**2021 26 WTM Call Agenda**

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| **MONTH** | **1st Thursday** | **2nd Thursday** | **3rd Thursday** | **4th Thursday** | **5th Thursday** |
| December 2020 |  |  |  |  | **Week 1**:  Start Up Your Engines and Foundations |
| January 2021 | **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) |  |
| February 2021 | **Week 6**:  NP Day 3:  The Honeymoon Period | **Week 7**:  Telephone Excellence | **Week 8**: Zero Balance  Financial Procedure | **Week 9**: Appointment Book  Design Scheduling |  |
| March 2021 | **Week 10**:  Pulse Check on  Patients Hearts | **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 |  |
| April 2021 | **Week 14**: Anniversary Reports (AR) | **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 2021 | **Week 19**: Building a Family Practice | **Week 20**:  Building a Referral  Rich Practice | **Week 21**: Promotions & Marketing | **Week 22**: Complimentary Patient Care and Services |  |
| June 2021 | **Week 23**: Objection Management | **Week 24**:  Capacity & Time Flow | **Week 25**: Extra- Ordinary Care | **Week 26**: Uncommon Moments |  |