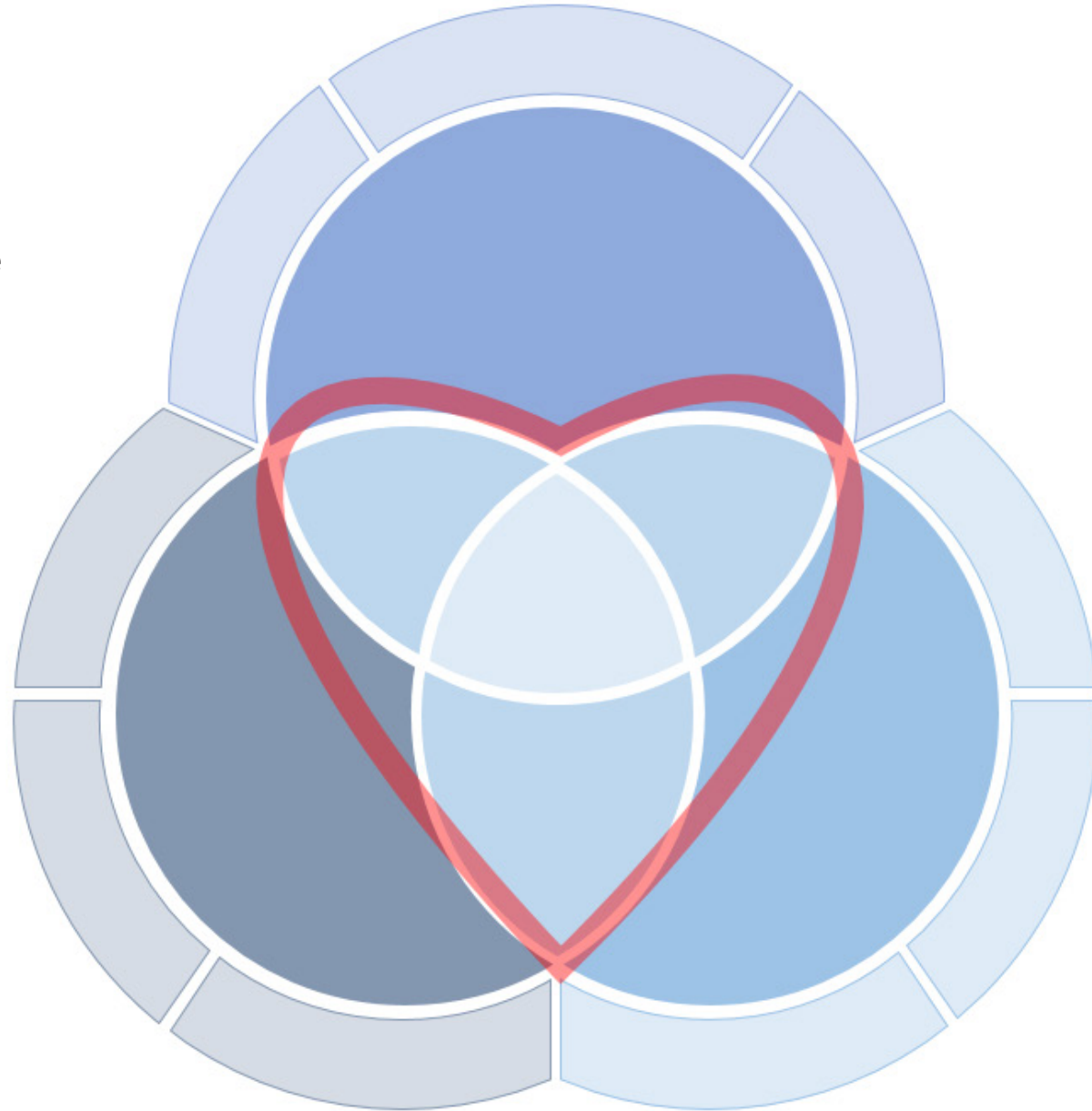# The Practice Blueprint and Self-Scoring

sMC

The Practice Blueprint™

- 🟢 Excellent
- 🟠 Average
- 🔴 Could Improve

sMC

The Practice Blueprint™

Risk Management

Income Sources

Seamless Delivery

Strategy

From **Unfocused** → To **Focused**

Leading Authority

Magnetic Culture

Automatic Income

Complete Choice

Success in heart, mind and wallet

Recruiting

Leadership

Deliberate Retention

Impactful Influence

From **Accidental** ↓ To **Deliberate**

Dream Team

From **Participation** ↓ To **Performance**

Pricing Power

Human Capital

Notes

Notes

Notes

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