2025 26 WTM Call Agenda

MONTH	1 st Thursday	2 nd Thursday	3 rd Thursday	4 th Thursday	5 th Thursday
December 2024					Week 1: Start Up Your Engines and Foundations
January 2025	Week 2: NP Beginnings and Scripts	Week 3: NP Day 1- Greeting and Exam	Week 4: NP Day 1 Exam- Front Desk Exit	Week 5: NP Day 2 – New Patient Report (NPR)	Week 6: NP Day 3: The Honeymoon Period
February 2025	Week 7: Telephone Excellence	Week 8: Zero Balance Financial Procedure	Week 9: Appointment Book Design Scheduling	Week 10: Pulse Check on Patients Hearts	
March 2025	Week 11: Re-Exams with & without X-Rays	Week 12: R-ROF with & without X-Rays or Tests	Week 13: Anniversary Report (AR) Preparation/Countdown	Week 14: Anniversary Reports (AR)	
April 2025	Week 15: Principles & Policies – Patients and Team	Week 16: Coming Alongside of Patients	Week 17: TIC Talk/ Reaction Regimen	Week 18: Spinal Workshops (SWS's)	
May 2025	Week 19: Building a Family Practice	Week 20: Building a Referral Rich Practice	Week 21: Promotions & Marketing	Week 22: Complimentary Patient Care and Services	Week 23: Objection Management
June 2025	Week 24: Capacity & Time Flow	Week 25: Extra- Ordinary Care	Week 26: Uncommon Moments	Week 1: Start Up Your Engines and Foundations	

2025 26 WTM Call Agenda

MONTH	1st Thursday	2 nd Thursday	3 rd Thursday	4 th Thursday	5 th Thursday
July 2025	Week 2:	Week 3:	Week 4:	Week 5:	Week 6:
	NP Beginnings and	NP Day 1- Greeting and	NP Day 1 Exam- Front	NP Day 2: New Patient	NP Day 3: The
	Scripting	Exam	Desk Exit	Report (NPR)	Honeymoon Period
August 2025	Week 7:	Week 8:	Week 9:	Week 10:	
	Telephone Excellence	Zero Balance Financial	Appointment Book Design	Pulse Check on Patients	
		Procedure	Scheduling	Hearts	
September 2025	Week 11:	Week 12:	Week 13:	Week 14:	
	Re-Exams with &	R-ROF with &	Anniversary Report (AR)	Anniversary Reports (AR)-	
	without X-Rays	without X-Rays or Tests	Preparation/Countdown		
October 2025	Week 15:	Week 16:	Week 17:	Week 18:	Week 19:
	Principles & Policies -	Coming Alongside of	TIC Talk/	Spinal Workshops	Building a Family Practice
	Patients and Team	Patients	Reaction Regimen	(SWS's)	
November 2025	Week 20:	Week 21:	Week 22:	Week 23:	
	Building a Referral Rich	Promotions & Marketing	Complimentary Care and	Objection Management	
	Practice		Services		
December 2025	Week 24:	Week 25:	Week 26:	Week 1:	
	Capacity & Time Flow	Extra- Ordinary Care	Uncommon Moments	Start Up Your Engines	
				and Foundations	