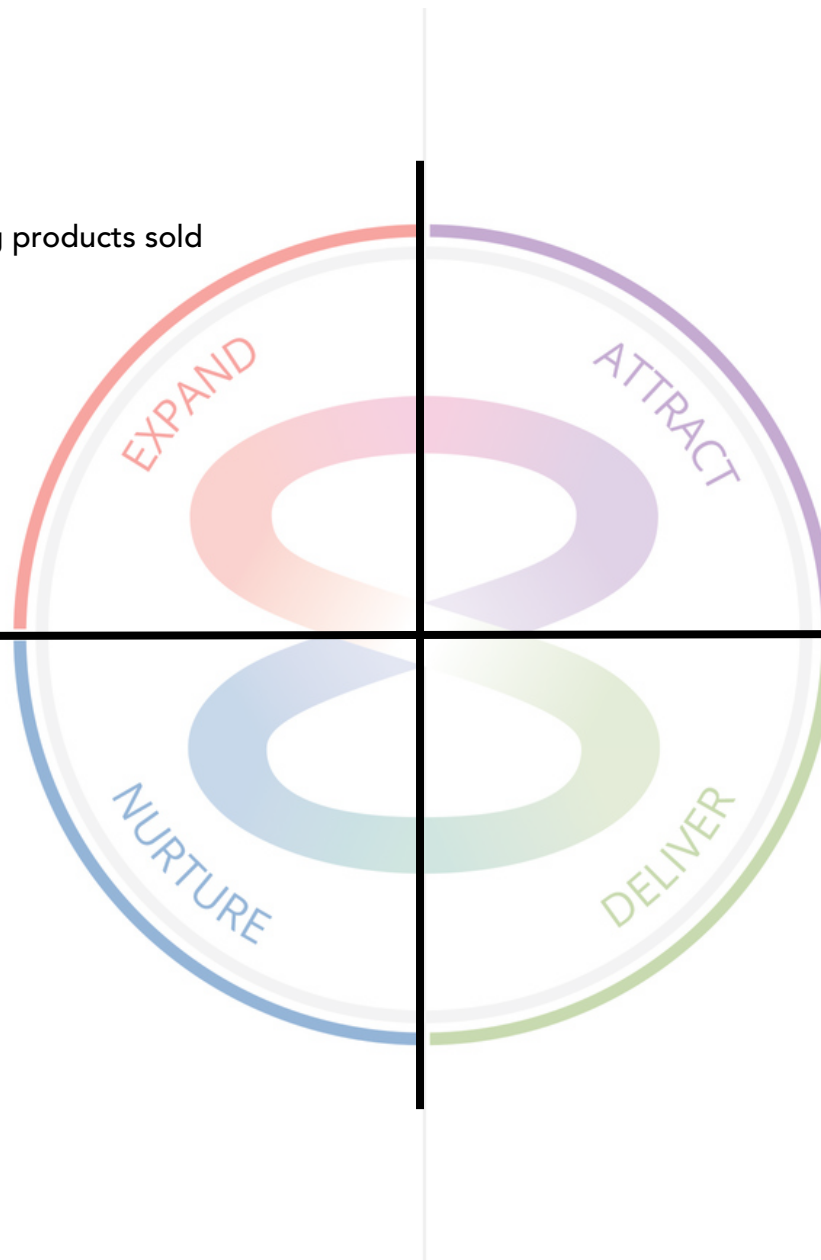
Total amount of money collected including products sold

New People (ROF visits) for last month

A new person is someone who starts care, easiest measured as number of Report of Findings visits (ROF)

PVA (6 months rolling average)

Total visits for last month
All visits including initial consults



The Voyage

THE VOYAGE CHART



PV /Month	Income /Month	Income /Year	ATTRACT	NURTURE	DELIVER	EXPAND
1500	87,000	\$1 mil+	<ul style="list-style-type: none"> Curiosity The Next Iteration Collaborative Partnerships 	<ul style="list-style-type: none"> Operations Manager Publish Scientific Contribution 	<ul style="list-style-type: none"> Optimisation of Resources Clinical Contribution to Profession Wayshower Governance 	<ul style="list-style-type: none"> Political Influence Growing Legacy Equity Sell-Offs
1300	75,400	\$900k	<ul style="list-style-type: none"> Completion Generative Sessions Patterns 	<ul style="list-style-type: none"> Impact on Profession Playing the Long Game Board of Directors 	<ul style="list-style-type: none"> Branded by Technique Chiropractic Finishing School Internal Mentoring 	<ul style="list-style-type: none"> Multiple Income Streams Compensation Business Model 301
1100	63,800	\$760k	<ul style="list-style-type: none"> Community Congruence Events Driven Practice 	<ul style="list-style-type: none"> Profitability Team Empowerment in8model - Associates 	<ul style="list-style-type: none"> Team Ascension Executive Assistant Personal Care - 301 	<ul style="list-style-type: none"> Communication - 301 Financial Contribution Recurring Income
900	52,200	\$625k	<ul style="list-style-type: none"> Redesign PM Ascension Attracting Associates 	<ul style="list-style-type: none"> Practice Layout Associate Driven Practice OPM - Expand 	<ul style="list-style-type: none"> Transferable Protocols Contact Hours/% of Income Personal Care - 201 	<ul style="list-style-type: none"> Free Up A DAy Investment Strategies Seeding Practices
700	40,600	\$490k	<ul style="list-style-type: none"> Communication 201 Cultivating Chiropractors Team Centered Mission 	<ul style="list-style-type: none"> Debt Reduction Operational Cascade OPM -Deliver 	<ul style="list-style-type: none"> Time & Motion Meetings that Matter Tech CA 	<ul style="list-style-type: none"> Statistics Wealth Building Business Model 201
500	29,000	\$350k	<ul style="list-style-type: none"> Physical Marketing Culture Client Centered Mission 	<ul style="list-style-type: none"> 3rd Phase - Optimisation Care in8model - Business OPM - Nurture 	<ul style="list-style-type: none"> Educational Plan Internal Referrals Personal Care 101 	<ul style="list-style-type: none"> Default Diary Holidays Congruence
300	17,400	\$210k	<ul style="list-style-type: none"> Annual Marketing Plan The Journey - QPFLTC Automated Lead Generation 	<ul style="list-style-type: none"> 2nd Phase - Regenerative Care Storyboards OPM - Attract 	<ul style="list-style-type: none"> Clinical Clarity State Control Communication - 101 	<ul style="list-style-type: none"> The Super CA Management Business Model 101
200	11,600	\$140k	<ul style="list-style-type: none"> Purpose, Outcomes Bay 5 - Mission Bay 1 - Beliefs 	<ul style="list-style-type: none"> 1st Phase - Stabilisation Care Bay 6 - Strategy Bay 2 - Organisation 	<ul style="list-style-type: none"> Visits 1&2 Bay 7 - Design Bay 3 - Engagement 	<ul style="list-style-type: none"> Money Bay 8 - Leverage Bay 4 - Empowerment

* Based on per visit of 58

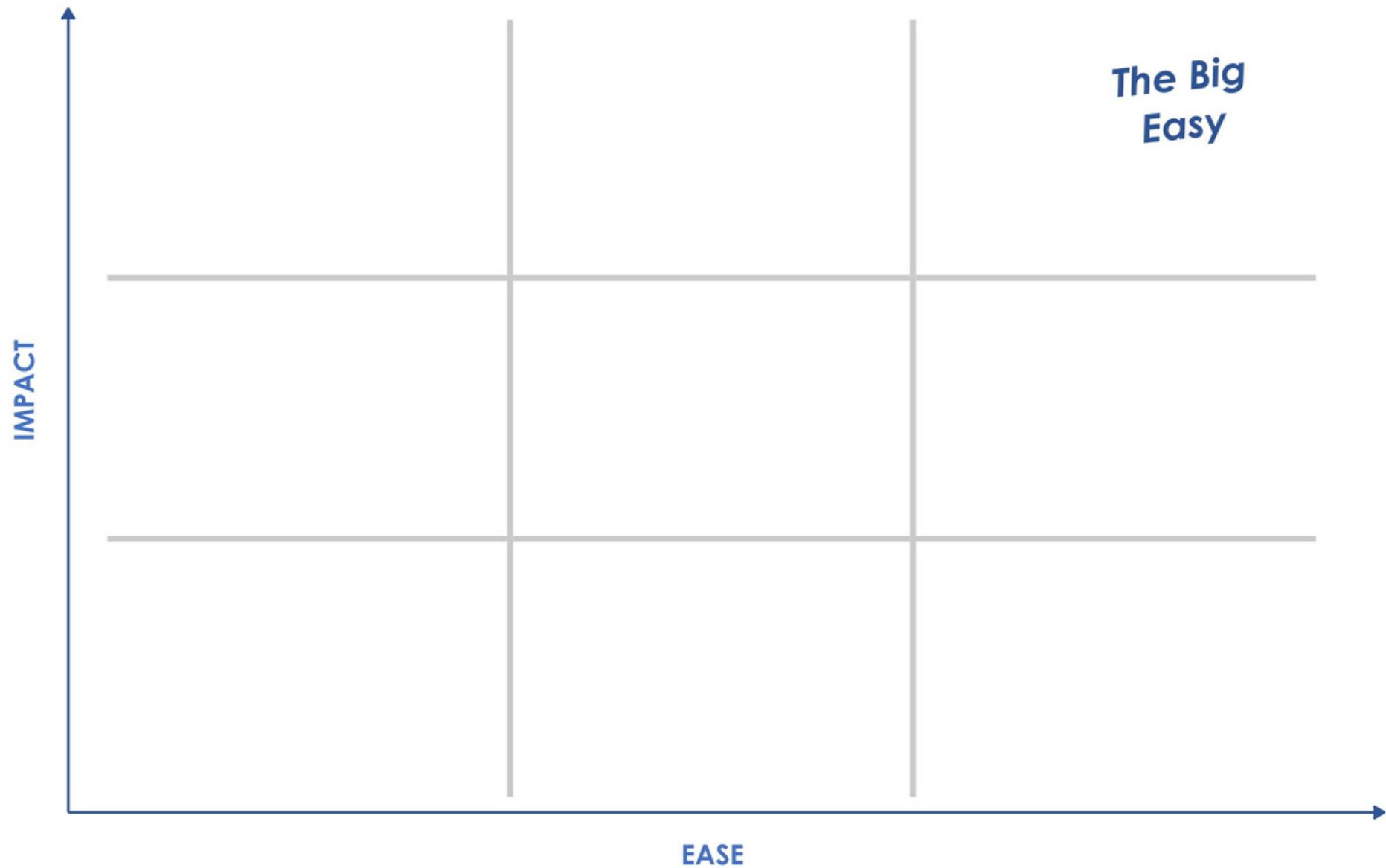
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8 Week Leg Compass Until: March 2024

Fill in the Fillable PDF of the 8 Week Leg Compass

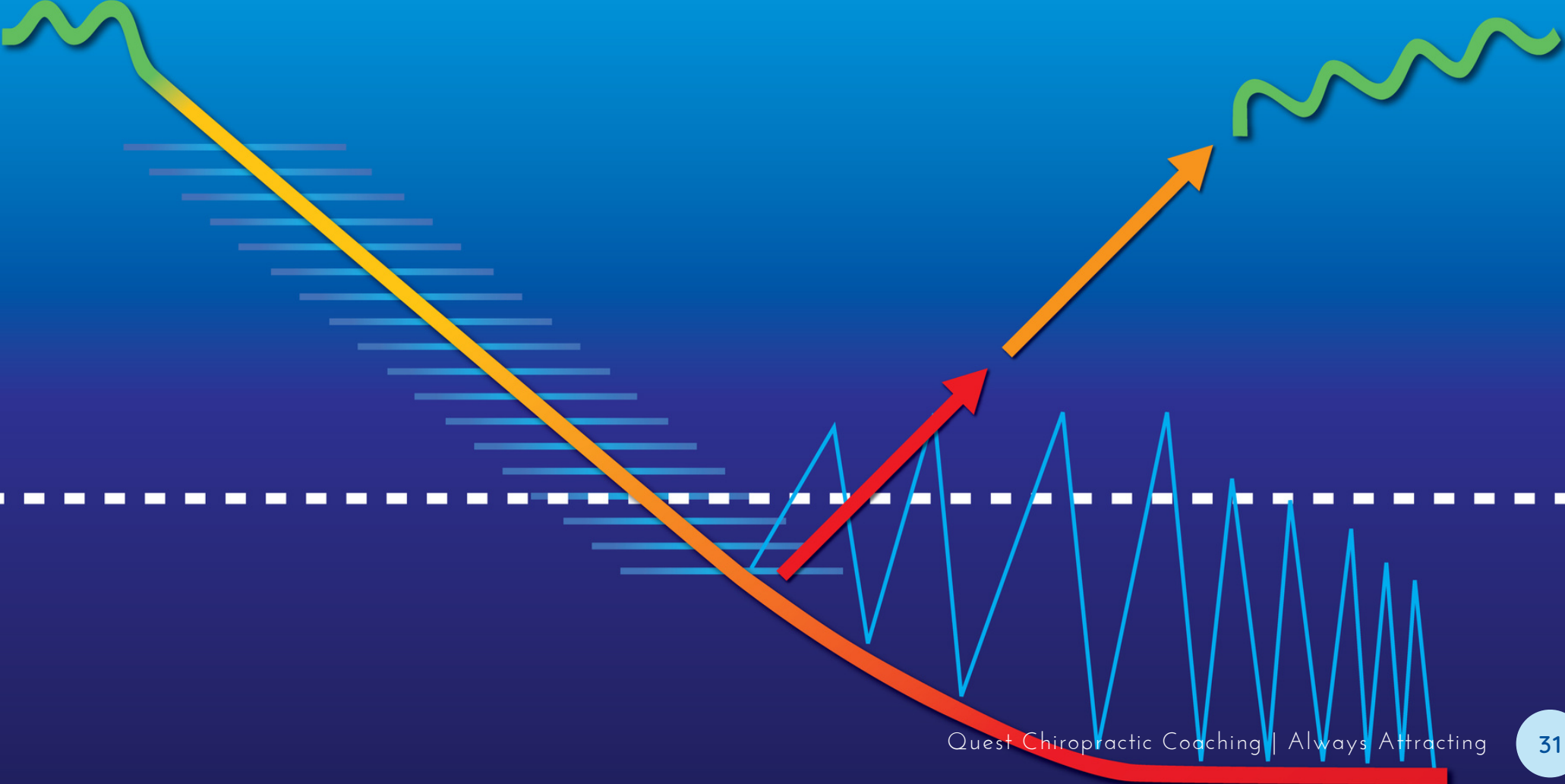
Please complete this and send it to us by [clicking here](#).

The Impact Planner



The Ocean

SESSION 2: BEHAVIOUR - REPRESENTED BY YOUR IMAGE OF LIGHTNESS AND EASE



2024 PROJECT FILTER

Problem What problem are we solving?
Impact What difference will it make?
Outcome What does "done" look like?

WHAT ARE THE (1-6) BIG CHUNKS OF WORK TO DO?

WHAT ARE THE (1-3) NEXT ACTIONS TO GET STARTED?

1

2

3

Get in Touch

FOR QUESTIONS AND FEEDBACK

THE FACEBOOK GROUP

<https://www.facebook.com/groups/theocean.quest>

THE QUESTER CALLS

<https://www.facebook.com/groups/theocean.quest/events>

THE 20'S

<https://questcoaching.as.me/the20>

MAYDAY CALLS

<https://questcoaching.as.me/maydaycall>

NAVIGATION INTENSIVES

Every 8 weeks



A person in a blue shirt is holding a red and white paper airplane. Below them, a line of colorful paper figures (red, blue, green) is visible. The background is a light blue gradient.

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