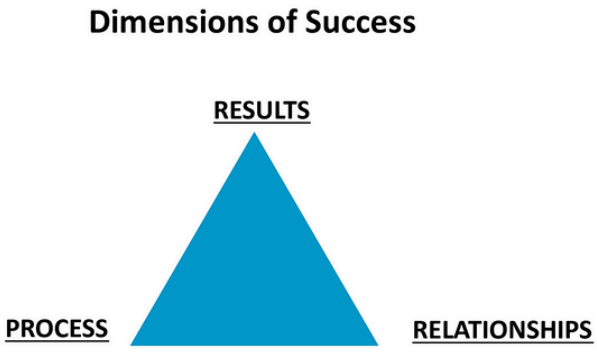
THE TEAM TRAINING INSTITUTE

DEVELOPING LEADERSHIP

Do you have a #2 leader in your practice? _____

What are you doing to further develop your #2?

- Weekly Check- In's
- Monthly Financial Review
- Inclusion in learning opportunities
- Clarity of vision, goals
- Responsibility and Authority
- Exposure to other leaders



Leadership Assessment

- Results - *WHAT*
  - Great Teamwork
  - Extraordinary Patient Care
  - Practice Success
  - Personal Growth and Achievement
  - Improved Oral Health - Community
- Process - *HOW*
  - Morning Huddles
  - ATMs, Financial Reviews, Executive Meetings
  - Hand Offs
  - 1:1's – Development Plans
  - Celebration, Feedback
  - Contests
- Relationships - *WHY*
  - Patients
  - Doctors
  - Dental Teams
  - Leaders
  - Vendors

Does your team have clear expectations and an understanding of their impact? _____

Development Model

- 10% Off the Job
- 20% Near the Job
- 70% On the Job