

FOOT TO THE FLOOR FOR



Quest Coaches

MEET THE TEAM



MARK POSTLES
CEO & Pilot



GREG VENNING
Pilot



KAREN KULEVSKI-GIBB
Pilot

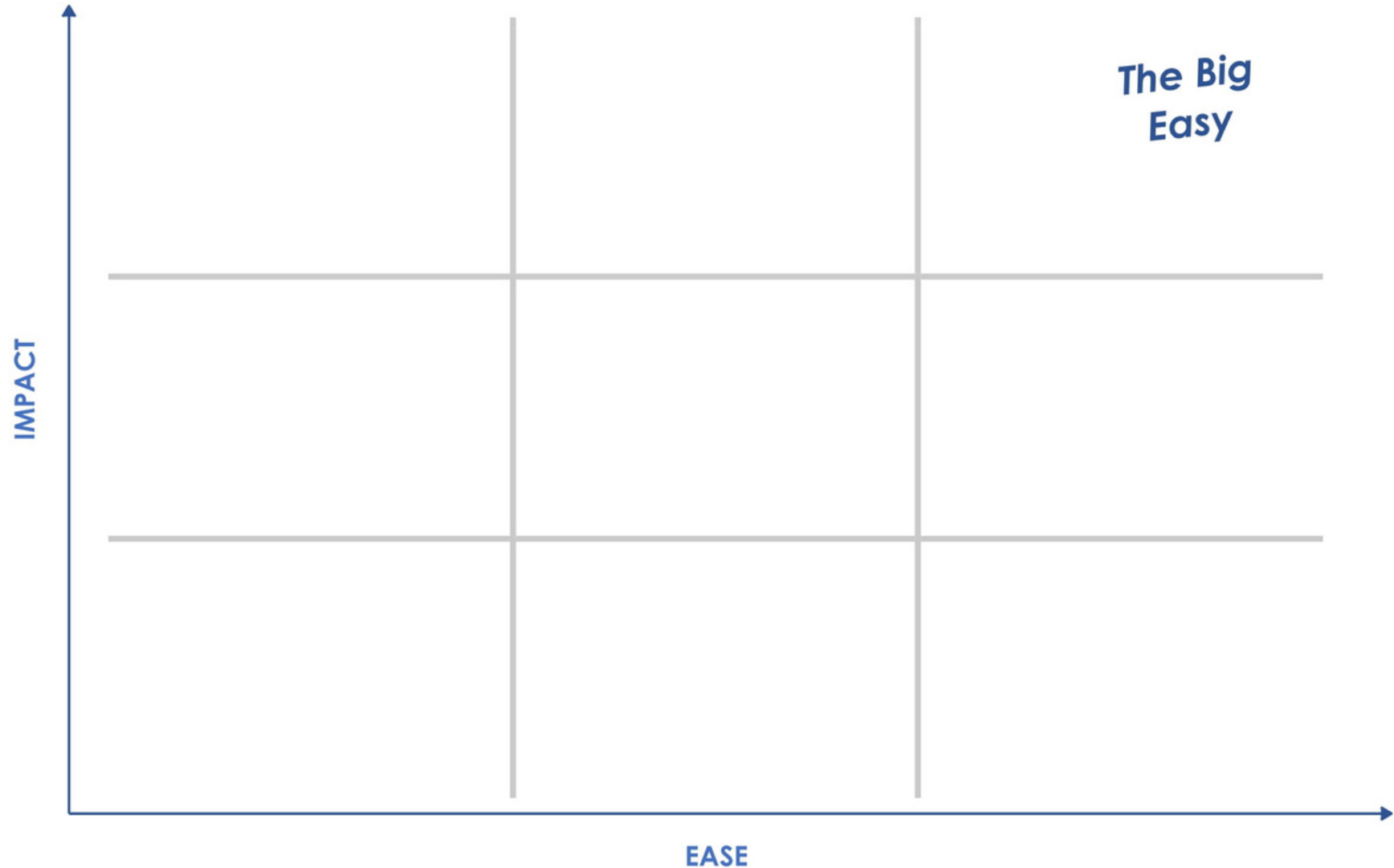


NIMROD MUELLER
Pilot



EMMA STIRTON
Pilot

The Impact Planner



The Ocean

Measure of Success

What will you measure to know that you are successful?

Focussed Intention

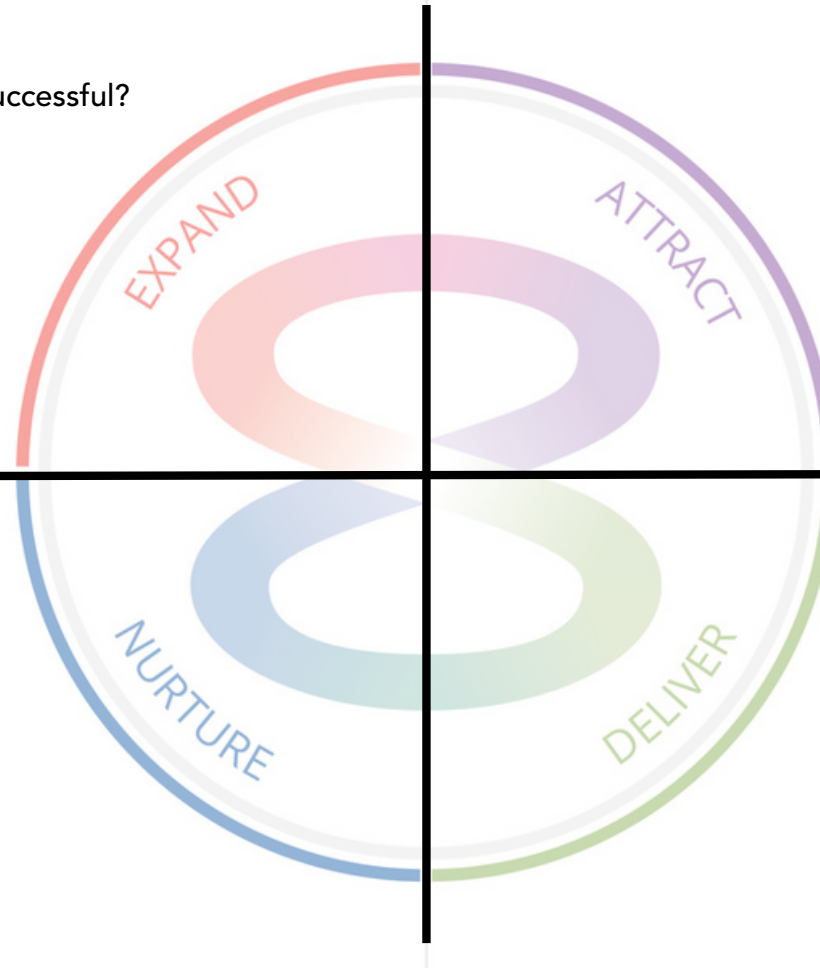
What's our focus for this year?

Impact & Effect

Why is what we do so important?
What effect does it have on people?

Behaviour

How will you show up?



Q1 ATTRACTION 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?

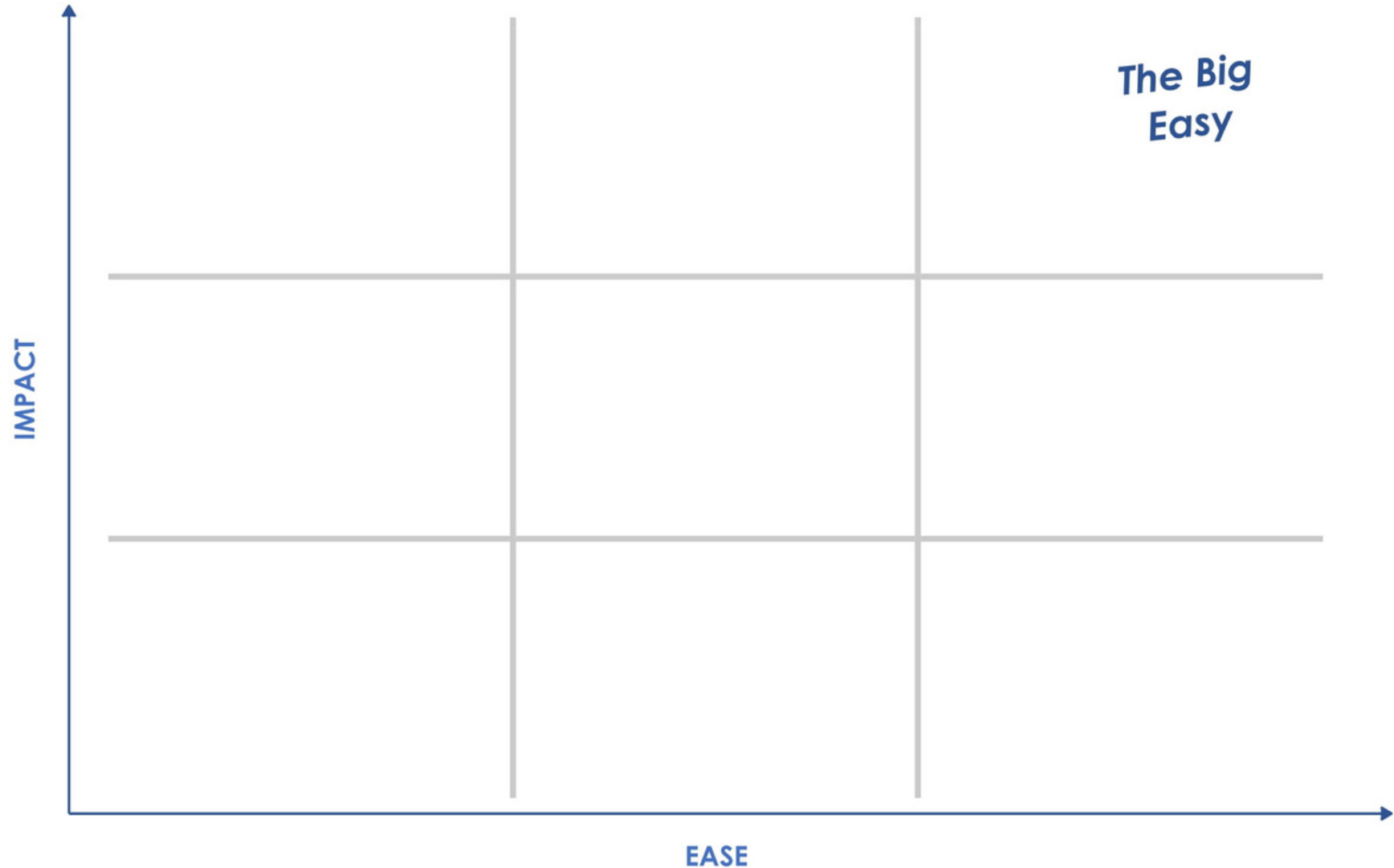
WHAT ARE THE (1-3) NEXT ACTIONS TO GET STARTED?

1

2

3

The Impact Planner



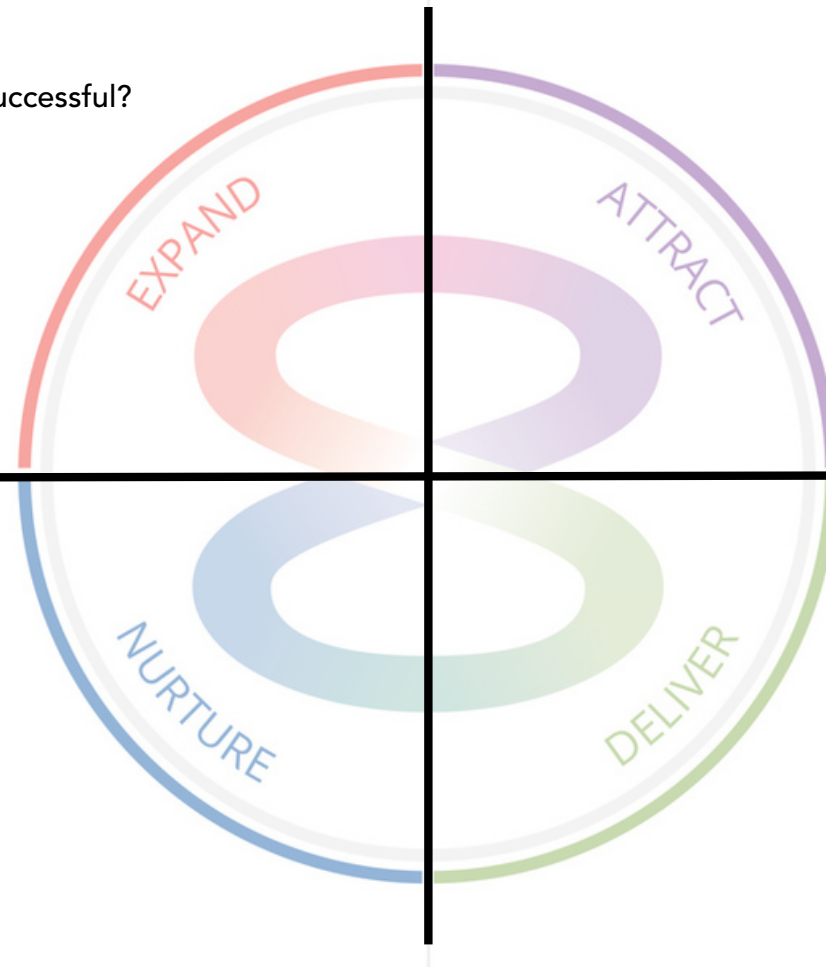
The Ocean

Measure of Success

What will you measure to know that you are successful?

Focused Intention

What's our focus for this year?



Impact & Effect

Why is what we do so important?
What effect does it have on people?

Behaviour

How will you show up?

Q2 NURTURE 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?

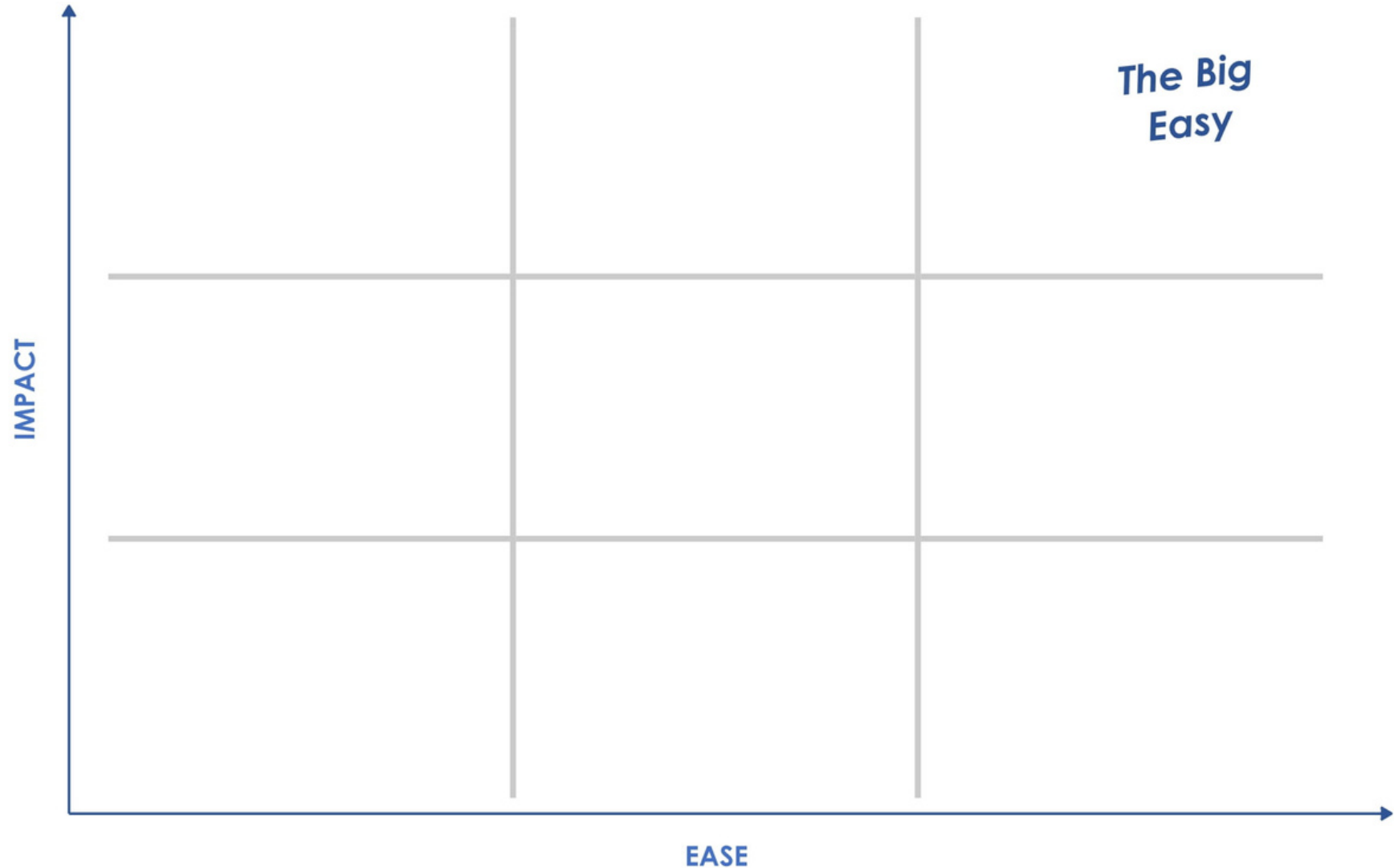
WHAT ARE THE (1-3) NEXT ACTIONS TO GET STARTED?

1

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The Impact Planner



The Ocean

Measure of Success

What will you measure to know that you are successful?

Focused Intention

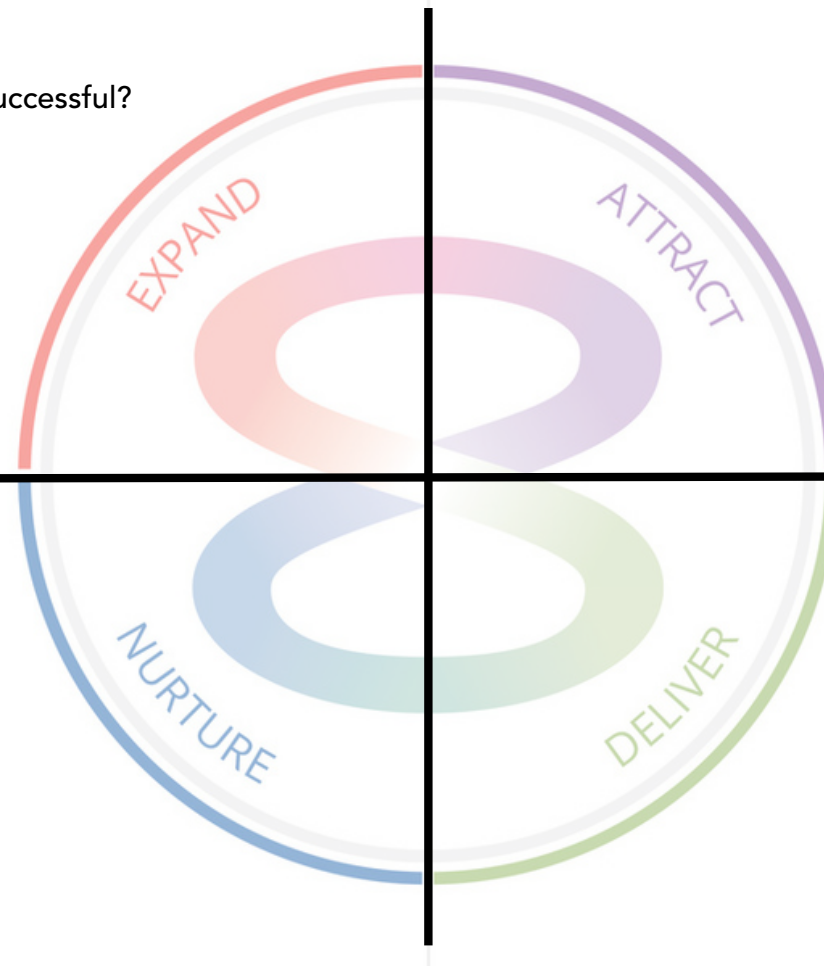
What's our focus for this year?

Impact & Effect

Why is what we do so important?
What effect does it have on people?

Behaviour

How will you show up?



Q3 DELIVERY 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?

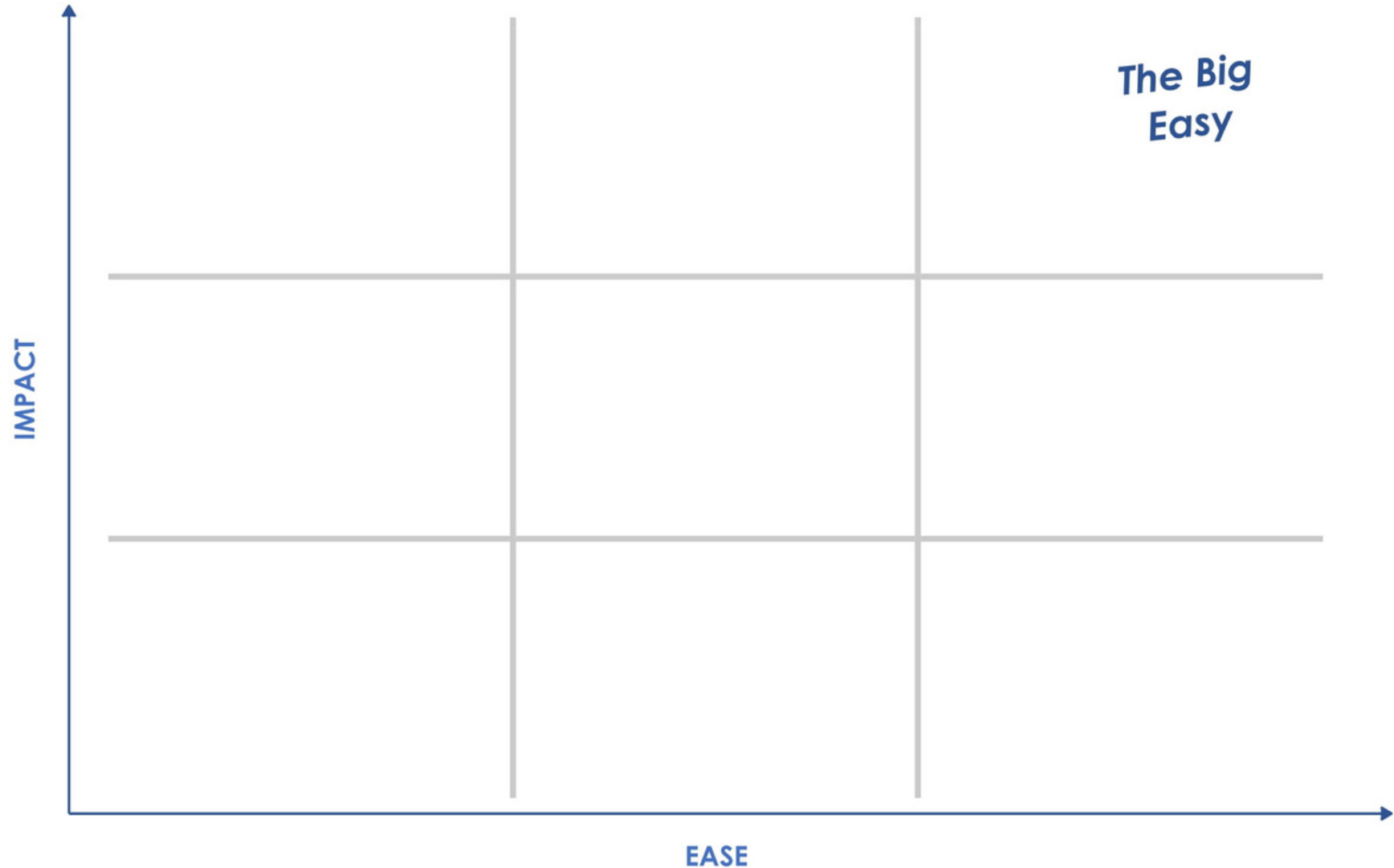
WHAT ARE THE (1-3) NEXT ACTIONS TO GET STARTED?

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The Impact Planner



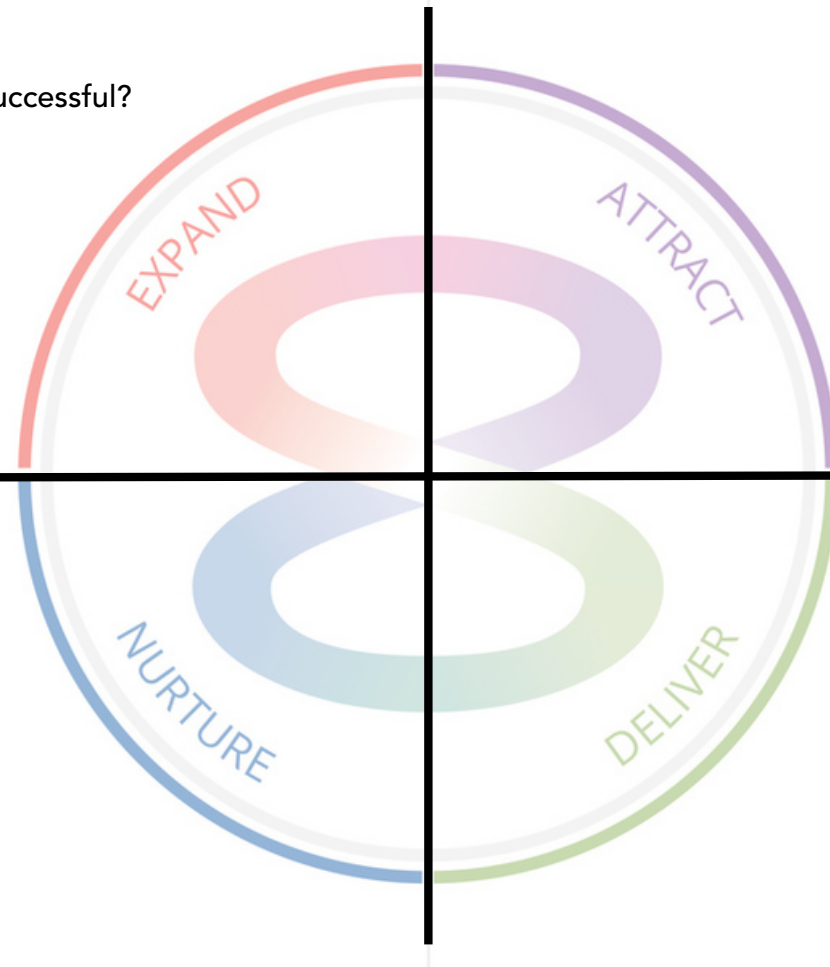
The Ocean

Measure of Success

What will you measure to know that you are successful?

Focused Intention

What's our focus for this year?



Impact & Effect

Why is what we do so important?
What effect does it have on people?

Behaviour

How will you show up?

Q4 EXPANSION 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

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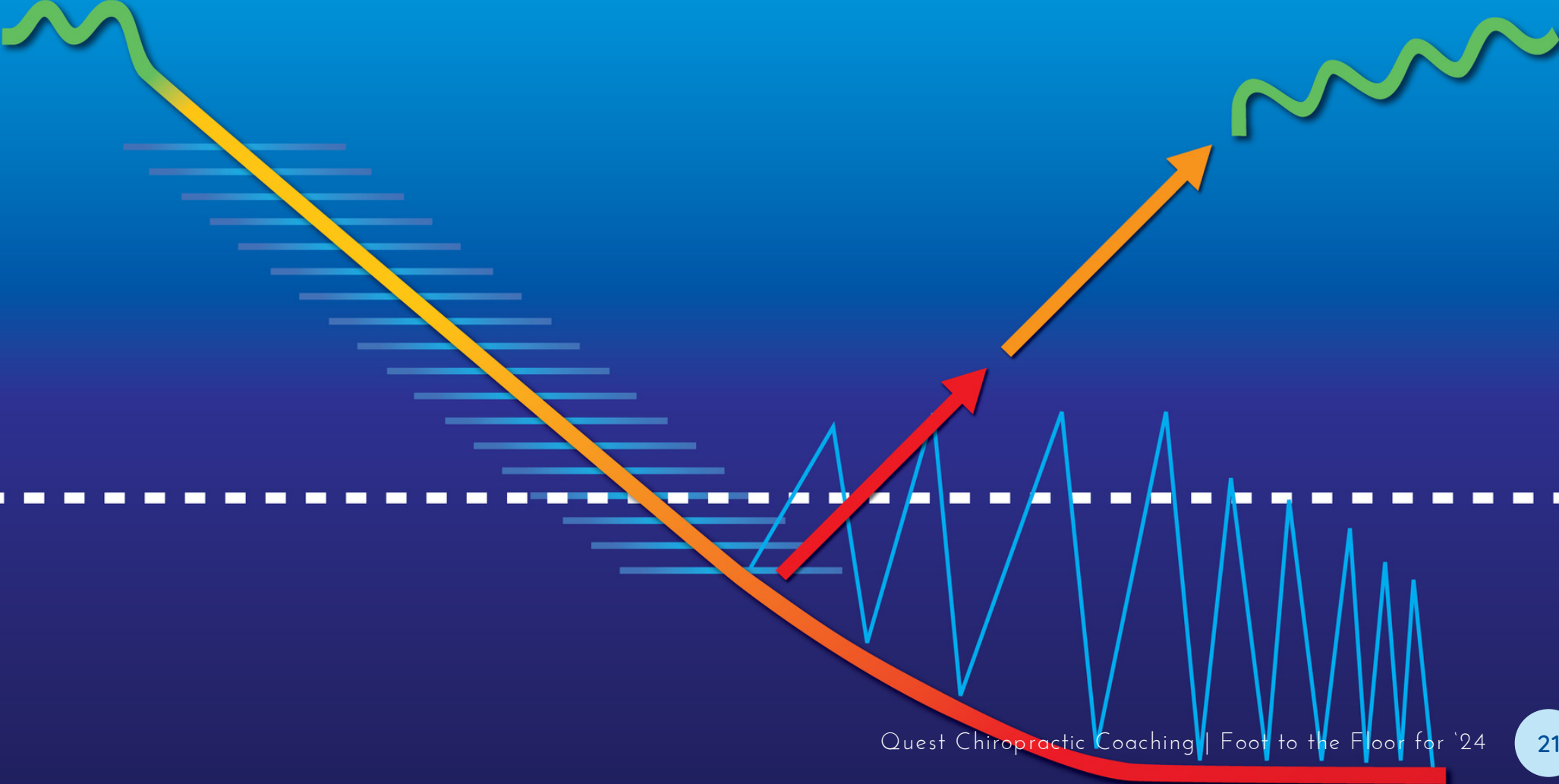


Break



8 Week Leg

WHERE ARE WE AT?



***Our Practice
Vision***

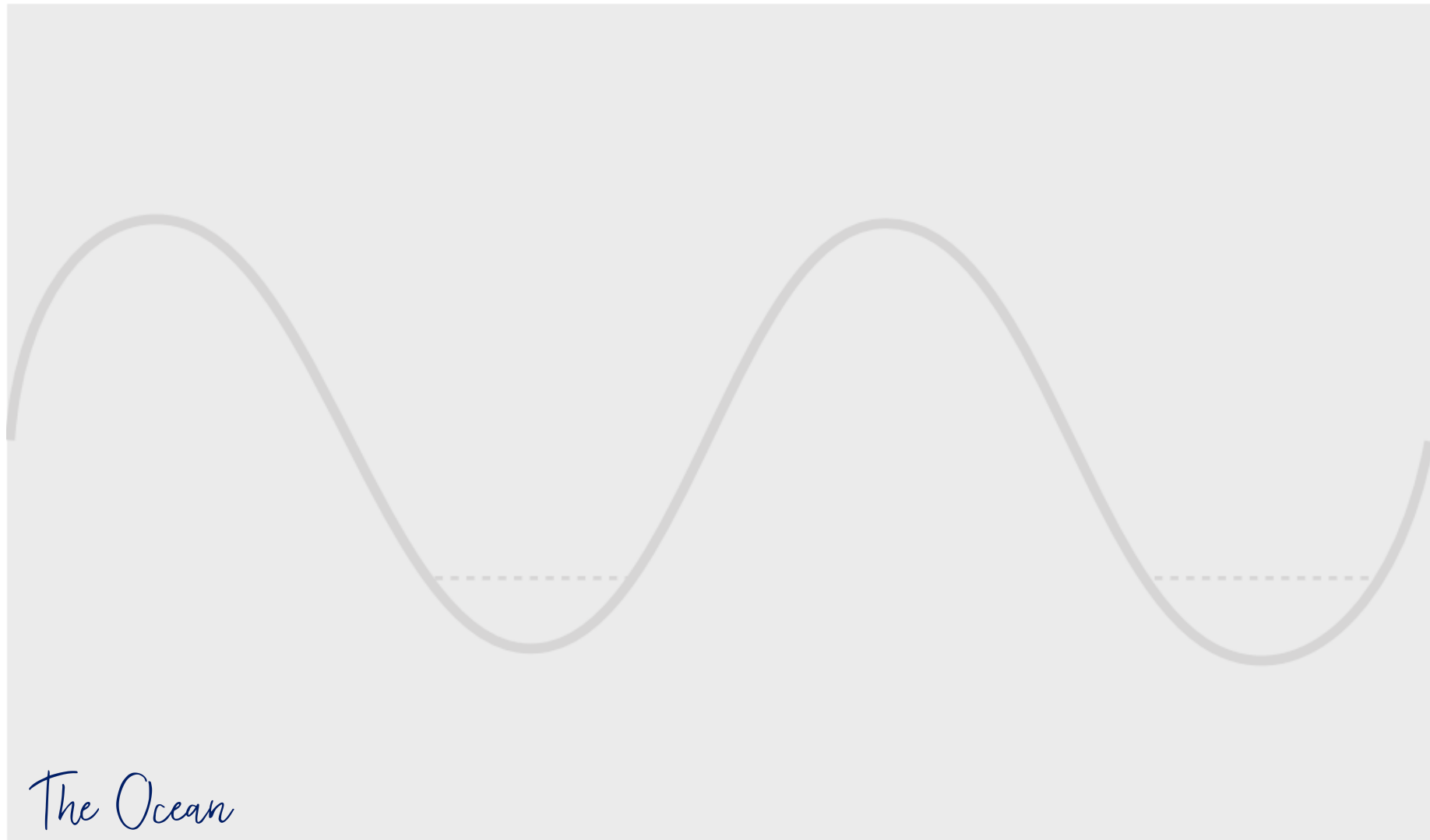
***Our
Objectives
for This Year***

Picture of Your Storyboard

Brain Dump Here -

WHAT DID WE PLAN TO GET DONE?

Your previous 8 week leg compass



Revenue for last month

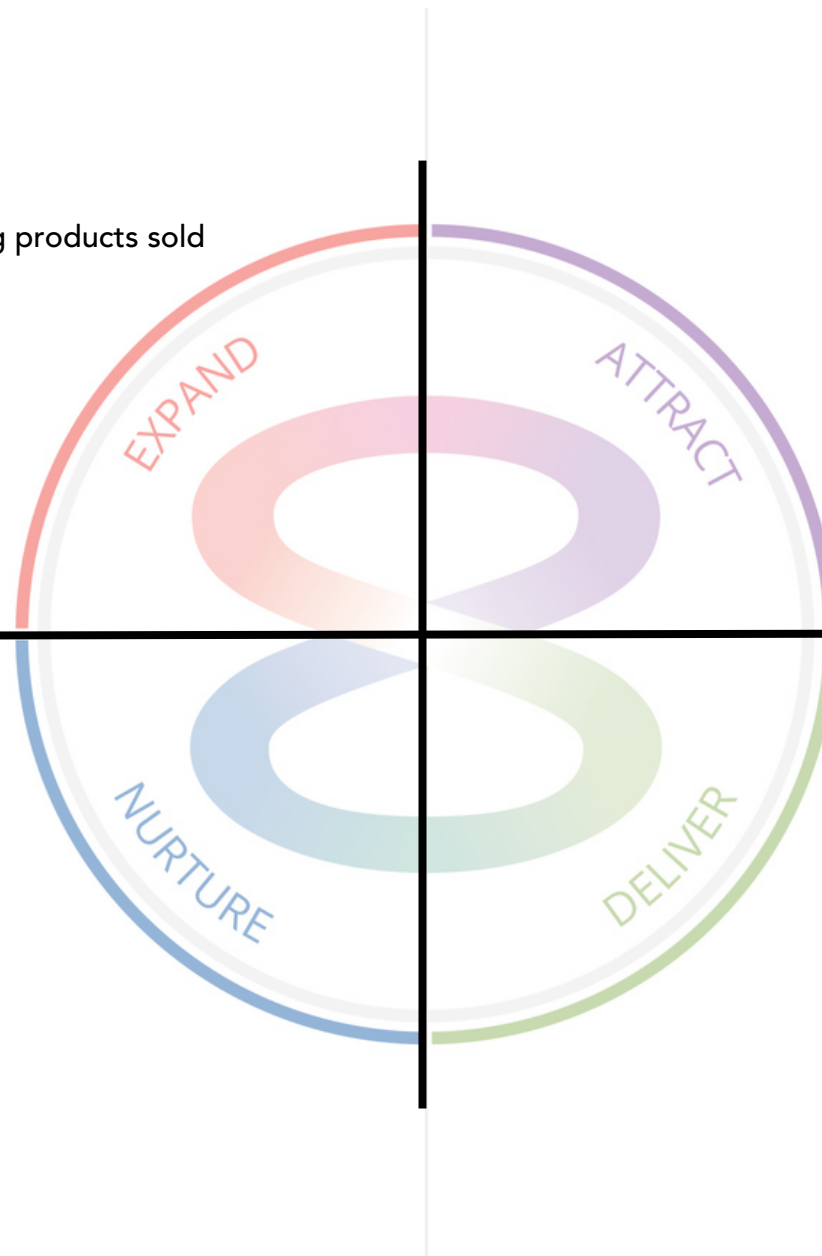
Total amount of money collected including products sold

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

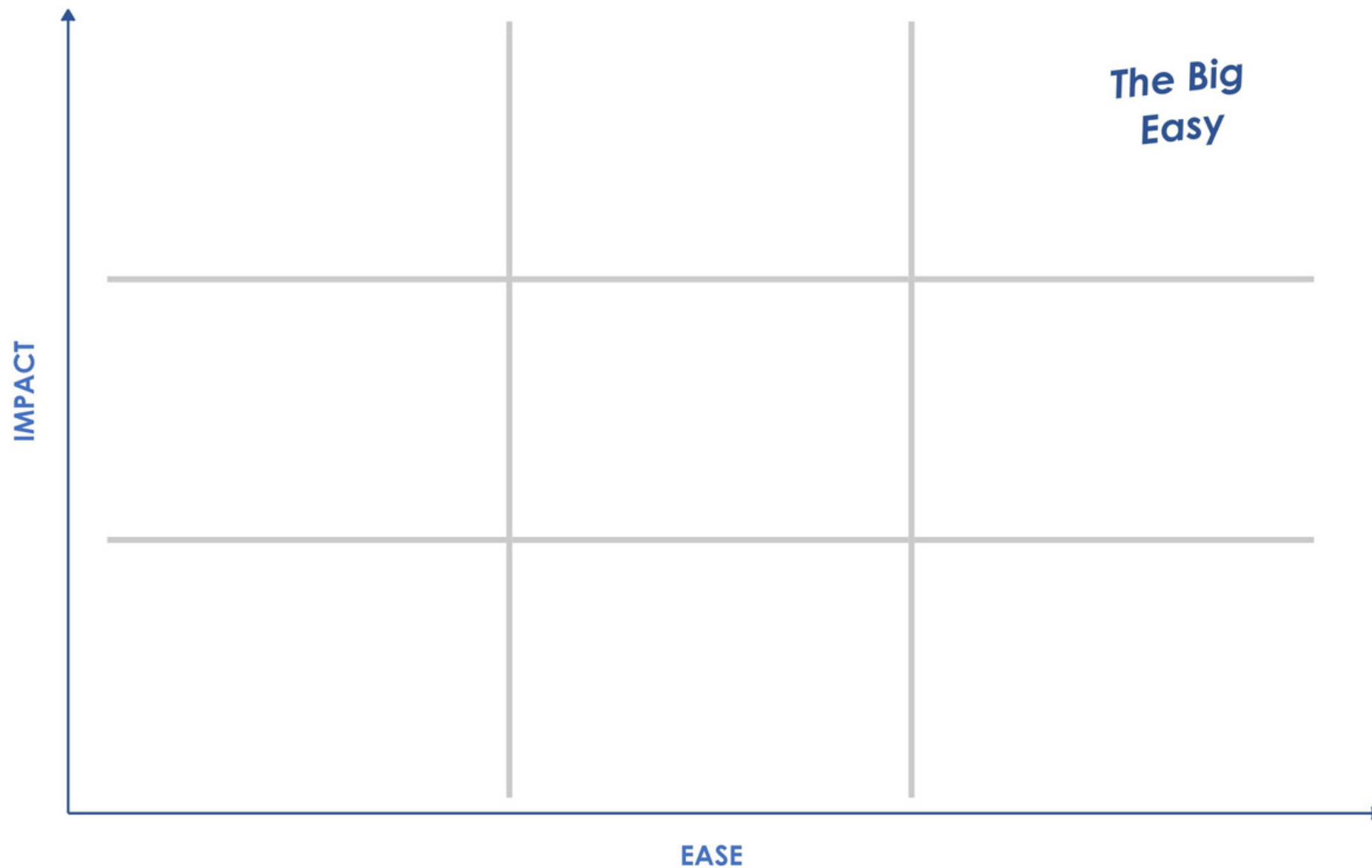
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8 Week Leg Compass Until: November 2023

[Fill in the Fillable PDF 8 Week Leg Compass](#)

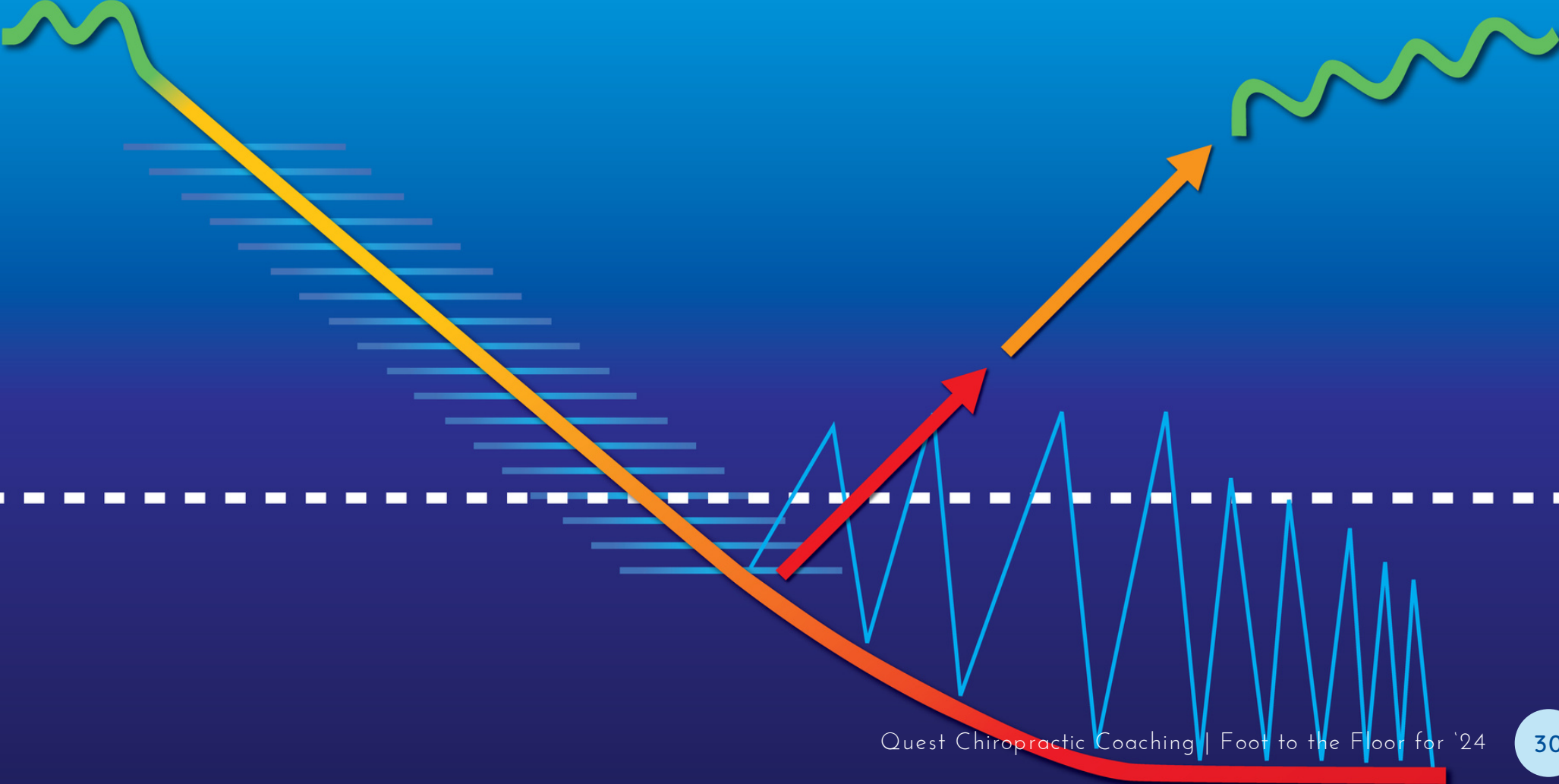
Please complete this and send it to us by [clicking here](#).

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 DAILY 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

