Section: Motivation

- 1. Motivation Checklist
- 2. Successful Marketing Attitudes
- 3. Keeping Practice Fun
- 4. Motivational Quotes to Develop Your Practice (6 pages)
- 5. Knowing Your Competition
- 6. Telling Your Story
- 7. Starting Your Day
- 8. Morning Preview Procedures
- 9. Productive Staff Meetings
- 10. 28 Qualities of a Clinic Leader
- 11. The Certainty Principle of Practice Development
- 12. B. J. Palmer's Rule #9
- 13. What is Your Issue? Assistance with Your Mission Statement
- 14. 44 Tent posters
- 15. Sample Mission Statements
- 16. The Best Chiropractic Marketer

Section: Marketing Management

- 17. Marketing Management Checklist
- 18. Phases in the Development of a Practice
- 19. Practice Promotional Matrix
- 20. The Marketing Mix
- 21. Percentage of Resources
- 22. Marketing Management Checklist
- 23. Marketing Assistant Job Description
- 24. Successful Marketing Attitudes
- 25. The 3 Roles of Staff
- 26. Willingness to Demand
- 27. Foundations of Practice Marketing
- 28. Hierarchy of Service
- 29. Positioning and Mission Survey
- 30. Brand Identity
- 31. How to Use the Marketing Planner
- 32. Marketing Planner
- 33. Marketing Planner Back Side
- 34. Monthly Promo Calendar
- 35. Marketing Budget Planner
- 36. Marketing Purchase Order Form
- 37. Marketing Projects Summary Sheet
- 38. Mission and Results Staff Marketing Workshop
- 39. New Patient Tracker
- 40. New Patient Log
- 41. Ad for Marketing Assistant

Section: Referral Generation

- 42. Referral Generation Procedures Checklist
- 43. Selling Your Services: High Standards for High Selling
- 44. Sample Referral Scripts that Work
- 45. Referral Recognition Programs
- 46. Nutritional Services Letter
- 47. Nutritional Health Care Check
- 48. The "Guest Pass"
- 49. Good Patient Award
- 50. Your Business Card
- 51. Spring Flower Seed Promotion
- 52. Health Care Class Referral Form
- 53. Summer "Check-Up Check"
- 54. Template for Your Own Office Brochure

Section: Special Promotions

- 55. Special Promotions Checklist
- 56. Special Promotions What They Are
- 57. List of Special Promotions
- 58. Dates for Special Promotions
- 59. Reactivation Program
- 60. Sample Community Appreciation Day Poster
- 61. Care to Share Program
- 62. Care to Share Poster
- 63. Food Drive Donation Program
- 64. Donation Drive Press Release Sample
- 65. Holiday Coupons for Referrals
- 66. Kid's Day Program
- 67. Kid's Day Press Release
- 68. Kid's Day Press Release Samples
- 69. Kid's Day Poster
- 70. Sample Kid's Day Ad
- 71. Senior's Day Program
- 72. Sample Senior's Day Ads
- 73. Sample Senior's Day Newsletter
- 74. Teacher's Appreciation Day Program
- 75. Teacher's Appreciation Day Poster
- 76. Mother's Day Card
- 77. Mother's Day Poster for Flowers
- 78. Mother's Day Tent Poster for Front Desk
- 79. Valentine's Card
- 80. Valentine's Day Coupon Handouts
- 81. Police Coupon
- 82. Holiday Turkey Drawing Poster
- 83. Fireman Appreciation Week

- 84. Blood Drive
- 85. Open House

Section: Direct External Promotions

- 86. Direct External Promotions Checklist
- 87. Advertising Checklist
- 88. Personally Marketing Your New Practice
- 89. One-to-One Marketing Selling Your Services
- 90. Community Information Survey
- 91. Target Markets: Promoting to Someone Who is Interested
- 92. B.J. Palmer on Advertising
- 93. Buying Newspaper Space
- 94. Promotional Sales Letter
- 95. Sample Get Acquainted Direct Mail Letter
- 96. Osteoporosis Sample Ad
- 97. Sample General Ads
- 98. Sample Survey Ad
- 99. Sample Radio Ad
- 100. Yellow Page Ideas
- 101. Auto Accident Victim Letter
- 102. Unsolicited Broadcast Faxing
- 103. Web Site Information Checklist
- 104. Web Site Key Words
- 105. The "Guest Pass"
- 106. New Residence Program
- 107. Section: General Internal & Extraordinary Service Procedures
- 108. General Internal Promotions Checklist
- 109. Extraordinary Service Procedures Checklist
- 110. Extraordinary Service Tips
- 111. Speed of Service Survey
- 112. Promotional Resume Questionnaire
- 113. Sample New Patient Welcome Letter
- 114. Promoting Massage Therapy Services
- 115. Sample Massage Therapy Poster
- 116. Sign-in Sheet

Click here to order the Marketing Manager System Interactive CD

Click here to order the Marketing Manager System Binders

Click here to order both.

Section: Patient Education Program

- 117. Patient Education Procedures Checklist
- 118. Patient Chiropractic Education Program
- 119. In-Room Rapport

- 120. The Key is "Re"
- 121. Success Story Procedure
- 122. Success Story Form
- 123. Spinal Care Class Outline
- 124. New Patient Health Care Workshop Brochure
- 125. New Patient Health Care Workshop Brochure Sample
- 126. Health Care Workshop Poster
- 127. Health Care Workshop Sign Up Sheet
- 128. A Good Close for Lectures and Presentations
- 129. Sample Report of Findings
- 130. Fact of the Week Display/Handout

Section: Recall, Reactivation & Retention

- 131. Recall, Reactivation & Retention Procedures Checklist
- 132. Retention Enhancement Project
- 133. Financial & Service Consultations
- 134. The Loyalty Ladder
- 135. Three Phases of Care
- 136. The Treatment Plan
- 137. Sample Treatment Plan Form
- 138. Personal Appointment Calendar
- 139. Using Patient Surveys to Improve and Promote the Quality of Your Services
- 140. Sample Patient Survey
- 141. Simple Newsletters that Work
- 142. Sample Newsletter Template
- 143. Health Care Club Program
- 144. Telemarketing Script for Reactivation
- 145. Patient of the Month

Section: Community Education Program (CEP)

- 146. Community Education Program Checklist
- 147. CEP Steps to Take
- 148. Artificial Stimulants
- 149. CEP Program
- 150. Topics to Use in Educating Your Community About Your Services
- 151. Sample Community Services Calendar
- 152. CEP Poster and Ad Request
- 153. CEP Calendar Sample
- 154. CEP Calendar Blank
- 155. CEP Calendar Checklist Sample
- 156. Sample CEP Posters and Ads
- 157. Health Tips Program
- 158. Sample Health Tips Ad
- 159. Sample Radio Show Poster
- 160. Sample CEP Press Releases
- 161. Databasing Workshop Attendees

- 162. Workshop Survey
- 163. Workshop Sign Up Sheet
- 164. Numerous (70) Posters, Ads and Press Releases for events relating to
- a. ADHD
- b. Allergies
- c. Arthritis
- d. Auto Injuries/Whiplash
- e. Back Pain
- f. Carpal Tunnel
- g. Child Care
- h. Children's Health/ADD
- i. Chronic Fatigue Syndrome
- j. Fibromyalgia
- k. Golf
- 1. Headaches/Migraines
- m. Nutrition
- n. Pressure Point
- o. Osteoporosis
- p. Weight Loss/Exercise
- q. Women's Health/Menopause

Section: Public Relations

- 165. Public Relations Checklist
- 166. Nutritional Services Press Release
- 167. Donation Program Press Release
- 168. Grand Opening Press Release
- 169. Grand Opening Press Release #2
- 170. Kid's Day Press Release
- 171. New Services Press Release
- 172. School Lecture Press Release
- 173. Senior's Day Press Release
- 174. Senior's Day Press Release #2

Section: Business & Professional Referrals

- 175. Business & Professional Referrals Checklist
- 176. What is a Practice
- 177. Networking Quote
- 178. Alliance Database
- 179. Business & Community Outreach Project
- 180. Business & Industry Sample Letter
- 181. Business & Industry Sample Letter #2
- 182. Business & Industry Sample Follow Up Letter
- 183. Attorney Sample Letter
- 184. Attorney Sample Letter #2

Section: Health Screenings

- 185. Purpose Of Chiropractic Public Health Screenings
- 186. Screenings Still Work!
- 187. Why Do Screenings: A Testimonial
- 188. Screening Sequence And Outline
- 189. Screening Procedure
- 190. Appointment Procedure
- 191. Successful Screening Procedures
- 192. 50% Public Relations 50% Technical Service Flow Chart
- 193. Screening Booth Manager
- 194. Screening Operations: Set Up, Supervision, Take Down
- 195. Set Up/Start Up Of The Screening Booth
- 196. Standing Out At A Screening Booth
- 197. Example Of Simple Booth Layout
- 198. Sample Booth Layouts
- 199. Booth Management During The Screenings
- 200. Close Down/Take Down Of The Booth
- 201. Screening Registration From.
- 202. Screening Technician Training Checklist/
- 203. Practice Section
- 204. Application Section
- 205. Screening Summary Sheet
- 206. Screening Supply & Equipment Inventory Form
- 207. Screening Sites: Scheduling And Maintenance
- 208. What To Say
- 209. Taking Care Of Your Screening Sites
- 210. Screening Event Checklist
- 211. Signs For Screenings
- 212. Pre-Appointment Courtesy Calls
- 213. Marketing Department Purchase Order Request Form
- 214. Screening Schedule Sheet
- 215. Sample Health Care Check
- 216. Sample Letter: Thank You
- 217. Sample Letter: Confirmation Of Screening
- 218. Sample Letter: Request For Screening
- 219. Simple Procedure For Medical (MD/DC) Screenings
- 220. Sample Registration Form For MD/DC Screenings
- 221. Letter To Set Up Osteoporosis Screenings
- 222. In-Store Osteoporosis Screening
- 223. Additional Notes On Osteo Screenings
- 224. Letter #2 For Osteoporosis Screenings