



Training Notes: GOALS

GOALS: S Specific
M Measureable
A Achievable
R Relevant
T Timely

TARGET
STRETCH
PUSH

WHERE: 1) Vision Board
Visual:
Volume, New Patients, Families,
Orthotics/Supplement Sales

2) Goal Charts
List Minimum and Maximum

New Patients _____
Collections _____
Patient Visits/Week _____

3) Marketing
Screenings, Talks, New
Patients/Month, Direct Mail

4) Team

Patients To A Power Workshop,
Referral Basket

5) Huddles

Daily:

Health Investment Kit/New
Patient Package, Family Gift
Certificate, Ancillary Services,
New Patients, Patient
Visits/Day, Collections,
Challenging Patient

ACTUAL NP'S & PV/WEEK

PV / WK												NP / MONTH	
1000													100
900													90
800													80
700													70
600													60
500													50
400													40
300													30
200													20
100													10
2014	JA	FE	MA	AP	MA	JN	JL	AU	SE	OC	NO	DE	



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