

HOW TO ACTUALLY STICK TO YOUR GOALS



ANKUR GUPTA, DDS



Before we begin, a

- If you want to get CE for this, please fill out the sign-up sheet
- Throughout the presentation, we will be doing various anonymous surveys, please follow the directions on the right side of the screen. You don't have to enter your name

If you're messaging

Please enter your name and email

address in the chat box on the right

side of the screen.

Thank you for your attention.

Thank you for your attention.

Thank you for your attention.

Thank you for your attention.



WELCOME!

This workbook covers a variety of topics designed to help promote wellness for you and your dental practice. You will find practical, implementable, step-by-step strategies to learn how to avoid the failures, achieve the successes and *be better*.

Thank you for your time and participation today. I welcome and encourage you to continue the conversation with me at the contact information below.

Be happy, be healthy, and be better,

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Thank you.

SECTION 1

THE BLITZ: MAKING EVERY POSITIVE CHALLENGE IN YOUR OFFICE INTO A GAME

In this section, Dr. Gupta shares the most effective ways to implement ideas and guidelines in your practice - making it all a game.

THE BLITZ

At this point in the retreat, you have been asked to:

- Write handwritten notes to every. single. patient
- Walk patients out to their car during typhoons
- Post about your practice on FB, IG, LinkedIn, AOL, YouTube, Google, and Tinder
- Do a gratitude journal every night, for 6 hours
- Eat green leafy vegetables with every meal, between meals, and before bed
- Thank your team members hourly if you're lazy, every minute if you're normal

If you are feeling overwhelmed, and would rather do nothing than try to digest all of this material, congratulations!
You are normal. Probably better than normal.

Instead of attempting to implement so many great ideas at once, try to follow the "Blitz Method:"

- Go back to work on Monday
- Sit down as a team at some point next week, with your notes from this retreat in front of you
- Pick one or two of your favorite ideas
 - Preferably ones that are easy to implement
 - Preferably ones that will have a visual result
- Elect a point-person for the project
- Create a timeline and realistic deadline for complete implementation
- Create a structured goal and reward
- Monitor daily at the morning huddle

Several examples follow in the next pages

NOTES

North Ridgeville Family Dentistry 2017 New Patient Blitz

The rules:

Your challenge for the next four weeks is based on your role in the office.

Dentists: Your challenge is to write hand-written or e-mail letters to patients, expressing gratitude.

Dental Assistants and Hygienists: Your challenge is to hand out toothbrushes, to patients in the chair, and out in the community.

Front desk personnel: Your challenge is to hand out share and care cards to happy patients. You get double points if you get a patient to post a review on-line.

If, you complete a challenge that is not assigned to your group, you also get a point!

	Ankur	Nisha	Kathy	Amber	Lauren	Andrea	Allison	Michelle	Mindy	Hillary	Heidi
Week 1											
Week 2											
Week 3											
Week 4											
Total											

Winner from each category (Amber can compete for both), will receive a gift card to Target!

	Allison	Ankur	Erica	Karin	Kathy	Lauren	Michelle	Mindy	Nisha
Week 1									
Week 2									
Week 3									
Week 4									
Make 1 Follow up call per day	Show up 10 minutes early for work	Hand out 15 toothbrushes outside the office	Ask for one referral per day	Write 5 handwritten letters	Create, assemble, and distribute one goodie basket	Spend entire lunch hour without looking at phone	Pack lunch every working day	Write a "thank you" text or e-mail to a patient 4 times	

Week 1: Contribution & Initiative

On track for 1st: 100+ points

Name	Write a team member a gratitude note	Walk a patient to their car	Write a patient a note or care card	Call a patient you have seen and check in on them	Check on a team member (ask if they need a break/water/coffee etc.)	Tell a patient you are grateful for them
Dr. Gupta						
Dr. Nisha						
Aleina						
Alyssa						
Amber						
Aure						
Carly						
Heather						
Hillary						
Jas						
Kathy						
Mindy						

Week 1 Total points:

Week 2: Contribution & Initiative

On track for 1st: 100+ points

Name	Take a CT	Take IOs or X-rays of someone else's patient (if that person is running behind)	Check on sterilization/help with sterilization	Front desk, add 2-3 sentence note about a patient when scheduling (NP or limited)	Clean out an area of the office that is cluttered (big or small—drawers count too!)	Find a "coffee stain" & fix it
Dr. Gupta						
Dr. Nisha						
Aleina						
Alyssa						
Amber						
Aure						
Carly						
Heather						
Hillary						
Jas						
Kathy						
Mindy						

Week 2 Total points:

BONUS: Learn something new in the office (voicemails, scheduling, Vivos photos, etc.) and add your initials here for extra points towards week 2!

Week 3: Communication & Goal Setting

Name	Set a personal work goal	Let team members know what your goal for the day is	Let team members know when they are doing a good job	Let a team member know if you need help	A full day of Weave communication (no 'babies' left at front desk)	Use Weave to communicate when patients are ready to leave
Dr. Gupta						
Dr. Nisha						
Aleina						
Alyssa						
Amber						
Aure						
Carly						
Heather						
Hillary						
Jas						
Kathy						
Mindy						

Week 3 Total points:

BONUS: Share a personal goal you have with the team (whether at lunch or during morning huddle) and add your initials here for extra points towards week 3!

Week 4: LET'S HAVE FUN!

On track for 1st: 100+ points

Name	A full week of games or activities during Happy Person (No videos)	Play ice breakers at lunch	Everyone stays at lunch one day (no phones, no laptops)	Have lunch 'ice cream party' (no need to buy any, it's all in the freezer!)	Play headbands during lunch	Team Pumpkin Carving Contest! Carve a pumpkin outside of work by next meeting. (bring photo to next meeting)
Dr. Gupta						
Dr. Nisha						
Aleina						
Alyssa						
Amber						
Aure						
Carly						
Heather						
Hillary						
Jas						
Kathy						
Mindy						

Week 4 Total points:

BONUS: Complete a game of jeopardy and add everyone's initials involved for extra points towards week 4!

SECTION 2

WHY GOAL SETTING IS MEANINGLESS FOR MOST OF US

In this section, Dr. Gupta provides step-by-step strategies to translate our vague and impersonal hopes and dreams into specific, quantifiable, and actionable plans.

GOAL SETTING WORKSHEET

THE RULES

- Any goal listed below must follow the SMART format
- Below you will see commonly listed goals (which do not follow the SMART format) crossed out, and replaced with similar goals that follow the correct format.

S	Specific I want to eat better.	I will cut out all pop/soda from my daily routine, and only have it on weekends.
M	Measurable I want to save more money.	I will start a new bank account, and automatically transfer \$50 into it every paycheck.
A	Attainable I want six-pack abs.	I will replace my 'donuts for breakfast' routine with oats and greens.
R	Realistic I want to spend an hour meditating every evening.	I will spend at least 5 minutes meditating, journaling, or praying at least 3 days per week.
T	Time-Bound I want to go on a road trip with my son.	I will plan a road trip with my son before he turns 13.

Now, imagine your most perfect, most authentic YOU in 1 year, and again in 10 years.

- What is that person doing?
- What has that person done between now and a year from now?
 - 10 years from now?
- What SMART goals do you need to set for yourself NOW in order to be that person?
- You don't need to have a goal for each category. These categories are meant only to provide a framework.
 - Financial Health
 - Diet
 - Relationship with kids
 - Relationship with spouse/significant other
 - Relationship with friends/neighbors/community
 - Relationship with the family you grew up with
 - Exercise
 - Inner peace/Stress management
 - Sleep Habits
 - Philanthropy/Community involvement
 - Gaining knowledge/wisdom

	“Right now” Action
Financial	
Kids	
Spouse	
Friends/Community	
Exercise	
Inner Peace/ Stress Management	
Sleep Habits	
Philanthropy	
Gaining wisdom	
Body longevity	

NOTES

SELF ASSESSMENT

12-WEEK COMPLETE HEALTH TRANSFORMATION

Answer the following questions on a 1-10 scale, where 1 indicates a very poor/negative assessment of your situation regarding the question, and 10 indicates an extremely positive assessment

How energized do you feel when you wake up in the morning?

1 2 3 4 5 6 7 8 9 10

How relaxed do you feel at night before bed?

1 2 3 4 5 6 7 8 9 10

After work, do you possess enough energy to work out, play with the kids, cook a healthy dinner?

1 2 3 4 5 6 7 8 9 10

How healthy is the food you regularly consume?

1 2 3 4 5 6 7 8 9 10

How quickly and how often do you feel angry, frustrated, or temperamental?
(1 for too much anger, and 10 for very peaceful and level-headed)

1 2 3 4 5 6 7 8 9 10

How do you feel about your body image?

1 2 3 4 5 6 7 8 9 10

How often do you feel body pain?
(1 for all the time all over, 10 for completely pain free)

1 2 3 4 5 6 7 8 9 10

How often do you feel stressed out or overwhelmed?
(1 for all the time, 10 for never)

1 2 3 4 5 6 7 8 9 10

440.327.0027 | www.facebook.com/12weekcompletehealthchallenge

LET'S ADD 52 HEALTHY HABITS TO OUR ALREADY BUSY LIVES...

It's not difficult to come up with different ways to make our lives better. What is difficult is our ability to take good healthy ideas, and turn them into long-lasting, consistent habits.

THE CHALLENGES

Week 1 - Eat a handful of green leafy vegetables every meal, every day

Week 2 - Plank for as long as I possibly can twice a day

Week 3 - Go for an adventure hike in the woods/mud with my kids and/or wife

Week 4 - Drink a detox tea every morning w/ lemon, turmeric, apple cider vinegar, etc

Week 5 - 5 Sun Salutations when I wake up, and before bed

Week 6 - Up at 5 am, in bed at 9 pm

Week 7 - Crow pose as long as a possibly can twice a day

Week 8 - Take Triphala every morning (I had never heard of it either)

Week 9 - Gratitude journal before bed every night

Week 10 - Side leg lifts until I can't, both legs, once a day

Week 11 - Drink red wine with friends/family - 1 cup a night

Week 12 - Handful of beans and lentils with every meal every day

Week 13 - Waking up my sleepy glutes

Week 14 - Play a board game with my kids/wife

Week 15 - Clearing out all the cluttered spaces in my life

Week 16 - Intermittent fasting all 7 days

Week 17 - Complete Michael Greger's Daily Dozen every day

Week 18 - Write a nice note to a different person every day for a week

Week 19 - Walk 12,000 steps every day

Week 20 - Breathe through max cold as long as I can stand it

Week 21 - One random act of kindness every day

Week 22 - Compost/recycle everything the family consumes

Week 23 - Flax and Psyllum ladoo every night after dinner (this is a weird one)

Week 24 - No alarm clock, just go to bed early enough and hope for the best

- Week 25** - Create a checklist every day before breakfast
- Week 26** - 100 push-ups in the AM and in the PM (plenty of breaks in between)
- Week 27** - Journal every night before bed
- Week 28** - Wall sit for as long as I can, twice a day
- Week 29** - Whole, home-made, plant-based meals
- Week 30** - No screens (unless totally vital for work) **Week 31** - HIIT walk
- Week 32** - 60oz of water every day
- Week 33** - Meditate for at least 10 minutes
- Week 34** - Hari Bachi Boo (stop eating every meal at 80% full)
- Week 35** - No screens or TV for 2 hours before bed
- Week 36** - Clean out all the clutter in all of my domains (car, closet, office, etc.)
- Week 37** - Remove any and all bad-for-you snacks in the house\
- Week 38** - Headstand for as long as I can in the AM and PM
- Week 39** - 100 press-ups and backbends, every day
- Week 40** - Run as fast as I can as long as I can every morning
- Week 41** - No sugar other than one serving of fruit per day
- Week 42** - 20+ minutes of yoga
- Week 43** - Eat one whole beet every day
- Week 44** - Volunteer and/or donate in some way every day
- Week 45** - Drink Hibiscus tea every night after dinner
- Week 47** - Consume a handful of steamed spinach with balsamic vinegar w/ breakfast
- Week 48** - Eat a different exotic mushroom (all legal and good for you) every day
- Week 49** - Foam roll for 5 minutes in the evening before bed
- Week 50** - 30 minutes of cardiovascular exercise
- Week 51** - No dessert after meals (this is a hard one for me)
- Week 52** - Green tea every morning

*I have attempted several of these and recorded the experience on my
YouTube page.*

Search "BeBetter Habit Challenge" on Youtube

- DR. GUPTA