



YOUR 2019 REVIEW

1. Generally speaking, how would you rate your practice's business success last year on a scale of 1-10 (10 being top)?
2. What top 3 changes did you make for 2019 that increased the practice's success?
3. What top 3 changes should you have made in 2019 to increase the practice's success?
4. What really dumb thing did you do in 2019 and what change can you make to not repeat it in 2020?
5. What was your most successful ROI (Return On Investment) - new service, community outreach, remodeling)?

6. If a patient were to give an annual performance review on you, what would they say?
7. How are you the solution to what keeps your patients up at night?
8. What sets you apart from everyone else that offers the same solution?
9. What do you need the most help with in 2020?
10. Take the time now to write out 5 2020 business goals for your practice.