

## **Dental Consultant Master Academy**

evolve ■ emerge ■ influence

### **Action Sheet – Week 39** **Recap of In-Office Consultation**

**Answer the following questions about your business:**

- Who can you mentor? Examples may be: Dental Assistants, Dentists, and/or Hygienist
- What is their gender, age, occupation, niche, etc Example: Mine is Female dentists age 45-60
- What possibilities lie ahead as a mentor? (list these below)
- If you have not written your business plan go back to week 28 and use this template to write this plan. (This is required to receive your certificate)
- What must be present in order to have a cohesive team?

(Go back to week 30 if you can not answer this question.)

**Write an exercise that you can provide a team that is not in synch with one another:**

(Week 30 has a suggestion for you if you can not come up with a team exercise.)

**Write down various types (examples) of team meetings you can provide for your offices as a consultant:**

**Be prepared to turn in your consultation process for at least a 6 month client.**

- What will you do with the client after the Practice Analysis is complete and they sign the contract?

- How many days in office will you provide?

- How many person days or hours will you spend just with doctor?

- Will there be phone calls for follow up?

How long will these calls be and how often will they take place?

Write out your process

The lack of willingness for a client to complete the P & L Statement / Balance Sheet information is a sign that they will not \_\_\_\_\_

(Refer back to week 33 if you are not able to complete this statement)

**Write 5 questions you will ask a potential client to understand their "Pain?"**

(refer back to week 34 for these)

**- Look back at the DISC Profile and understand your personality traits.**

( Example of a free DISC profile: <http://www.123test.com/disc-personality-test/>)

What qualities will make you a successful consultant?

What are some of the pitfalls you see when you look at your DISC Profile results?

What other personalities will you work well with?

What other personalities could you possibly have conflict with?

**- If you have not completed a Practice Analysis (PA) schedule to do one for a potential client. (colleague or your employer can also work well)**

**- If you have not written your marketing plan please complete this now.**

**- What are 3 qualities that describe you as an influencer in your niche?**

**- What has been your plan to stay committed to your goal as a consultant?**

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