

A hand is shown holding a single dark cherry by its stem, positioned just above a white cake topped with colorful sprinkles. The background is a solid blue color.

The Ocean

That Something Extra

WORKSHEET

Quest Coaches

MEET THE TEAM



MARK POSTLES
CEO & Pilot



CHELSEA HORNER
Pilot



GREG VENNING
Pilot



KAREN KULEVSKI-GIBB
Pilot



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Pilot

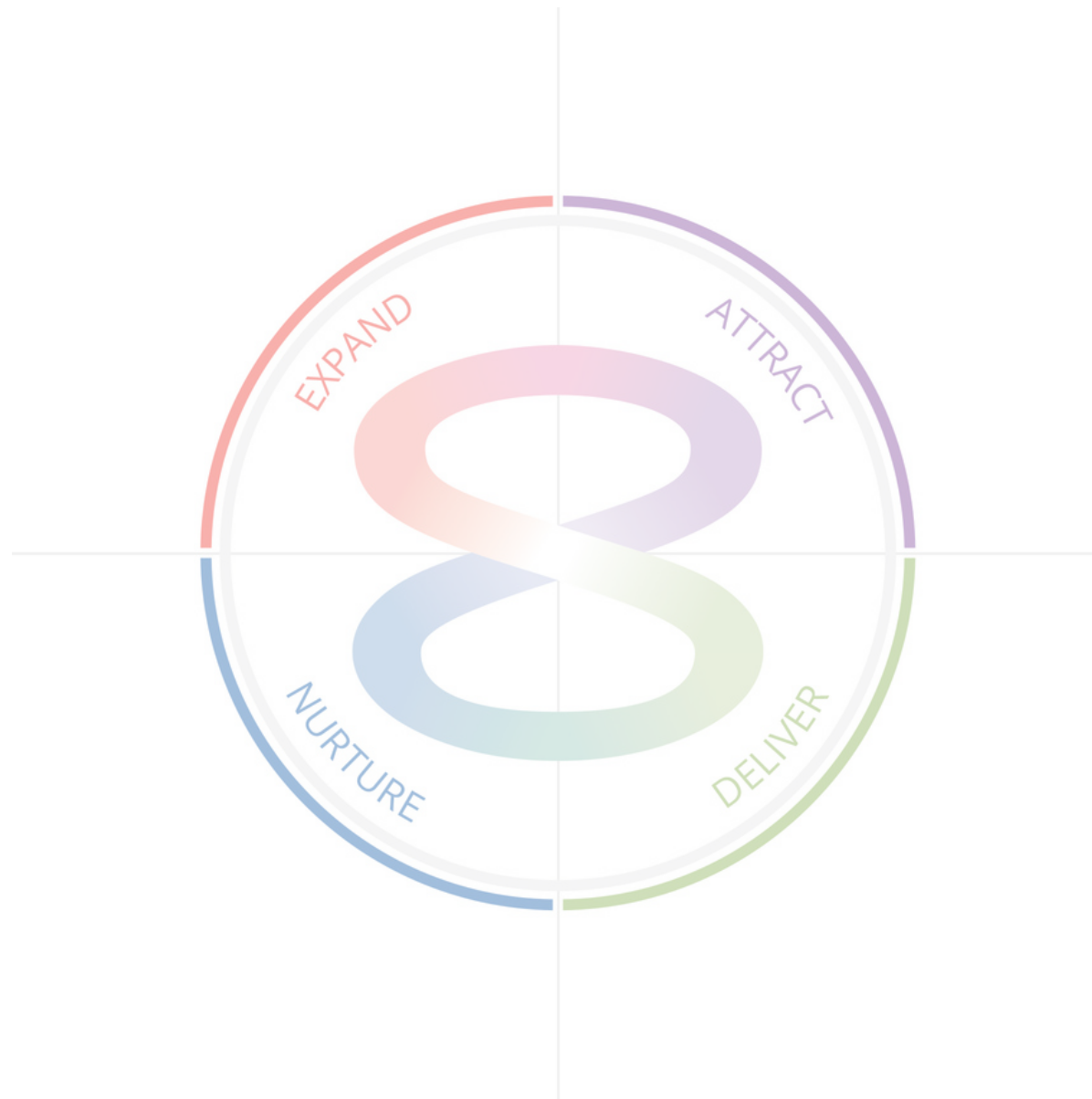
From Good To

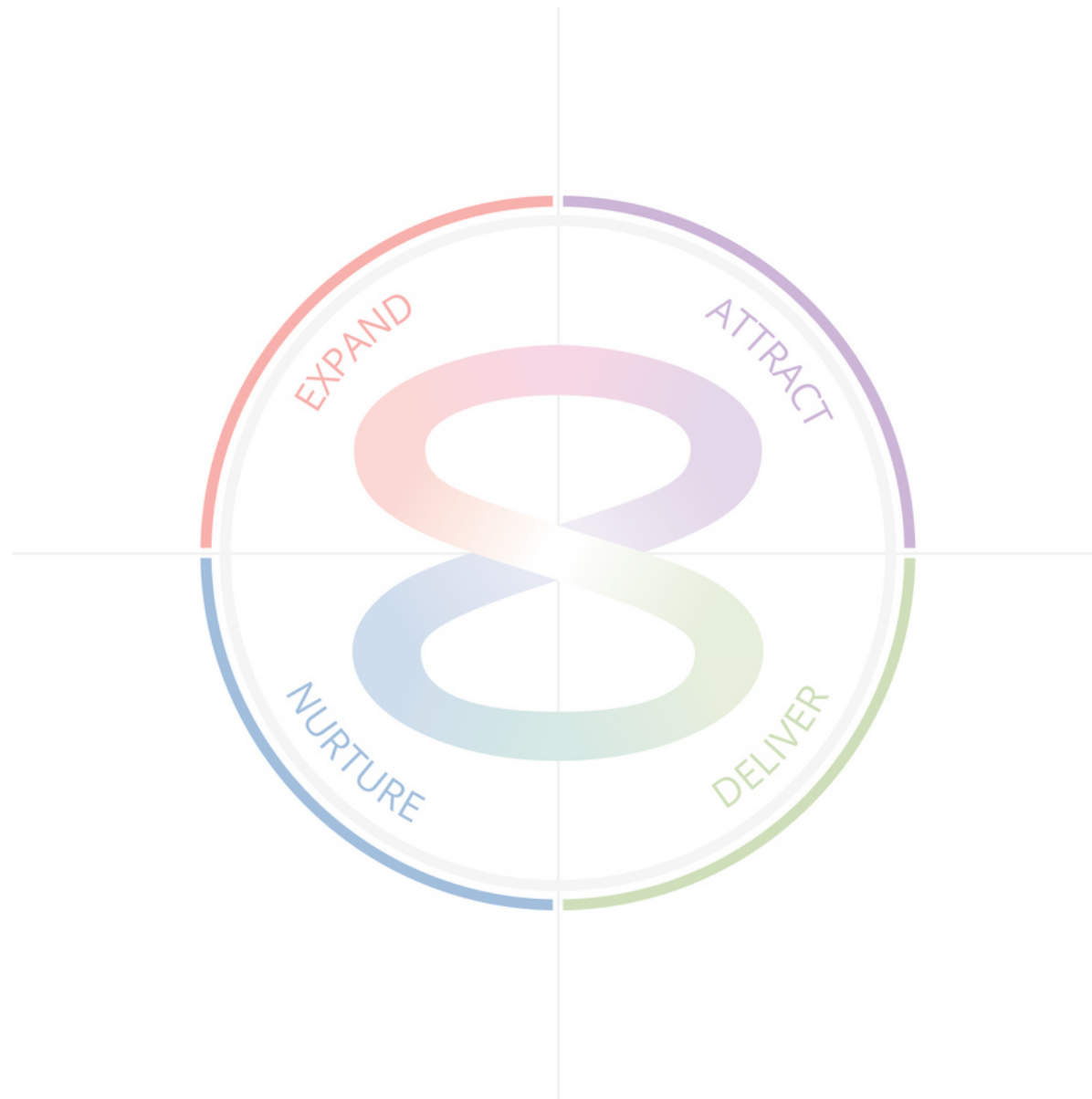


WOW!

WORKSHEET









Big WOW's In Your Practice

WORKSHEET



Client Spotlights

NOTES:

Client Spotlight

NOTES:

8 Week Leg

WORKSHEET



SESSION 3: TRACKING YOUR STATS

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

Cycle:

Begins:

Ends:

Vision • What are our targets for the year ahead?

Focus • What's our focus for this 6 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 Manger 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 Comperation 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"> Public Speaking Financial Contribution Reoccurring 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 Centred Mission 	<ul style="list-style-type: none"> Debt Reduction Operational Cascade OPM - Deliver 	<ul style="list-style-type: none"> Time & Motion Meetings the 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 Centred 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

This Leg of the Voyage

The Ocean

Date:

Project:

Accountability:

Q4: Success Criteria: What else could we do with this?

Q1: Purpose: What do we want to accomplish and what does it look like?

Q2: Importance: What problem will it solve, what is the biggest difference this will make?

Q3: Resources available? (time, talent, treasure)



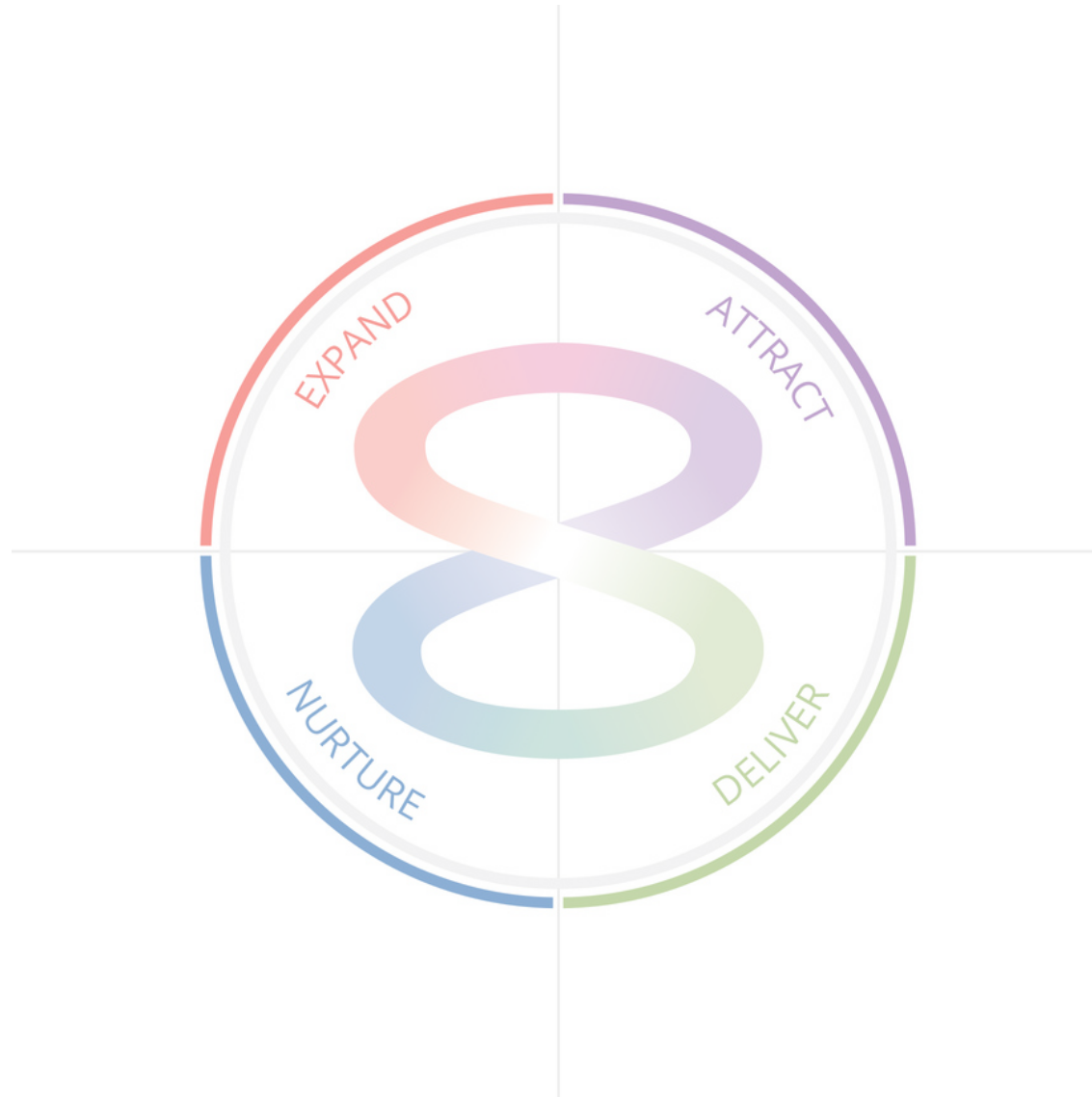
Best Result (if you do take action):

Worst Result (if you don't take action):

SESSION 3: INTEGRATION

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

NOTES:



Get in Touch

FOR QUESTIONS AND FEEDBACK

GROUP COACHING CALLS- MON & WED

<https://www.facebook.com/groups/288761542326904>

NAVIGATION CALLS

Book with your coach

INTENSIVES / REGATTA'S

Every 8 weeks

