**2021 26 WTM Call Agenda**

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| **MONTH** | **1st Thursday** | **2nd Thursday** | **3rd Thursday** | **4th Thursday** | **5th Thursday** |
| July 2021 | **Week 1**: Start Up Your Engines and Foundations | **Week 2**: NP Beginnings and Scripting | **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) |
| August 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 |  |
| September 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 | **Week 14**: Anniversary Reports (AR)-  |
| October 2021 | **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) |  |
| November 2021 | **Week 19**: Building a Family Practice | **Week 20**: Building a Referral Rich Practice | **Week 21**: Promotions & Marketing | **Week 22**: Complimentary Care and Services |  |
| December 2021 | **Week 23**: Objection Management | **Week 24**: Capacity & Time Flow | **Week 25**: Extra- Ordinary Care | **Week 26**: Uncommon Moments  | **Week 1**: Start Up Your Engines and Foundations |