

Evaluating Your Success

Step three—Patient response to Action Plan

Record how your patients have responded to your Action Plan. Are you seeing increased traffic? Have patients noticed changes in your practice? Record other observations or comments that may help you assess or fine-tune your progress.

Step four—Overall satisfaction

For each of your Actions, rate your overall satisfaction with the impact it has had on your LVC practice goals. Indicate your level of satisfaction by circling the corresponding number, then write the date of your evaluation above the number. In this way, you may revisit this evaluation later and track your satisfaction at different points in time.

Example :	Not satisfied	1	2	3	4	5	6	7	07/31/02 8	9	10	Very satisfied
ACTION 1:	Not satisfied	1	2	3	4	5	6	7	8	9	10	Very satisfied
ACTION 2:	Not satisfied	1	2	3	4	5	6	7	8	9	10	Very satisfied
ACTION 3:	Not satisfied	1	2	3	4	5	6	7	8	9	10	Very satisfied

Record any additional comments you wish to make:

WHAT NOW?

Work with your BDM to fine-tune your Action Plan. It is important that you monitor your progress closely, so your BDM will typically suggest that you establish a schedule for evaluating your Action Plan (biweekly, monthly, quarterly, etc.). Choose a time frame appropriate for your defined Actions: some Actions are short-term, while others may take a while to create the desired effect.