

## FORMULA FOR PRACTICE SUCCESS

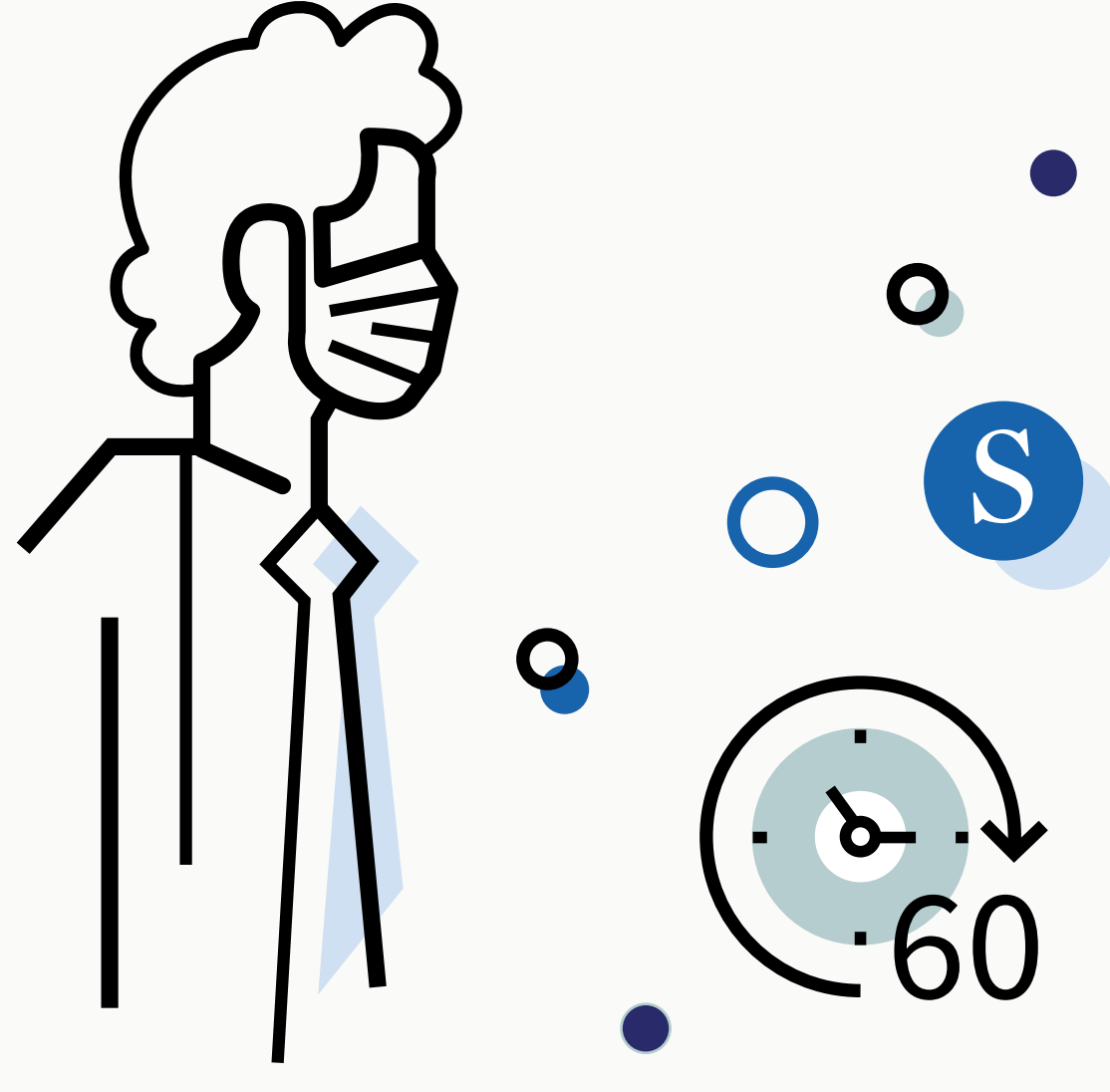
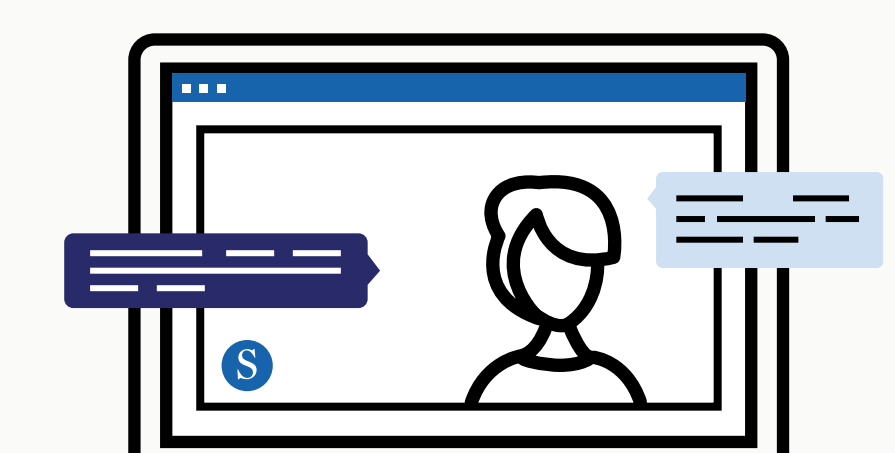
WHAT TO DO WITH YOUR TEAM WEEKLY, MONTHLY AND QUARTERLY

### weekly

#### PRACTITIONER COURSES AND PATHWAYS

Our most successful Spear doctors commit at least one hour per week to individual learning

DOCTOR 60 MINUTES



#### CONVERSATION ESSENTIALS

Add training value to your weekly huddles with two-minute patient communication vignettes

DELEGATE + TEAM 2-10 MINUTES

**PRO TIP** ✓  
To save time, your practice delegate can facilitate this training on your behalf

#### TEAM PROGRESS CHECK-IN

Check in on team progress with assigned courses through your Spear Online account

DELEGATE + TEAM 5 MINUTES

**SHORT ON TIME?**  
Quickly check in on team progress through the Spear Online mobile app



### monthly

#### SPEAR TEAM MEETINGS

Facilitate team discussions about how to boost case acceptance, improve follow-up and more

DOCTOR + DELEGATE 60 MINUTES

**GET MORE DONE** ✓  
Download the included implementation guide included with each team meeting



#### SELECT UPCOMING COURSES

Select which Conversation Essentials and team meetings the team will complete together next month

DELEGATE + TEAM 30 MINUTES

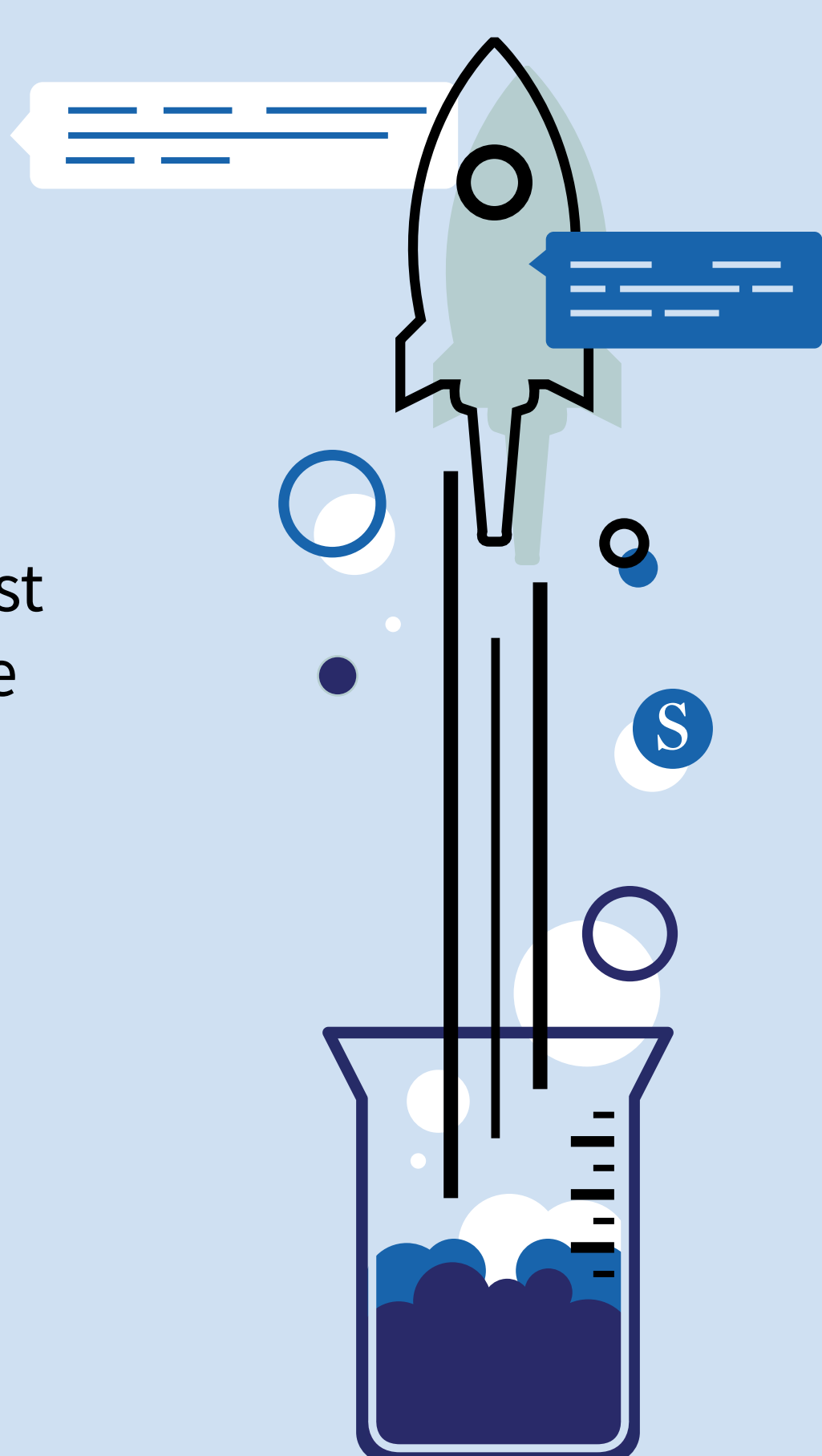
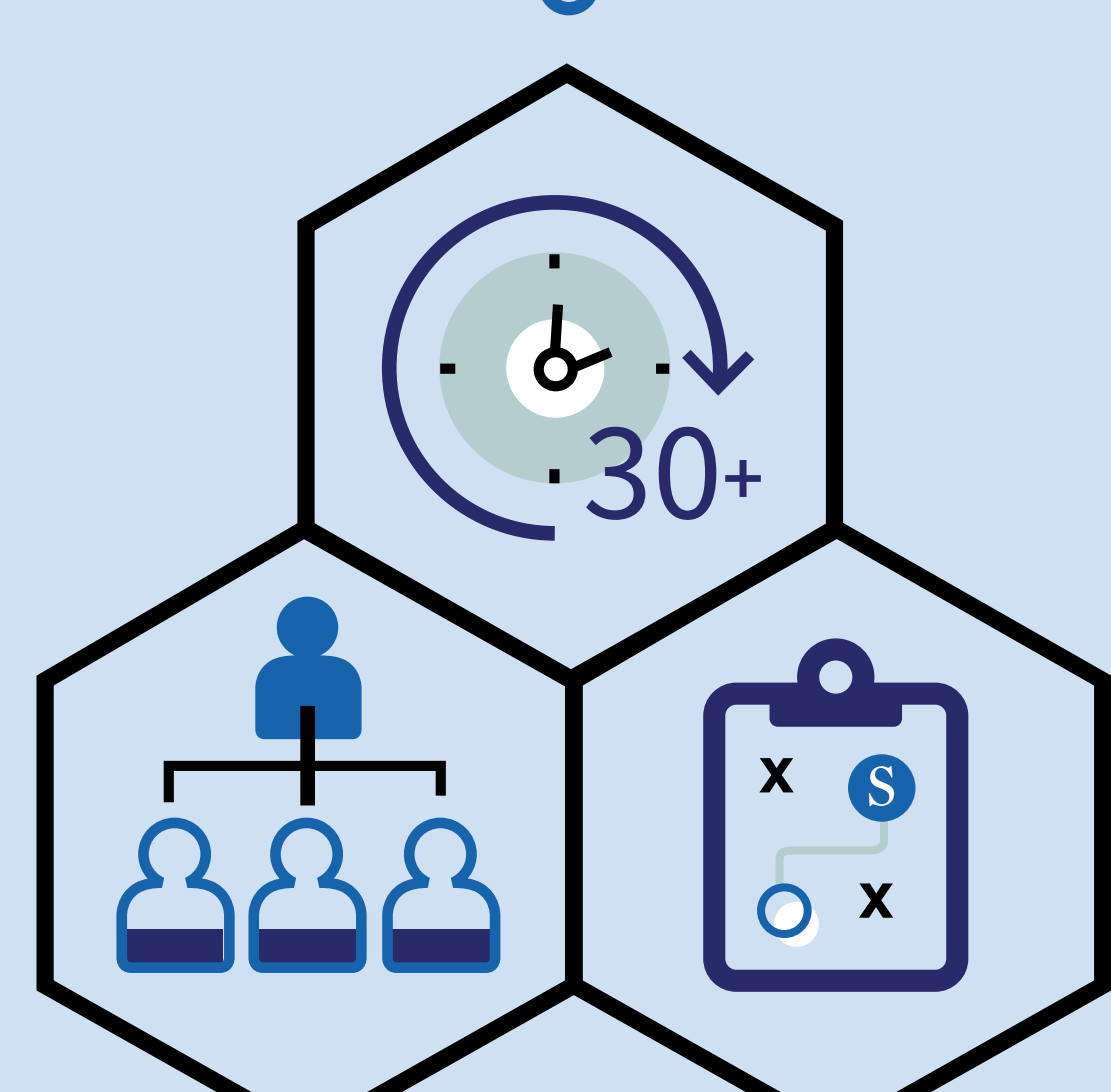
**PRO TIP** ✓  
Use bookmarks to create a shortlist of team meetings that align to your practice goals

#### ROLE-BASED COURSES AND PATHWAYS

Assign courses and pathways to help team members develop role-based skills and competencies

DELEGATE + TEAM 30-60 MINUTES

**PRO TIP** ✓  
For new team members, start with Practice Essentials courses



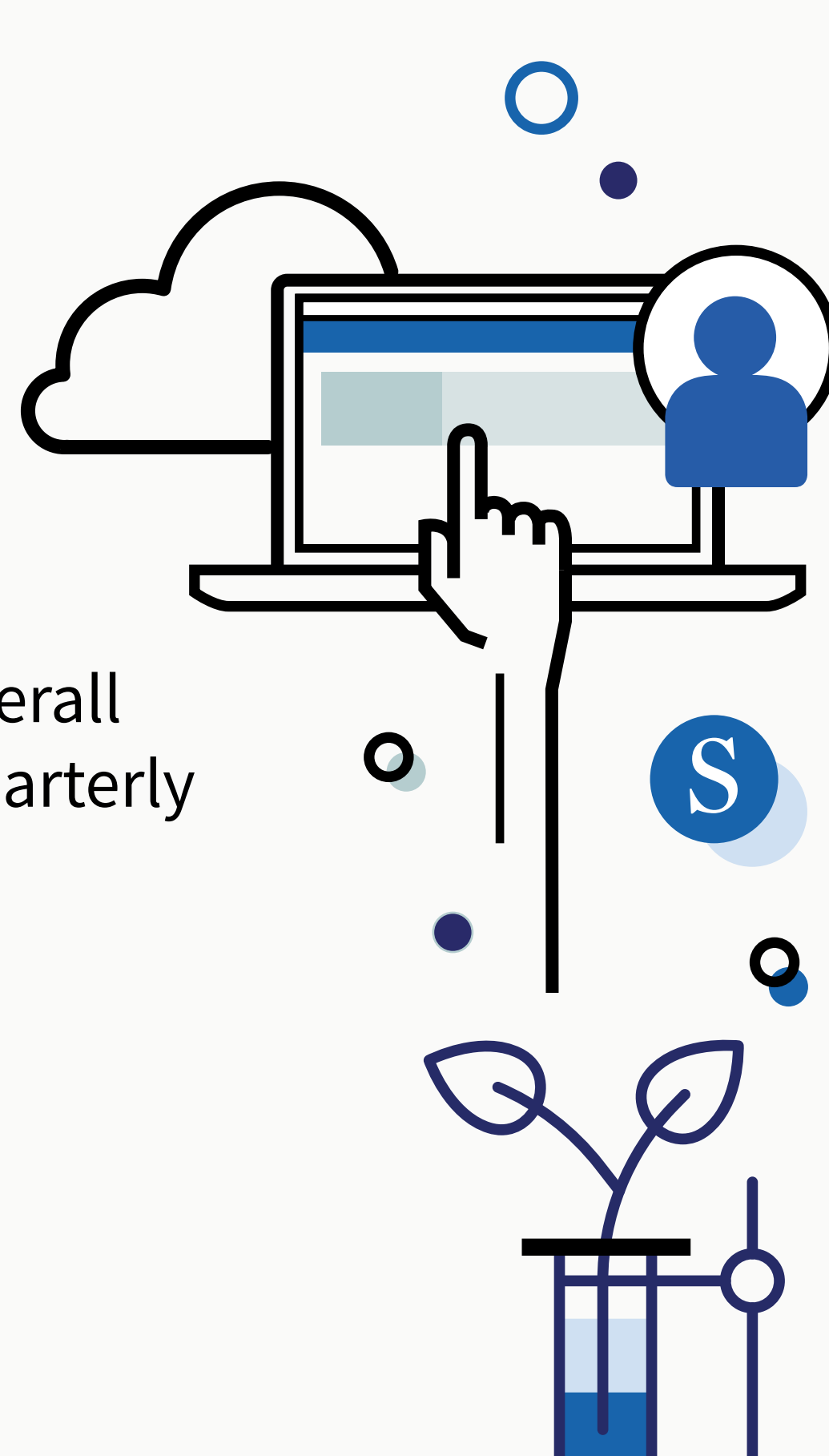
### quarterly

#### REVIEW AND UPDATE YOUR PROFILE GOALS

Ensure you are still on track with your overall goals by updating your profile at least quarterly

DOCTOR + DELEGATE 30 MINUTES

**PRO TIP** ✓  
Discuss your profile before your call so you can discuss resources based on your progress



#### SPEAR ONLINE CHECK-IN CALL

Ask questions, request additional training, and learn more about your membership benefits

DOCTOR + DELEGATE 60 MINUTES

**PRO TIP** ✓  
Include your practice delegate on this call so you can discuss team training objectives

