

Train For Growth – Owner Worksheet

The Optical Accelerator Series

1. The Core Growth Reflection

Growth inconsistency is usually a training system problem — not a motivation problem.

Where does conversion break most often in my clinic?

If my strongest team member was away for 2 weeks, what numbers would drop?

2. Personality vs Skill Audit

Where do I currently rely on personality instead of structure?

Which sales conversations feel most uncomfortable for my team?

3. KPI Clarity Check

KPIs are feedback, not punishment.

Current Capture Rate: _____

Current Premium Attachment Rate: _____

Current Multi-Pair %: _____

Current Warranty %: _____

When numbers drop, what is my first reaction?

4. 4-Week Implementation Blueprint

Week 1 – KPI Focus: _____

Week 2 – Product 'Why' Training: _____

Week 3 – Objection Role-Play Focus: _____

Week 4 – Review & Celebrate Wins: _____

5. Leadership Commitment

One training system I will implement or strengthen this month:

One leadership habit I will stop relying on:

You don't need more effort — you need better structure.

Training builds confidence. Confidence builds advocacy. Advocacy builds growth.

Take the Next Step with PulseIQ

PulseIQ is the operating system for growth-driven optical practices.

Real-time dashboards. KPI tracking. AI coaching. Structured training.



Scan to learn more and join the growth system.