

Cultivating Confidence Owner Worksheet

The Optical Accelerator Series

1. The Core Reflection

Confidence gaps are rarely people problems — they are training system problems.

Where do objections most commonly happen in my clinic?

What objection causes the most hesitation from my team?

2. Objection Awareness

List the top 3 objections your team hears:

1. _____

2. _____

3. _____

3. The 3-Step Framework

Acknowledge: _____

Educate: _____

Guide: _____

4. Weekly Role Play Plan

Objection of the Week: _____

Who will practice: _____

Coaching feedback: _____

One takeaway to apply immediately:

5. KPI Tracking

Capture Rate: _____

Premium Lens Adoption: _____

Multi-Pair Conversion: _____

Reduced Hesitation: _____

6. Leadership Commitment

One system I will implement this month:

One habit I will stop relying on:

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.



Train Smart. Coach with Confidence. Grow Profitably.