

Beyond The Adjustment

GENTLY MOVING PRACTICE MEMBER'S REALITIES

Quest Coaches

MEET THE TEAM



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RULES OF ENGAGEMENT ;-)

You will need to:

- Play full on
- Camera on (you'll be doing peer workshopping in small groups so it's important to see your face)
- Have every person in your team on a separate device for breakouts. Logged into this call on zoom and muted while not in breakouts).
- Update your name on Zoom to your “superself” (right click on the three lines on your thumbnail & change)
 - Move fast - a fast game is a good game
 - Remember that all of us is smarter than any one of us

WELCOME!

Sometimes we accidentally or through ignorance think, say or do things that push people away from continuing their care.

WELCOME!

Our outcome today is to enable you and your team to learn and develop your skills of moving your people into the next stage of their chiropractic awareness.

WELCOME!

Today we will explore the “adjustment” with that something extra that will boost results, reduce stress and create a greater impact in your practice.

WELCOME!

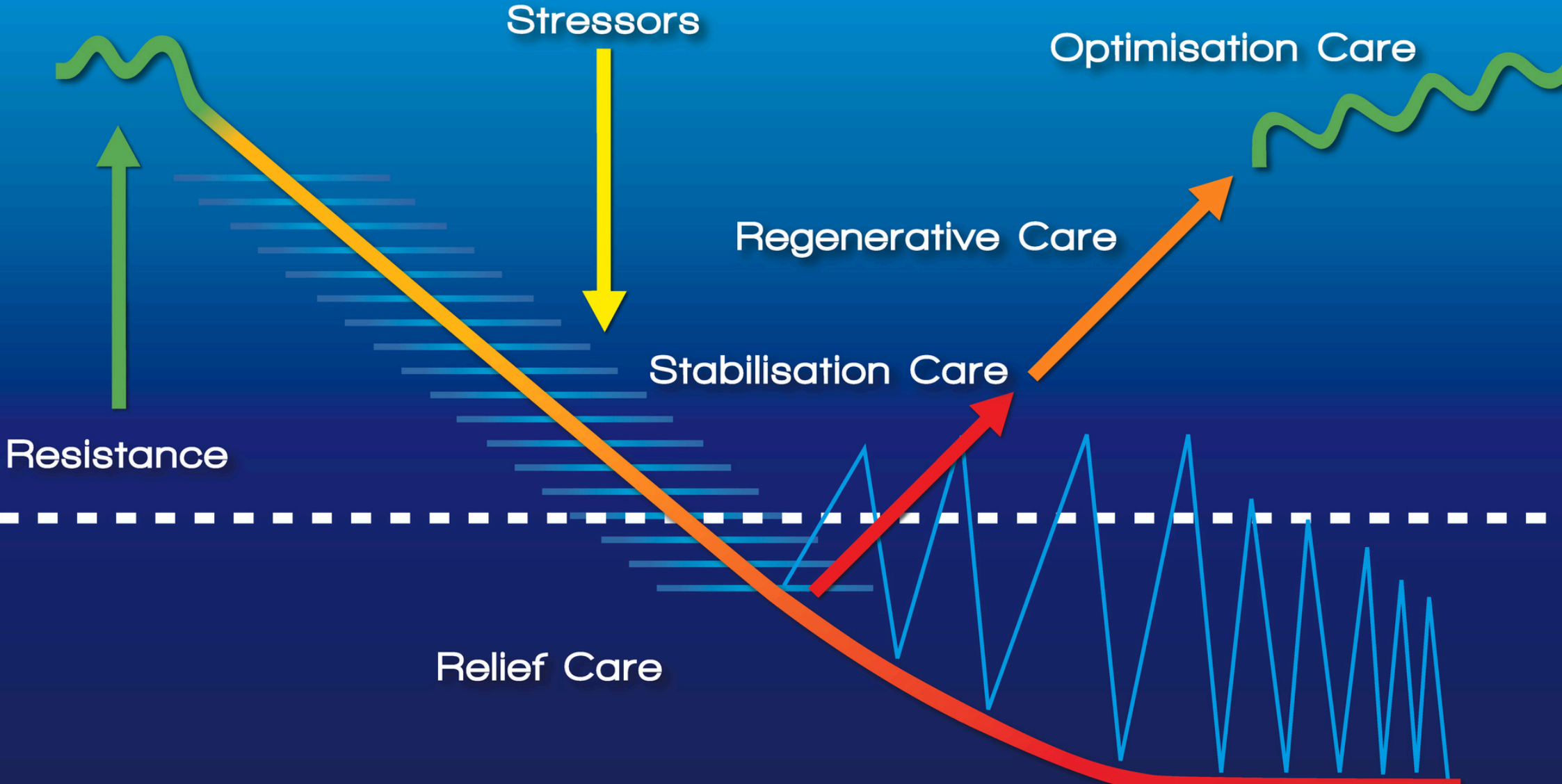
We are in the belief change
business.

INSTRUCTIONS FOR BREAKOUTS

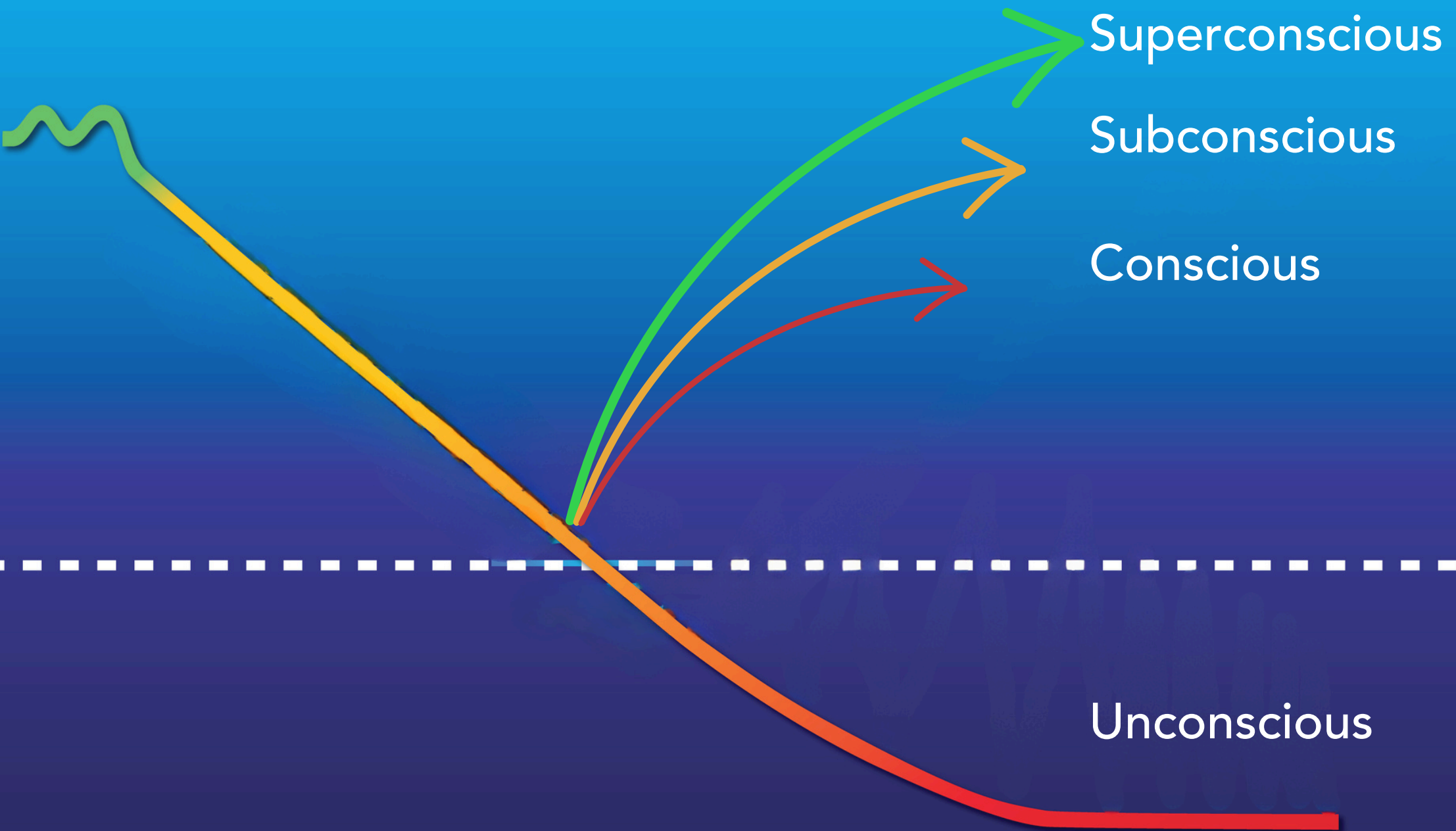
Each Breakout Room Will Need:

- 1) Nominate the “Scribe”
- 2) The Scribe will make digital notes
- 3) Everyone should get a chance to speak
- 4) The Scribe will copy the notes from the Breakout room and paste them into the chat when returned to the main room

The Journey



PRACTICE MEMBER ASCENSION



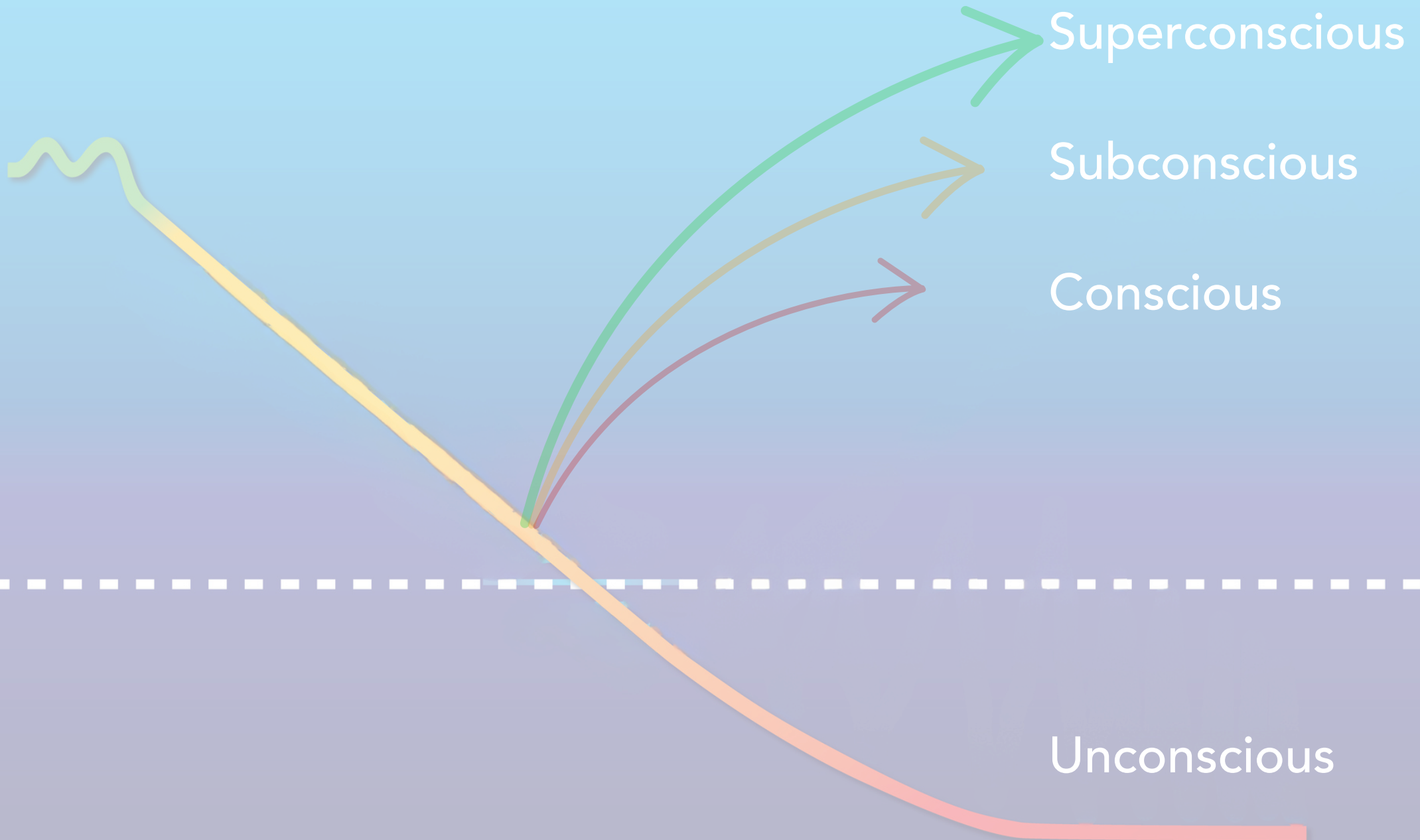
Superconscious

Subconscious

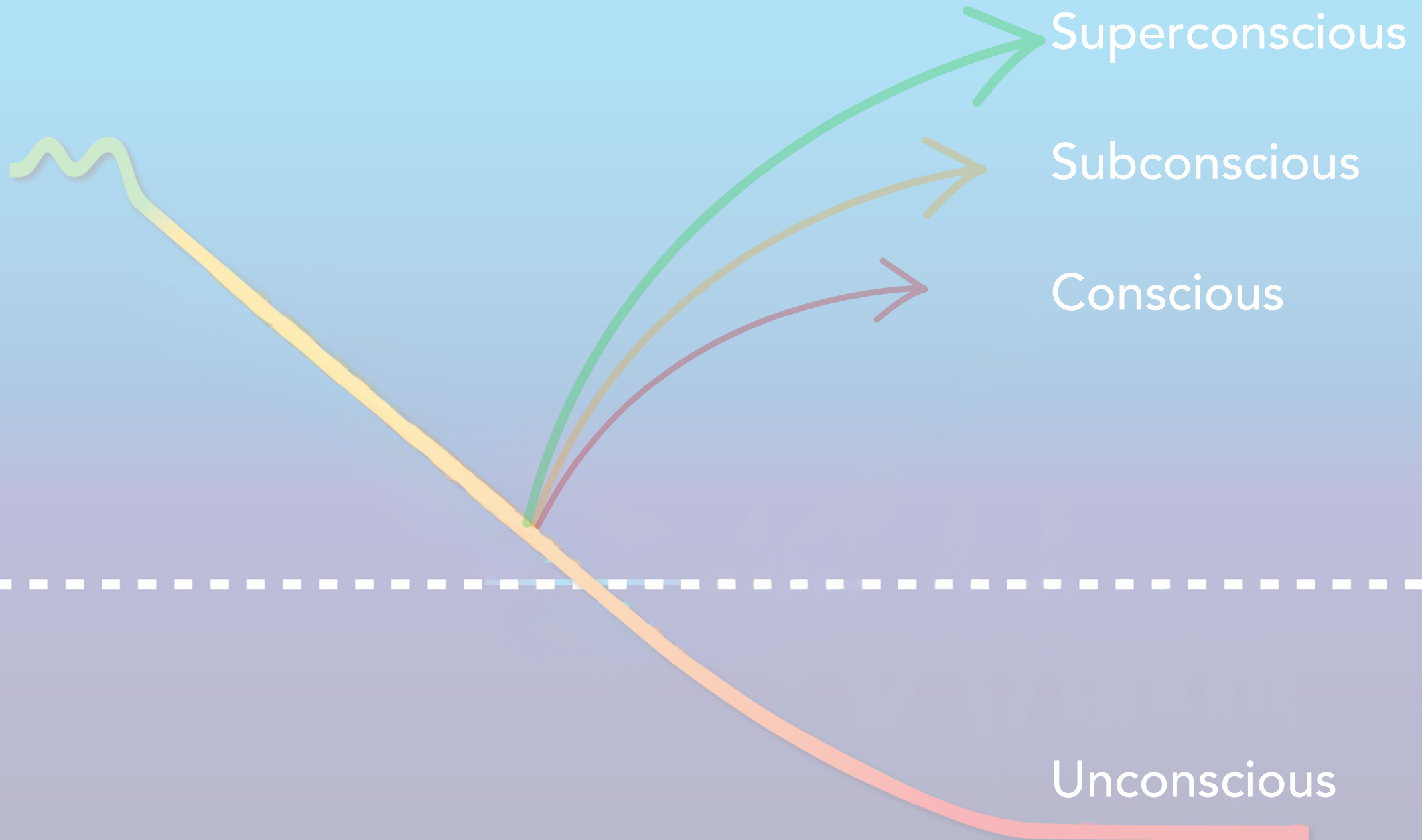
Conscious

Unconscious

UNCONSCIOUS



CONSCIOUS



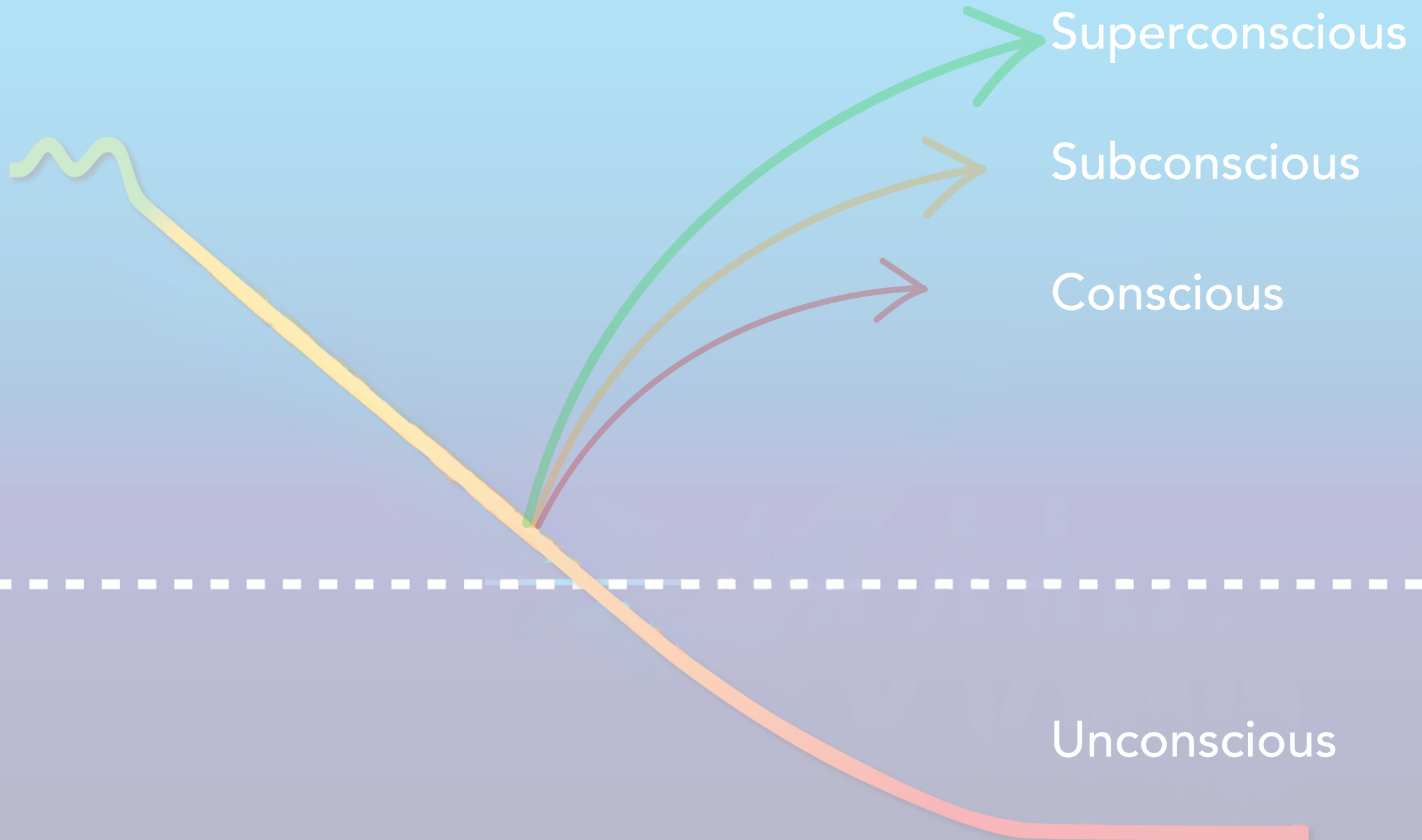
Superconscious

Subconscious

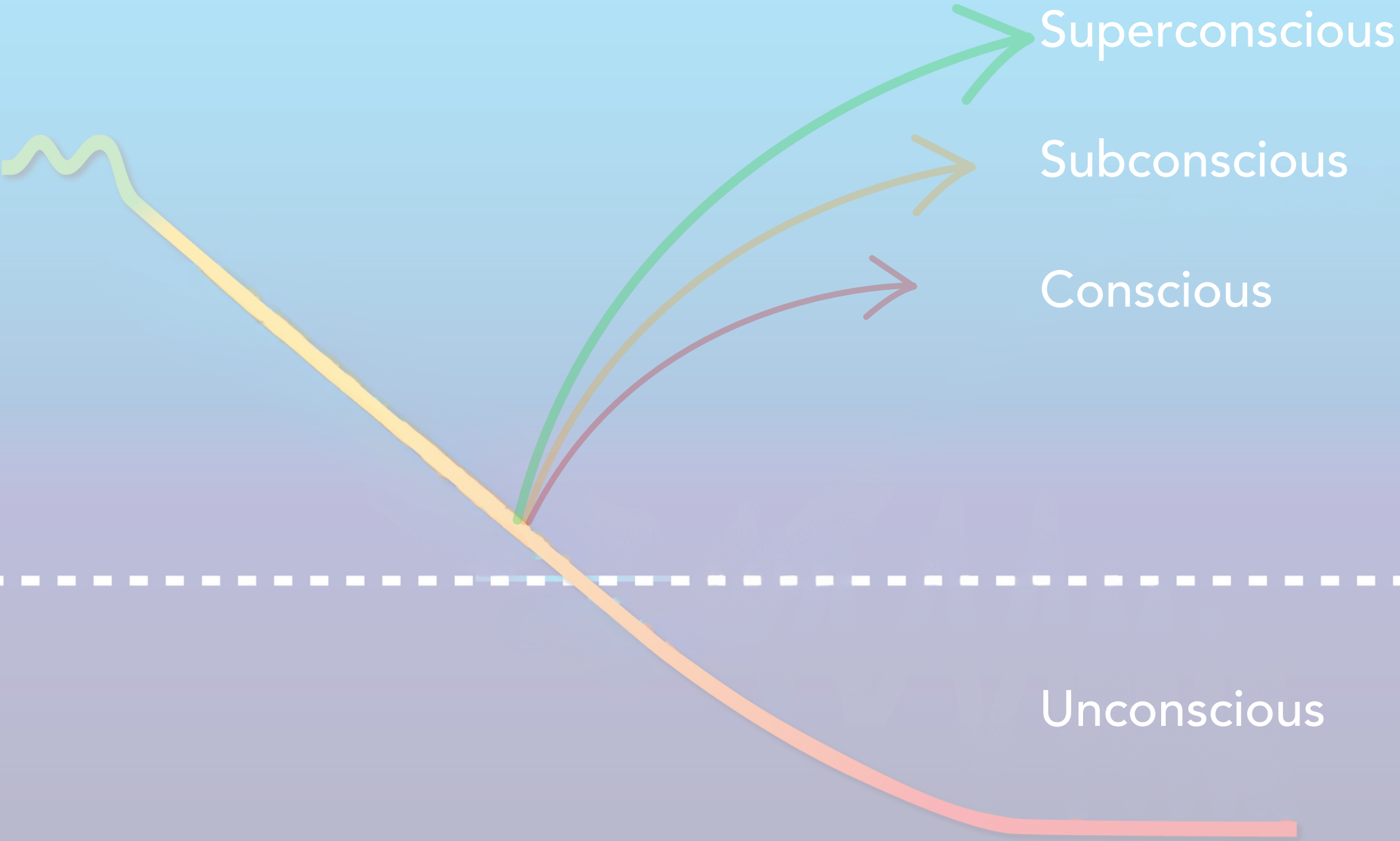
Conscious

Unconscious

SUB CONSCIOUS



SUPER CONSCIOUS



PRESENT STATE



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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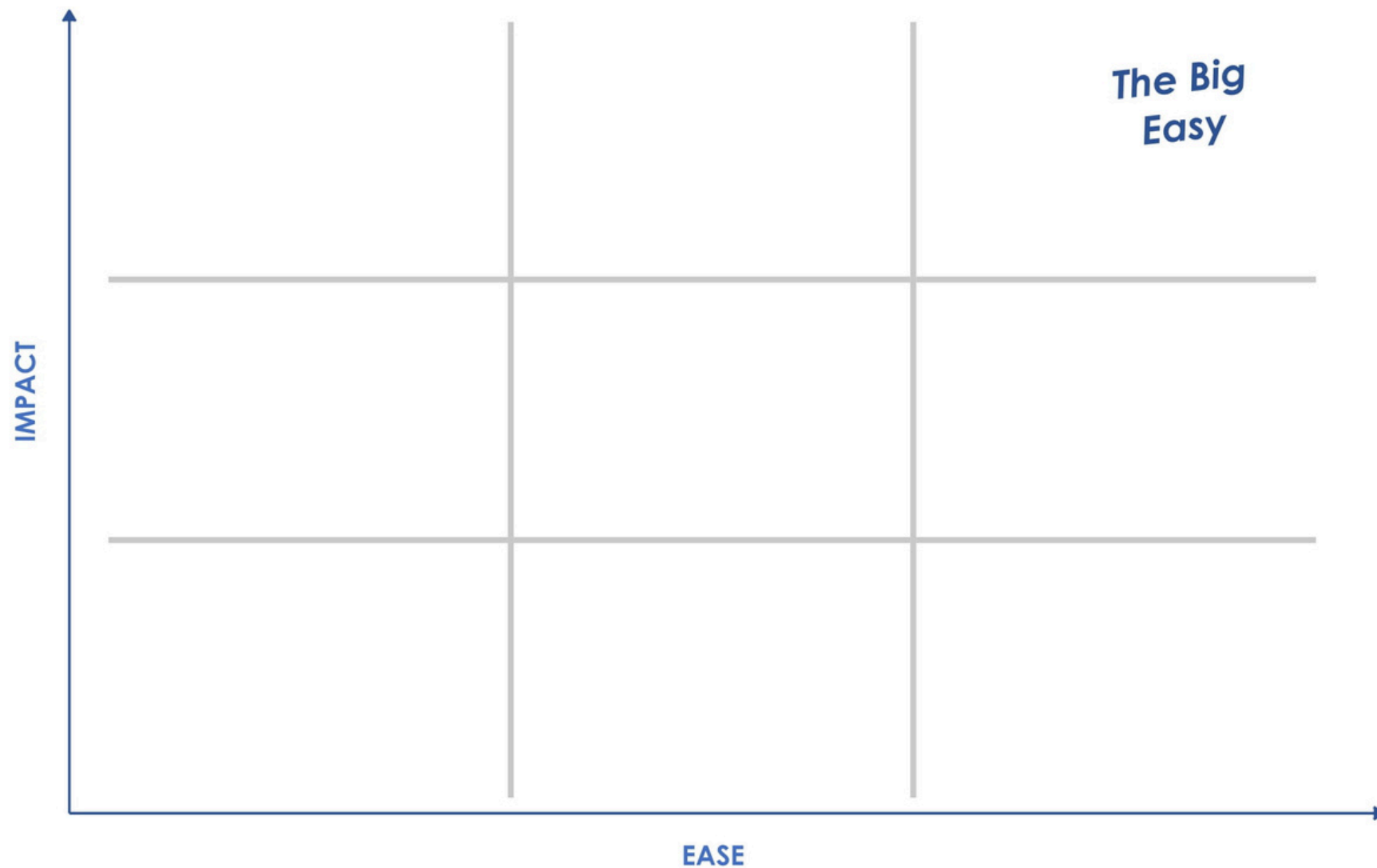
DESIRED STATE KPI'S



DESIRED STATE KPA'S

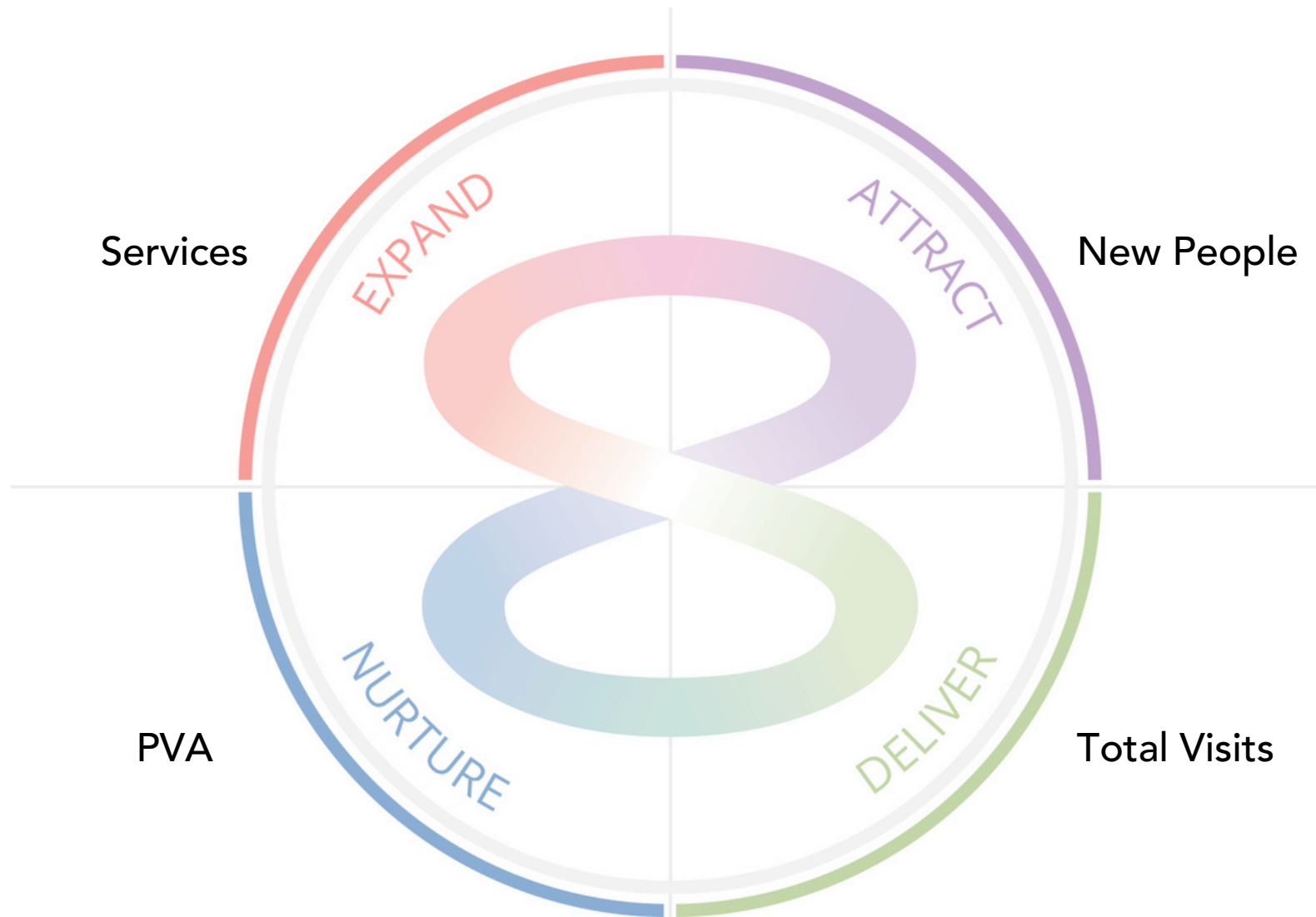


The Impact Planner



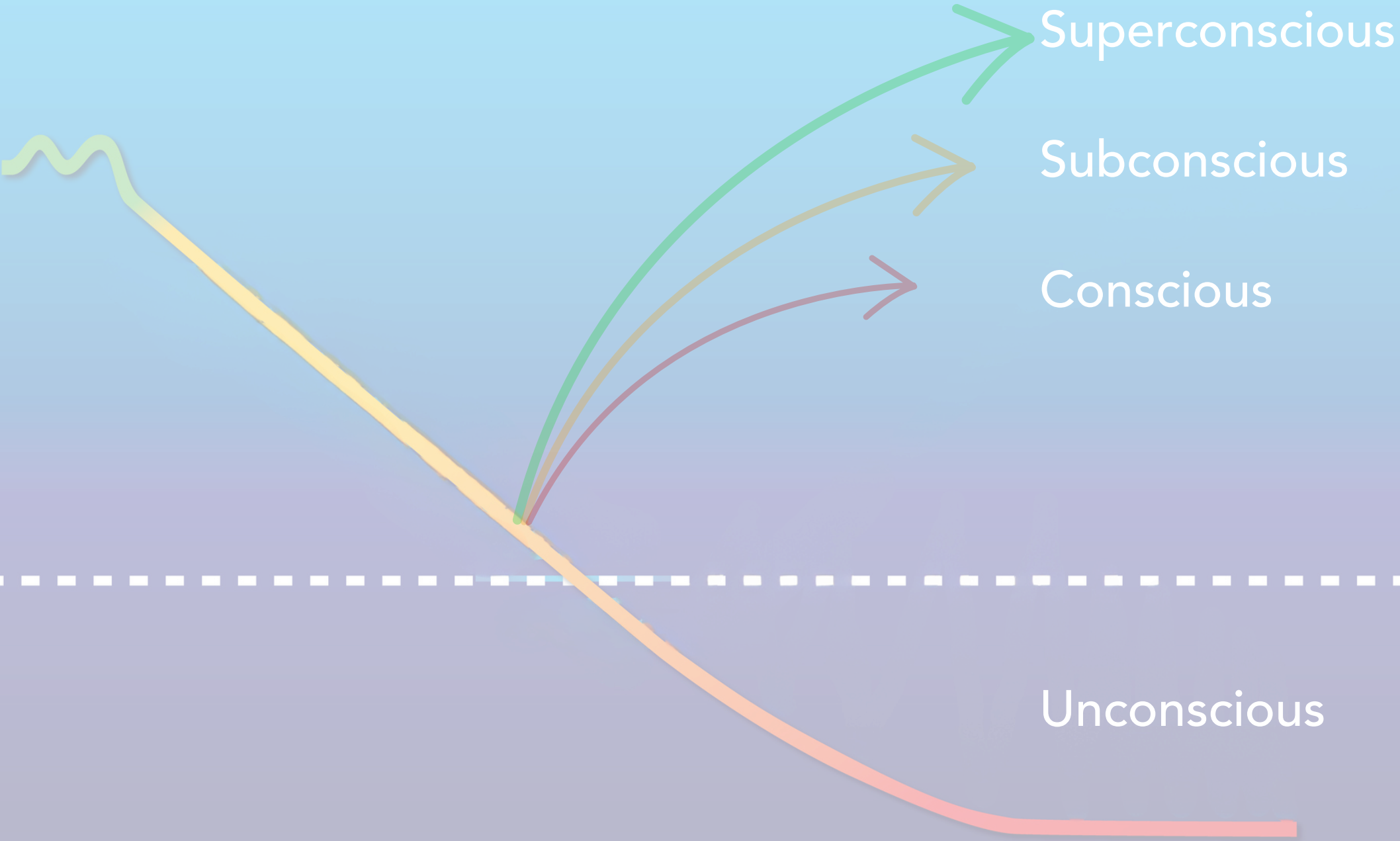
The Ocean

8 WEEK LEG COMPASS (EASY VERSION)



[Complete your Compass Form & Submit To Us Here](#)

SUPER CONSCIOUS



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

CLARITY CALL FOR GUESTS

<https://questcoaching.as.me/clarity-call-general>



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