

# From Overwhelmed To Overachiever

CREATIVITY

VISION

INNOVATION

GOAL

MANAGEMENT

EXPERIENCE

ACHIEVE RESULTS

# Quest Coaches

## MEET THE TEAM

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MARK POSTLES  
CEO & Pilot



GREG VENNING  
Pilot



KAREN KULEVSKI-GIBB  
Pilot



NIMROD MUELLER  
Pilot



EMMA STIRTON  
Pilot

## You will need:

- A glass of water
- Your favourite tea or Coffee
- To print this work book OR have a blank paper available
- 2 different coloured crayons: if you dont have crayons 2 different coloured pens are okay

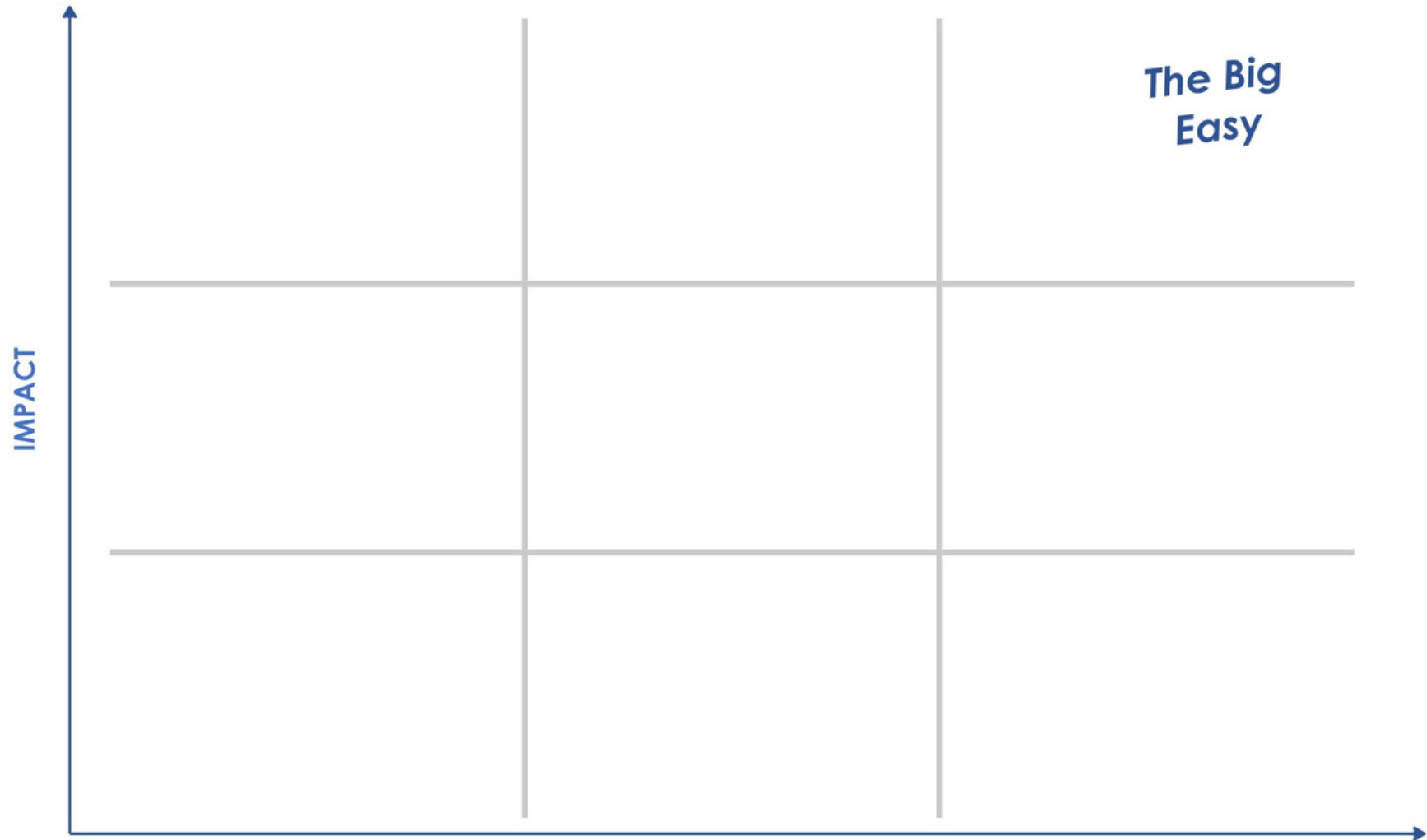
# Q1: ATTRACTION POSSIBILITIES

## The Neurology of Flow

# Q1: ATTRACTION POSSIBILITIES

FLOW

## *The Impact Planner*



*The Ocean*

**EASE**

# Q2: BLUEPRINT FOR BREAKTHROUGHS: CHUNK FOR SUCCESS

## Q3: DEFAULT DIARY

Do it:

Delegate it:

Defer it:

Dump it:

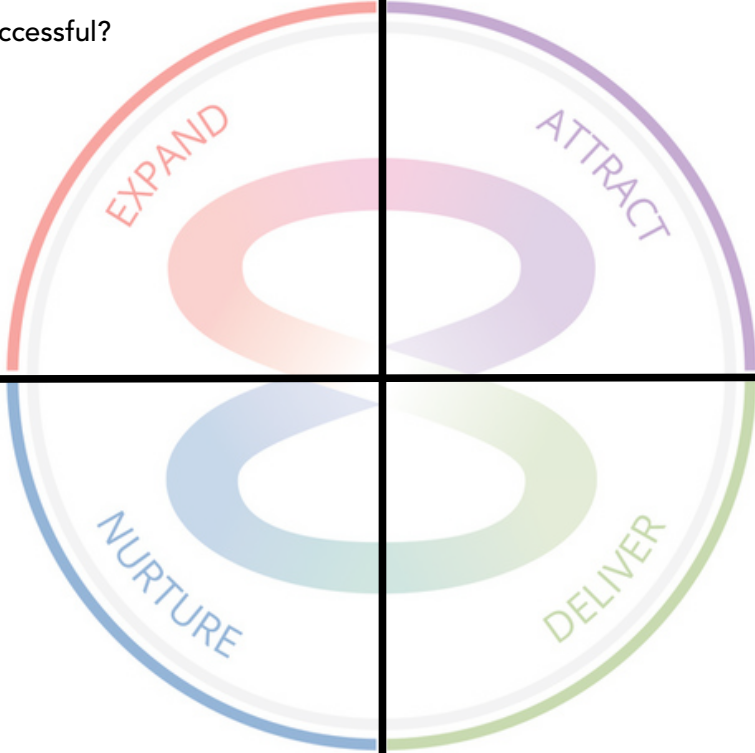


# Q3: DEFAULT DIARY

TIME			TIME		
5:00 - 5:30am			2:30 - 3:00pm		
5:30 - 6:00am			3:00 - 3:30pm		
6:00 - 6:30am			3:30 - 4:00pm		
6:30 - 7:00am			4:00 - 4:30pm		
7:00 - 7:30am			4:30 - 5:00pm		
7:30 - 8:00am			5:00 - 5:30pm		
8:00 - 8:30am			5:30 - 6:00pm		
8:30 - 9:00am			6:00 - 6:30pm		
9:00 - 9:30am			6:30 - 7:00pm		
9:30 - 10:00am			7:00 - 7:30pm		
10:00 - 10:30am			7:30 - 8:00pm		
10:30 - 11:00am			8:00 - 8:30pm		
11:00 - 11:30am			8:30 - 9:00pm		
11:30 - 12:00pm			9:00 - 9:30pm		
12:00 - 12:30pm			9:30 - 10:00pm		
12:30 - 1:00pm			10:00 - 10:30pm		
1:00 - 1:30pm			10:30 - 11:00pm		
1:30 - 2:00pm			11:00 - 11:30pm		
2:00 - 2:30pm			11:30 - midnight		

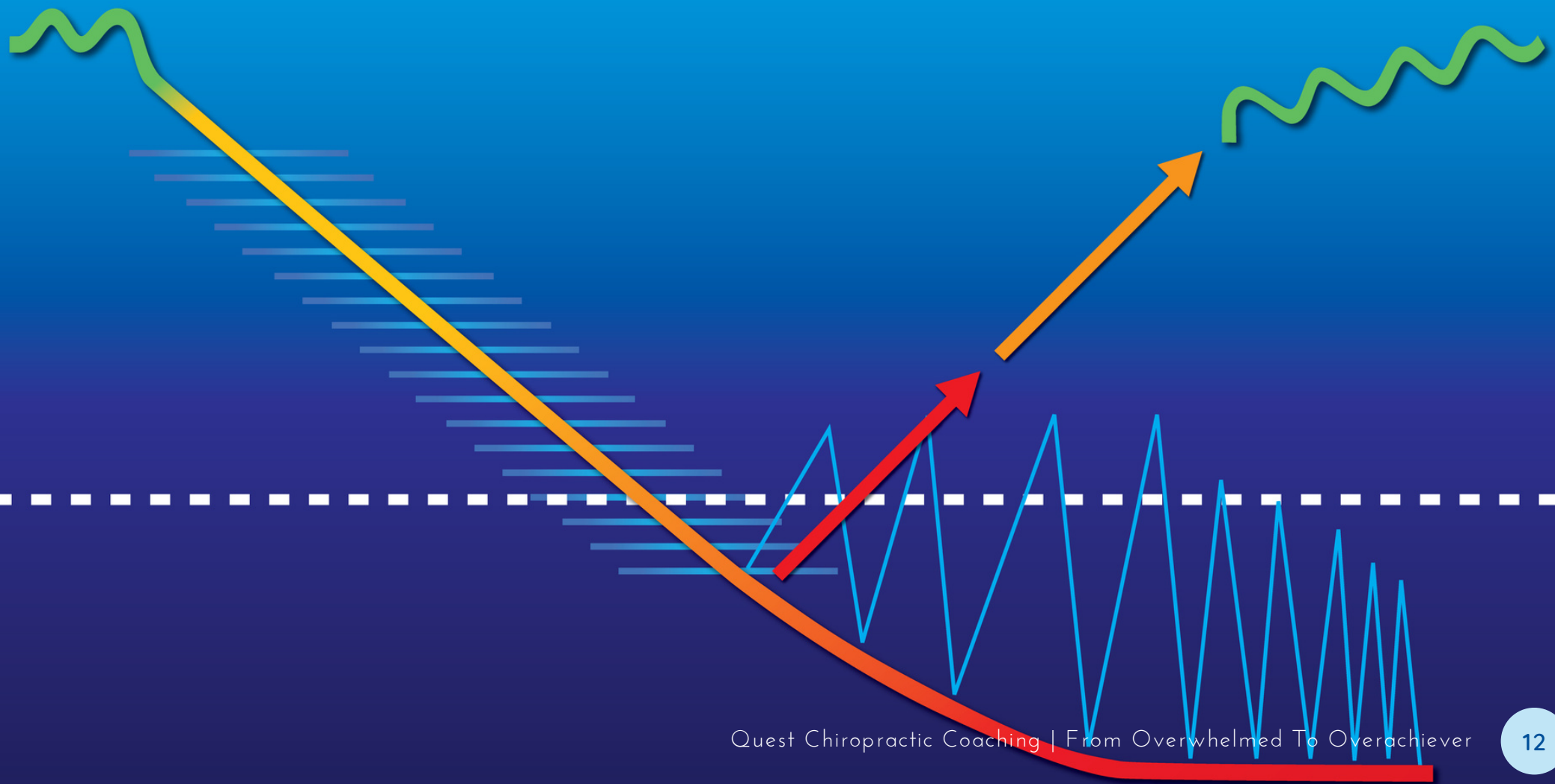
# Q4: SIMPLIFY FOR SUCCESS: HABITS AND TOOLS

# 8 Week Leg Compass Until:

Our Practice Vision			
12 Months Goals			
<p><b>Measure of Success</b> What will you measure to know that you are successful?</p> <p><b>Impact &amp; Effect</b> Why is what we do so important? What effect does it have on people?</p>	 <p><b>Focussed Intention</b> What's our focus for this 8 Week?</p> <p><b>Behaviour</b> How will you show up?</p>		
Consequence		Reward	

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

# WHERE ARE WE AT?



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## ***Our Practice Vision***

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## ***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**

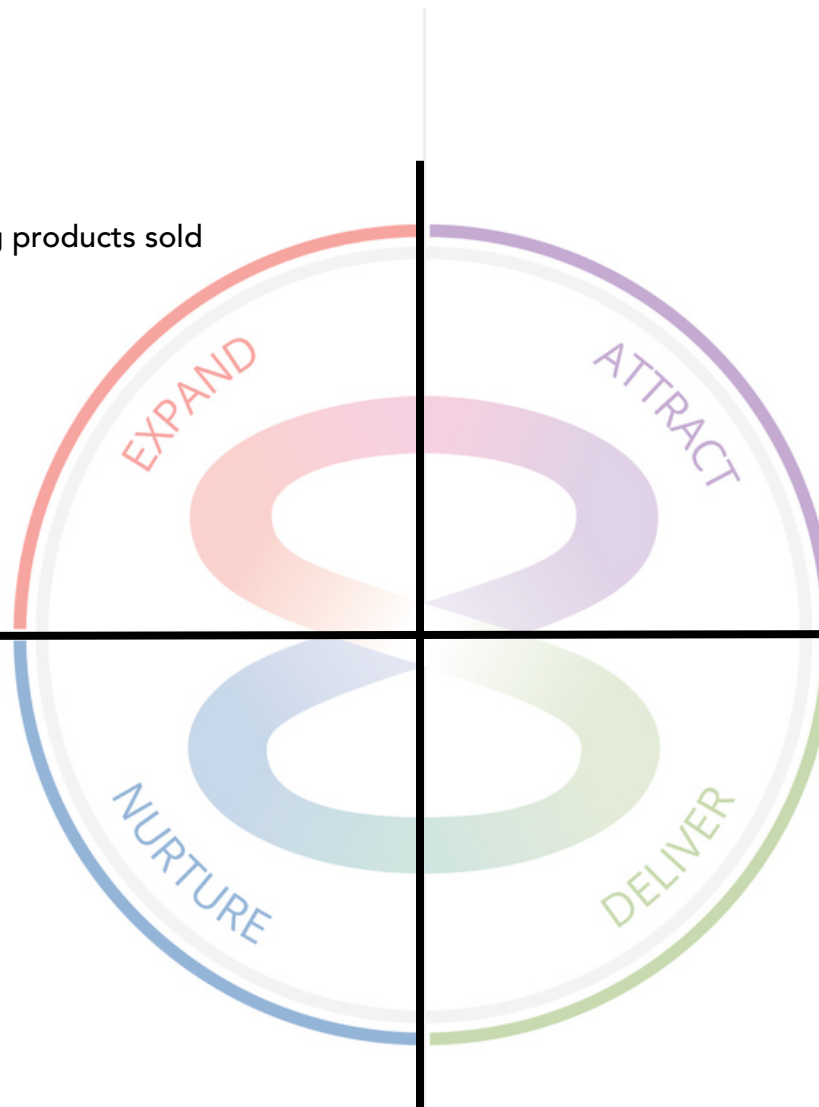
Total amount of money collected including products sold

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

\* Based on per visit of 58

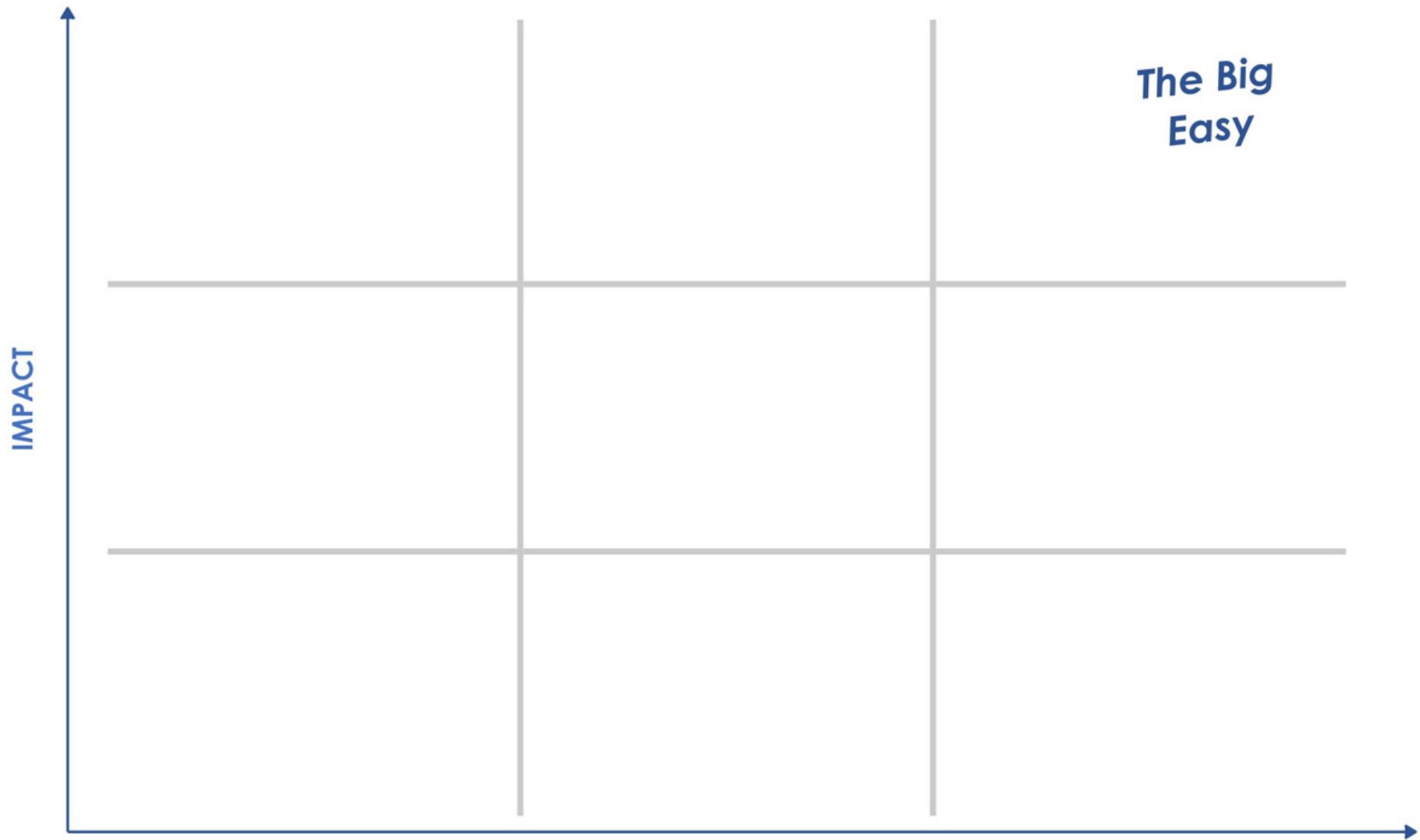
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## **8 Week Leg Compass Until: May 2024**

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

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

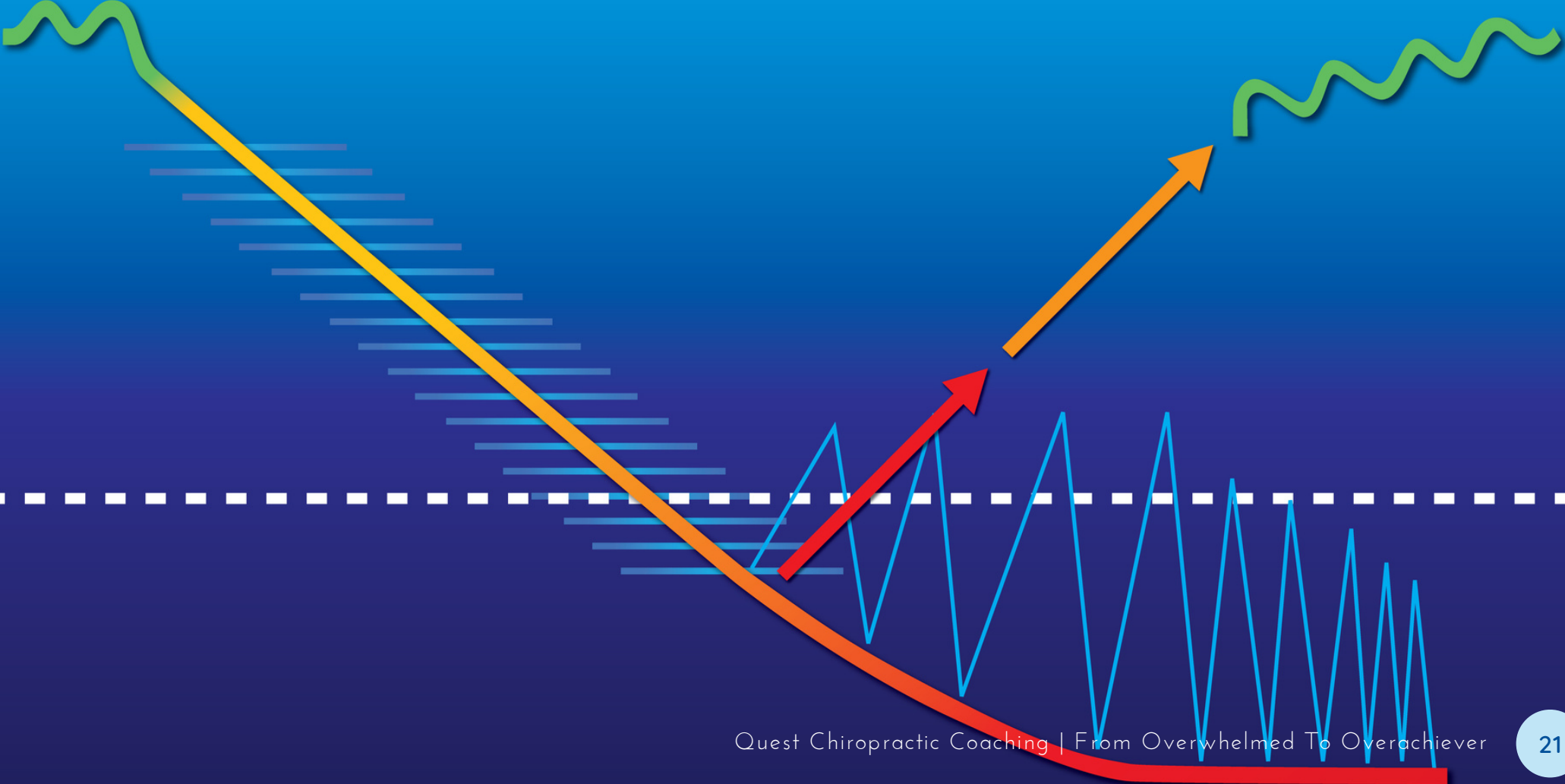
# The Impact Planner



*The Ocean*

EASE

# 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

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## 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





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