

Fully Booked & Making A Difference

HOW TO FILL YOUR PRACTICE
AND BE FULFILLED

PLAYBOOK

Quest Coaches

MEET THE TEAM



NIMROD MUELLER
Pilot



MARK POSTLES
CEO & Pilot



GREG VENNING
Pilot



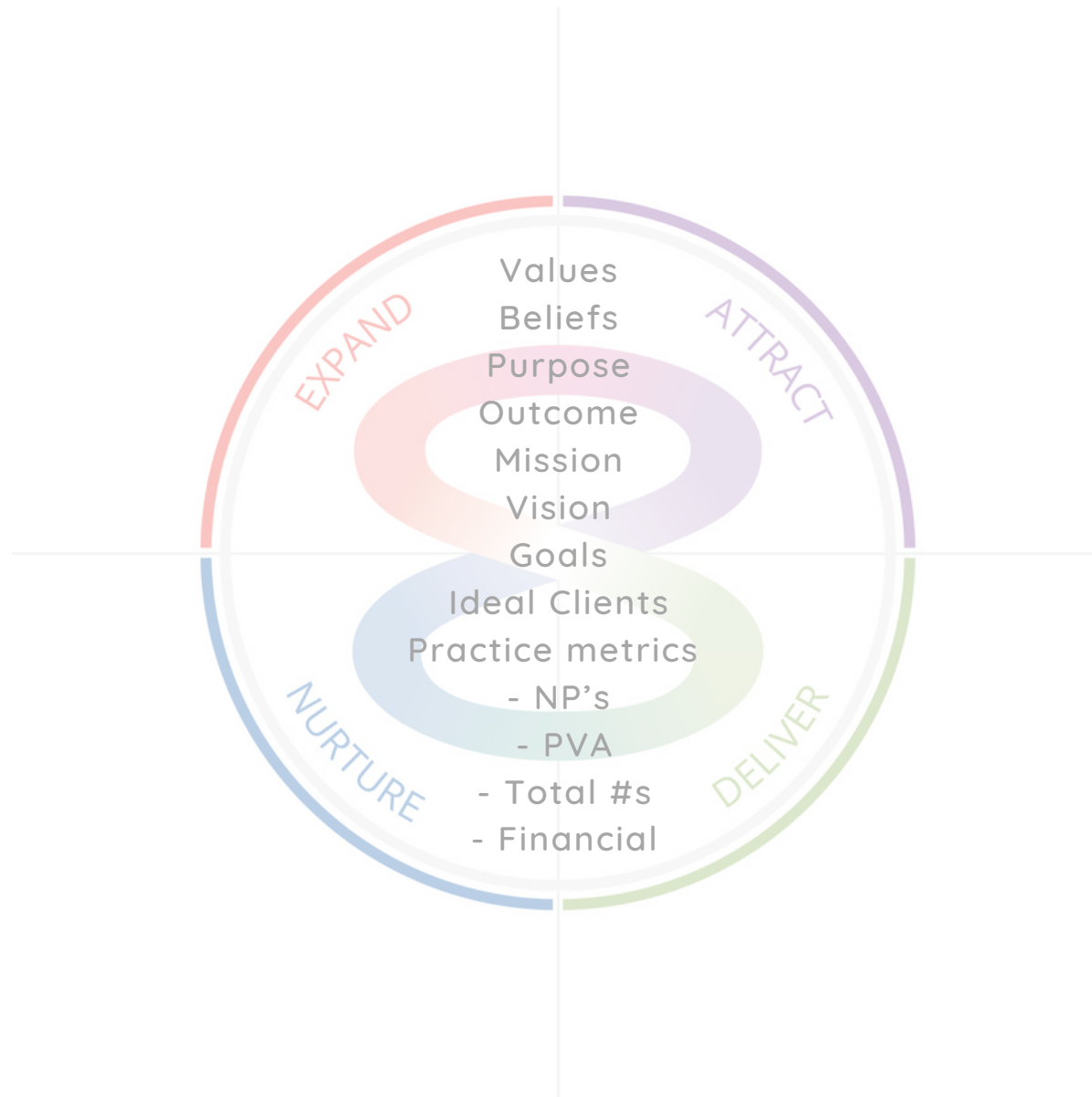
KAREN KULEVSKI-GIBB
Pilot



ANDREW MCCRACKEN
Pilot



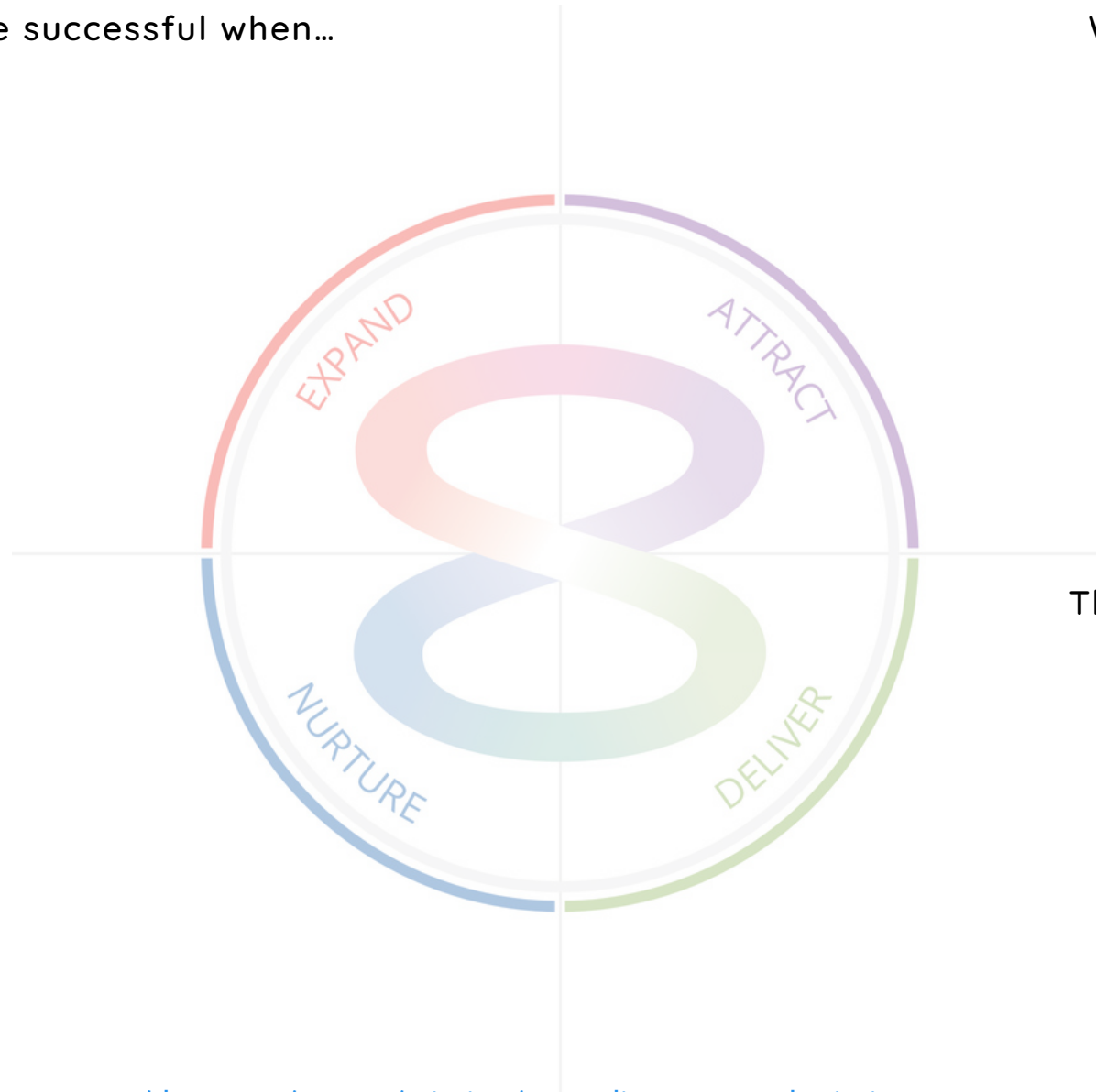
EMMA STIRTON
Pilot



SESSION 1: MISSION

We will know that we are successful when...

We help.....



We help them by.....

The change we make is...

Ocean Resource Link:

<https://www.questercenter.com/theocean/attract/mission/your-client-centred-mission>



SESSION 1: CHECKLIST FOR APPLYING MISSION WITH LINKS TO THE OCEAN

- Day 1 and 2
 - <https://www.questercenter.com/theocean/deliver/design/systematised-processes>
- Values
 - <https://www.questercenter.com/theocean/attract/purpose/the-core-values>
- Default Diary
 - <https://www.questercenter.com/theocean/nurture/control/default-diary-right-place-right-time>
- Organisation Storyboard
 - <https://www.questercenter.com/theocean/nurture/organisation/the-organisational-storyboard>
- Systems
 - <https://www.questercenter.com/theocean/nurture/operations/systems-the-ultimate-nurture>
- Communication 101
 - <https://www.questercenter.com/theocean/nurture/control/communication-101-you-yourself-i>
- Marketing
 - <https://www.questercenter.com/theocean/expand/governance/annual-marketing-plan>
- Budget (Profit First)
 - <https://www.questercenter.com/theocean/expand/governance/profit-first-summary-greg-venning>
- Impact on the profession
 - <https://www.questercenter.com/theocean/nurture/strategy/impact-on-profession-leaving-your-stamp>



Break



8 Week Navigation

Statistics

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 month rolling average) *

Total Visits for last month *

All visits including initial consults



Clients: Submit your monthly stats here: www.questercenter.com/theocean/resources

Reflections on Last 8 weeks and 2022

The Ocean

Past	Present	Future
<p>What are you most proud of?</p> <p>Wins Why</p>	<p>What are you most confident about?</p> <ul style="list-style-type: none">•••	<p>What are you most excited about?</p> <ul style="list-style-type: none">•••
<p>What's worked and hasn't worked?</p>	<p>3 Wins</p>	<p>3 Lessons</p>



Leg:

Begins:

Ends:

Vision • What are our targets for the year ahead?

Focus • What's our focus for this 8 Week Cycle?

Services/month • Flag target for the next intensive:



Impact & Effect • Why is what we do so important? What effect does it have on people?

Behaviour • How will we show up?

Consequences • What will we do to make good?

Reward • What will we give ourselves to celebrate?

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

Play with Ease

The 8-Week 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?

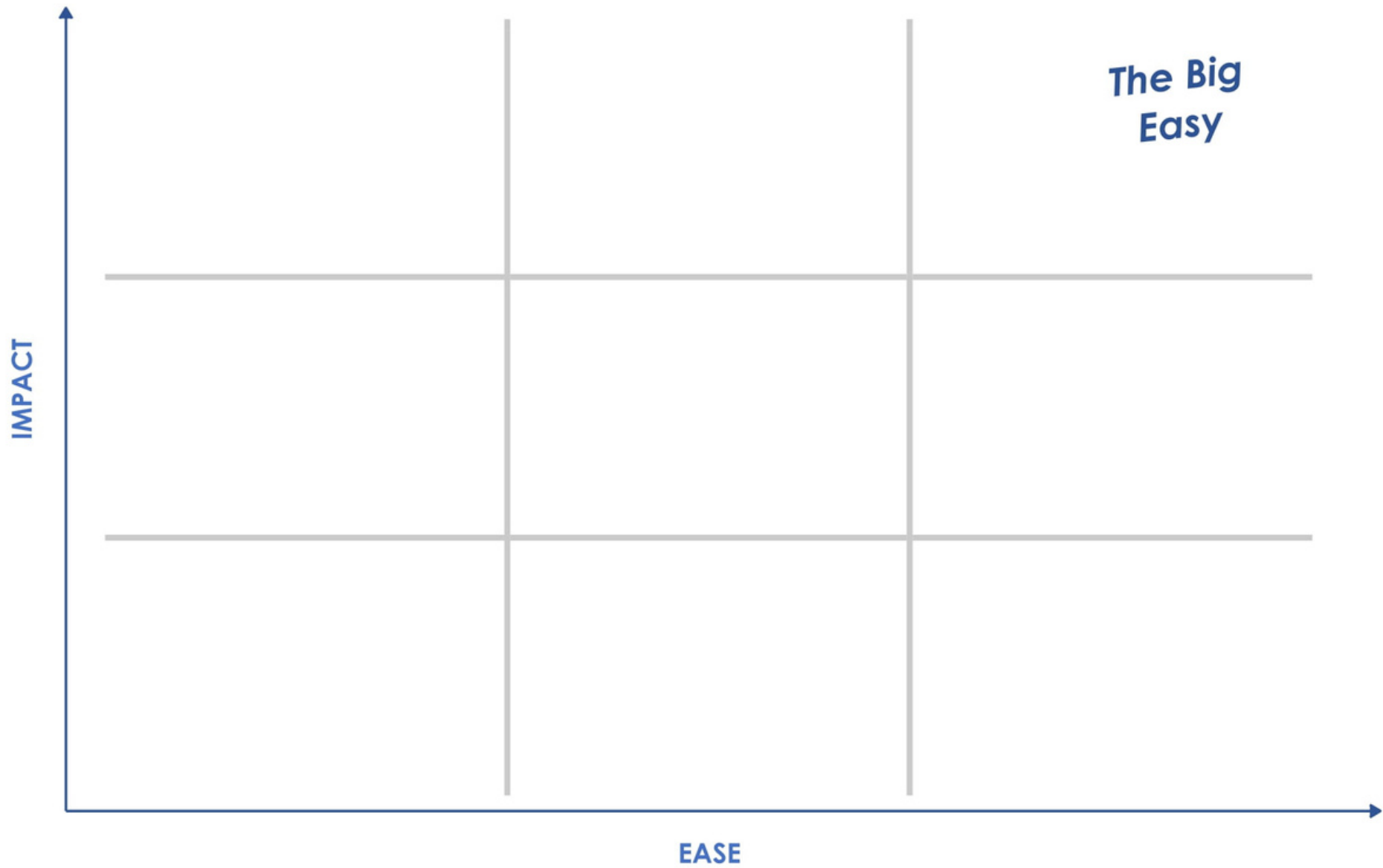
WHAT ARE THE (1-3) NEXT ACTIONS TO GET STARTED?

1

2

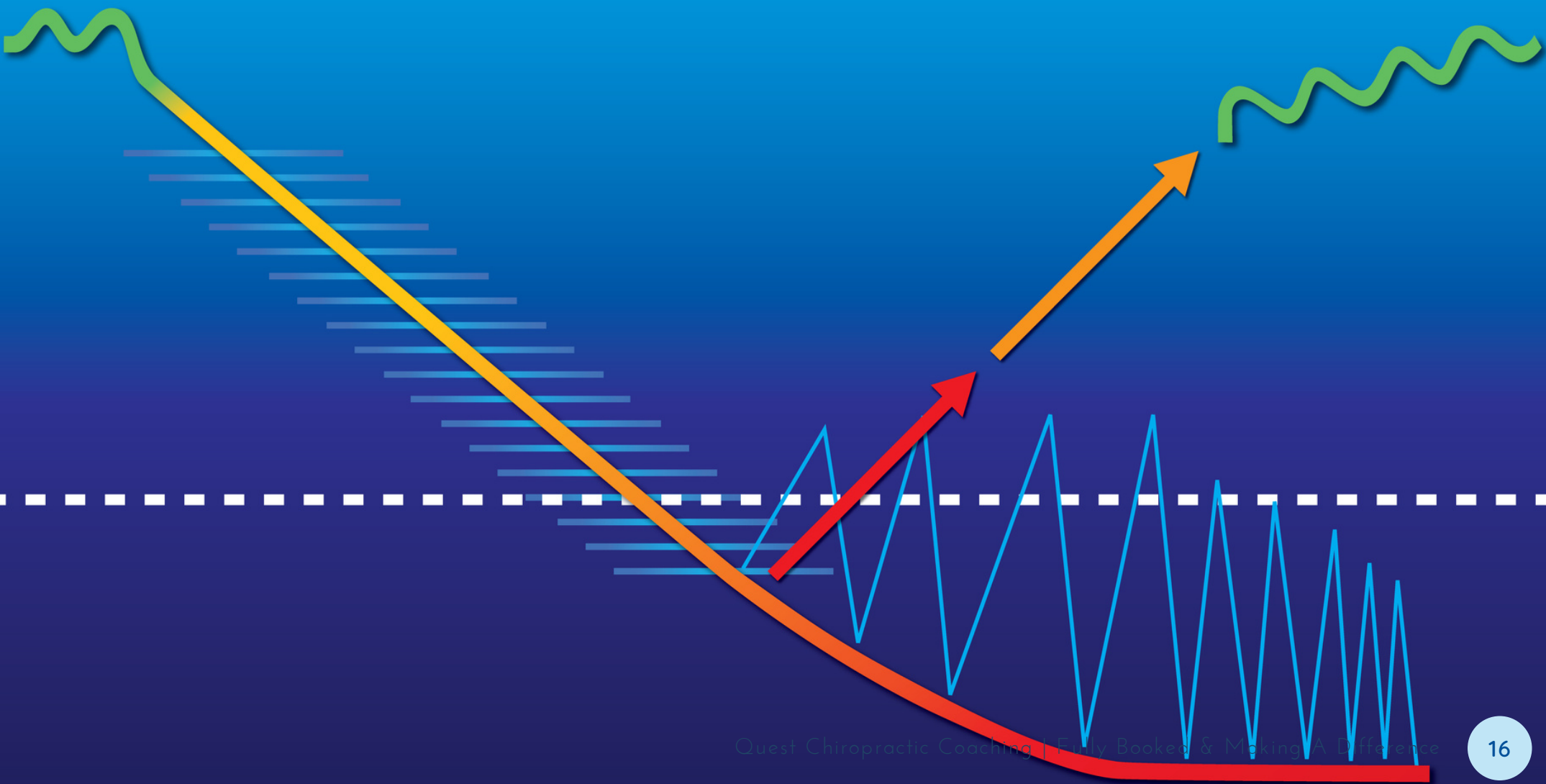
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The Impact Planner



The Ocean

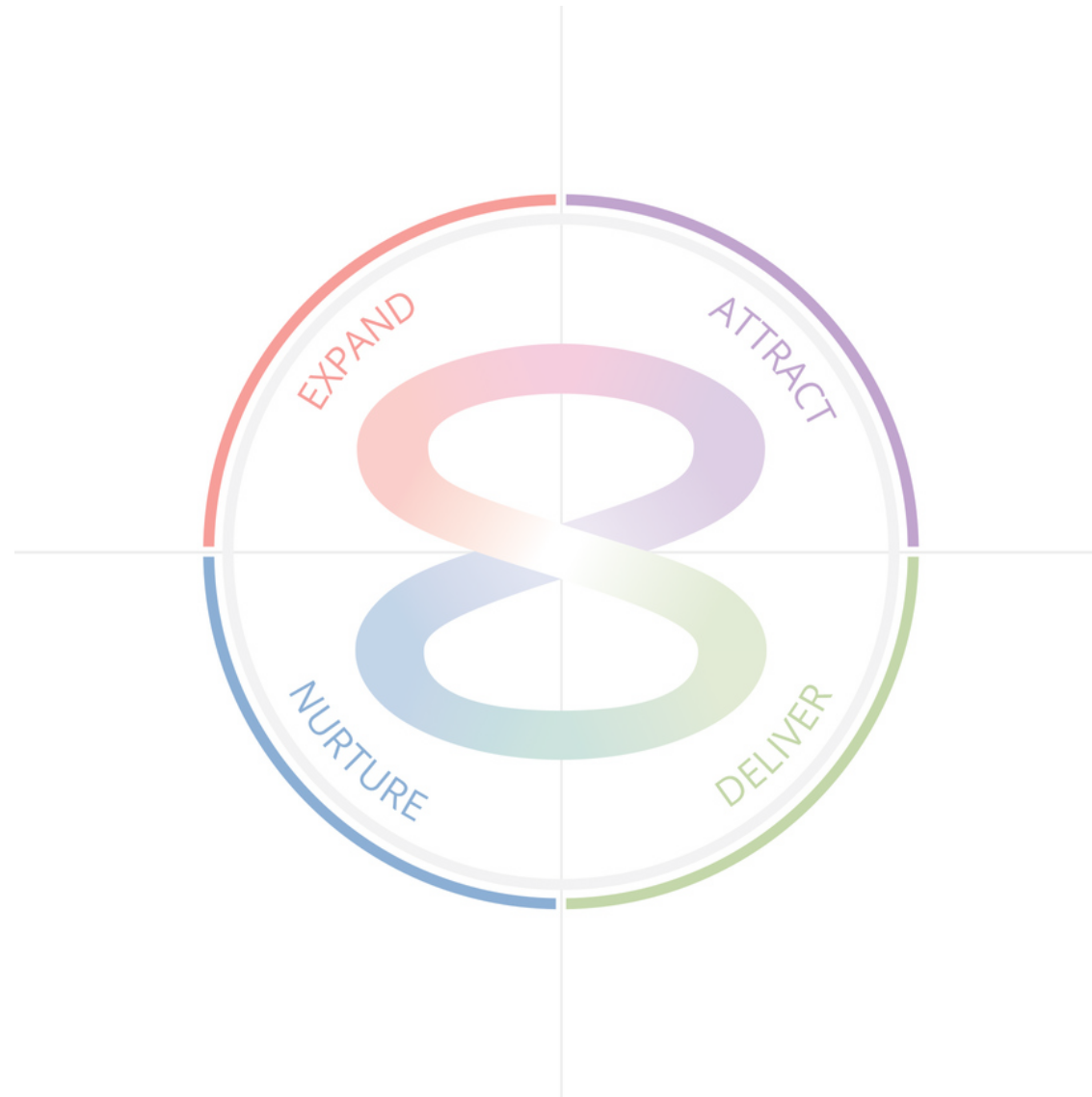
SESSION 2: BEHAVIOUR - REPRESENTED BY YOUR IMAGE OF LIGHTNESS AND EASE



SESSION 2: CONSEQUENCES & REWARDS

Integration - Key Things You're Going To Implement Into Your Practice

NOTES:





Clarity Of Direction

SESSION 3: CLARITY OF DIRECTION

NOTES:

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



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

