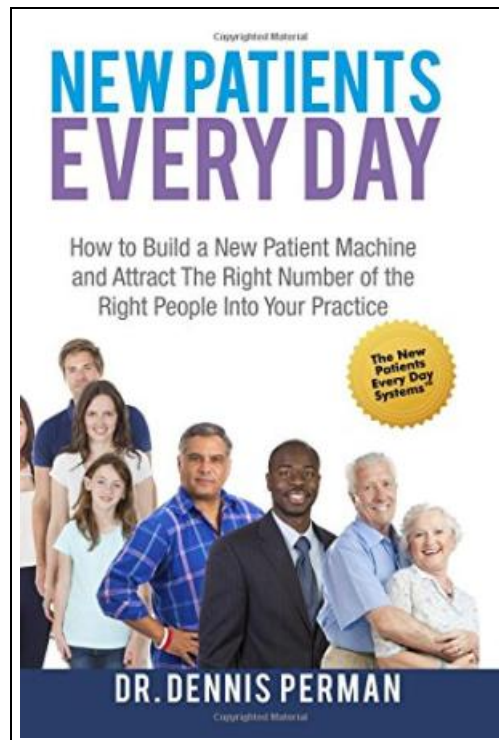


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Reviews

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(Mr. Ari Powlowski)

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BookBaby, United States, 2015. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book. I m excited to share with you the distilled wisdom of over 35,000 hours of distinctions on how to fill your practice with the highest quality new patients imaginable. I have been coaching chiropractors and wellness professionals for twenty-seven years, and the most common question I get asked is, quot;How do I get more new patients?quot; This book offers a series of systems to help every doctor get as many new patients as desiredindeed, new patients every day. Now, why don t we already get all the new patients we want? The problem is not a lack of new patients. I mean, when you walk down your street, 90 of the people you see are not under chiropractic care, and 99 are not under your care. So, there s certainly no shortage of new patients. There must be something else going on. My observations, both real-time in the trenches and behind the scenes with thousands of doctors in coaching sessions, have led me to design specific systems that, when implemented properly, should help you develop exactly the practice you want, not only with the number of new patients you prefer, but the kind of new patients that you love to take care of. Why don t chiropractors already know this? It s because we usually think, if I just had more new patients, that would be the answer. But new patients don t exist in a vacuum. New patients are part of an entire system. Your practice has dynamics that determine whether or not you can attract new patients, and whether or not you have room to accept and properly serve the new patients you do attract. Throughout these pages, we re...



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