

Chiropractic Marketing 001

Joshua Boxer,Jeremy Goldstein

Marketing Chiropractic to Medical Practices Christina L. Acampora, 2015-01-01 The first book of its kind, Marketing Chiropractic to Medical Practices targets chiropractors and leads them through a comprehensive sales model to demonstrate how they can educate the medical profession on how to utilize chiropractic practice for their patients. By implementing a gradual approach from the first office contact to presenting an effective and educational sales call, this text informs the chiropractor how to confidently access their greatest untapped new patient source. Marketing Chiropractic to Medical Practices offers a step-by-step approach to secure medical referrals and develop ongoing professional relationships between the chiropractic and medical worlds. Features: How to provide a pro-chiropractic message based on evidence based research How to access physicians Uncover patient needs and physician objections for chiropractic care Learn the most common physician objections and how to overcome them How to select research that addresses the needs and objections of a physician How to present research to support a MD/DC conversation

Book Yourself Solid for Chiropractors Michael Port, Christine Zapata, 2024-03-06 Build your chiropractic practice with proven self-promotion strategies Book Yourself Solid for Chiropractors is a game-changing guide to attracting patients to your practice and turning them into loyal patients, for a solid business foundation. This hyper-targeted, step-by-step advice will help you grow your practice beyond what you previously thought possible. You'll become inspired to put energy behind your self-promotion practices and you'll learn exactly what you need to do to make your marketing efforts more effective. In any service business, it's essential to connect with the patients who are a perfect fit for you. For chiropractors, that means understanding what sets you apart from the competition, pricing your services appropriately, and communicating with prospective patients about how you can help them. This book helps you through all of it, with practical tips and strategic insights that will ensure you're never short on the patients you want. Co-authored by Michael Port—New York Times and Wall Street Journal bestselling author and visionary behind the original Book Yourself Solid business techniques—and Christine Zapata, experienced chiropractor and coach, Book Yourself Solid for Chiropractors covers the issues unique to the chiropractic world. By attracting patients who are in alignment with your vision for your practice, you can create a successful business that also helps you achieve your long-term goals. Understand your unique value proposition and brand and learn how to talk about it Create a likeable social media presence and a website that brings people in the door Learn step-by-step strategies for networking, direct outreach, generating referrals, and more Discover how the principles of sales and pricing apply to building your chiropractic practice Book Yourself Solid for Chiropractors is a handbook for self-promotion that delivers results. This book shows you how to promote more than just your skills by creating an image that your ideal patients will resonate with. Build your reputation and keep business coming in over the long term.

Realign Your Practice Stephen Whittier, 2014-02-23 What Works NOW for Marketing a Chiropractic Office? You already know what's NOT working to help you acquire new patients, and you probably know that learning to market your practice more effectively is critical to your success. Without a solid plan you can use to attract and engage new patients every single week, and to keep your existing patients so happy they'd never consider going to your competitor instead, you're headed for disaster. If doubling or tripling your patient load in the next several months sounds good to you, read on. You'll discover: * What thriving chiropractic practices are doing online to get new patients calling them every day. * How to avoid being taken advantage of by SEO Monkeys who promise #1 Google listings, take your money, and disappear. * How to get started, if you decide to tackle the learning curve and invest just a couple days a week implementing all the best practices you'll discover in this book. * How to avoid costly pitfalls in marketing by knowing what to do and when to do it. * How you can finally get your marketing strategy running like clockwork, so you can get back to doing what you do best - taking care of your patients. Stephen Whittier is an expert in chiropractic marketing, committed to helping practices thrive by using proven marketing strategies. Never before has it been so crucial to boost the visibility of your practice. The ideas in this book enable chiropractic practices to experience a complete turnaround from floundering to flourishing... and it will show you the way, too.

Chiropractic Marketing Tools That Will Absolutely Grow Your Practice Dr John L Reizer, 2019-04-26 Whether you have been a practicing doctor for many years or you have just recently opened your doors for the very first time, it is imperative that you learn how to package and present your professional service to potential patients in an intelligent manner. In this book, best selling chiropractic author, Dr. John Reizer provides a step-by-step guide for readers on how to successfully implement the most cost effective marketing tools in the modern chiropractic office.

Doing it Right Kevin Christie, 2020

Chiropractic Marketing Tools that Will Absolutely Grow Your Practice John L. Reizer, 2008-07-13 Whether you have been a practicing doctor for many years or you have just recently opened your doors for the very first time it is imperative that you learn how to package and present your professional service to potential patients in an intelligent manner. In this book, best selling author, Dr. John Reizer provides a step by step guide for readers on how to successfully implement the most cost effective marketing tools in the modern chiropractic office.

Guerilla Marketing Secrets for Chiropractors Devin Polis, 2011-01-06 Guerilla marketing might sound a little extreme. Perhaps it brings to mind images of jungle patterned cloths on rebels forcing unsuspecting consumers to buy products at gunpoint, or small bands of rogue salespeople wandering Corporate America and chanting about liberation. You are in luck, guerilla marketing is not as threatening as it sounds. Actually, when used properly, this tactic is one of the most effective weapons available to today's entrepreneur to cultivate a business and increase sales. The best method to creating an effective guerilla marketing campaign is to determine where your target customers are, and find a unique way to reach them. This book will help you accomplish that goal with your Jeweler Business.

Doing It Right: Modern Chiropractic Marketing Workbook Kevin Christie, 2020-09-22

Chiropractor Marketing Secrets Courtney Kostecky, 2013-02-17 <http://www.DoubleYourChiroPatients.com> (The book also includes \$210 worth of Bonuses) In today's economy, being a business owner is tough. This book will help your business thrive, instead of survive. The focus of the book is getting more patients. The strategies include ideas and simple 'tweaks' to your offline advertising like phone books and direct mail. You will also discover how to effectively use online marketing, social media and video marketing to get new patients and to establish rapport with your current ones. The book is written in an easy to understand format. Included for the very first time is the strategy I used to take a chiropractor from page 12 of Google to Page 1 in 45 days. This strategy can be implemented in as little as 17 minutes per day with zero technical experience necessary. Whether you have been in business for a while, or you are just starting out- Chiropractor Marketing Secrets will give you the advantage your practice needs to thrive in today's economy. You will also learn... *How to avoid being 'scammed' by so called 'Internet Marketing Experts.' * The one thing that EVERY Chiropractor should have in their waiting room. * Effective Email Marketing. * How to Use YouTube to get more patients. * Simple 'Tweaks' to your website to Optimize if for Maximum patient acquisition. * MUCH MORE.

Chiropractor Marketing Secrets Joshua Boxer, Jeremy Goldstein, 2018-01-30 What goes into growing a Chiropractic practice from \$250,000 annually to over a \$2,000,000 a year. We'll share with you the exact approach we use here at GetMeMorePatients.net for growing our customers practices. Chiropractor Marketing Secrets is not just about ads, email campaigns and social media presence. The difference between a good practice and a spectacular practice comes from learning these marketing secrets and applying them to the business of Chiropractic. Packed with examples and anecdotes, the book offers an easy-to-follow framework for how to successfully grow your practice, and takes a blunt, often humorous look at what you may be doing wrong when planning and executing your

marketing approach. You'll learn: how to draft compelling, patient-focused marketing messaging - strategies to increase the effectiveness of your marketing - proven systems to gain interdisciplinary referrals - how to differentiate your practice from the competition - how to build trust & credibility with your marketing - how to create a strong online presence - the secrets to generating quality patient leads who can afford your services All for the purposes of attracting more leads, retaining more high-quality patients and increasing your practice income tenfold or more. Buy The Chiropractor Marketing Secrets and get started on the path to a new and improved practice today.

The Business of Chiropractic Ivan Delman, 2002-01-01

Internet Marketing for Chiropractors Scott Gallagher, 2014-05-21 This book breaks the fundamentals down about marketing a local business on the Internet's greatest channel, Search Marketing. Written for Chiropractors. Considering the basics to strategy, the author provides a clear concise plan for all local business to rank #1 in their market on Google, YouTube, Facebook, Bing, Yahoo, LinkedIn and more.

Marketing Strategies for Chiropractic Success Deborah Tukua, 2014-02-10 Looking for innovative, cost-effective ways to market your chiropractic practice? Author, Deborah Tukua and a panel of 10 successful, chiropractic business owners share what works. Learn promotional article writing how-to, social media insights, multiple marketing strategies, and creative ways to put your patient testimonials to work, promoting your practice in the community. Book includes an attractive patient response form, so you can start collecting and using patient testimonials in your marketing campaigns. A chiropractic information sheet, ready to print and use in practice will inform your patients of the vast scope of chiropractic and encourage referrals. Learn how to reach more with google hangouts and how to productively schedule time out of the office. Do you have a 24/7 salesman on the street? Find out which method of advertising was reported to increase revenue greater than TV, radio, or newspaper ads, even more effective than patient referrals. Successful chiropractors share how to use google hangouts to reach more potential clients, and how to use posture and backpack safety analysis to grow your practice. Have you taken your spine on a promotional parade? We tell you how the experts do it. Gain promotional writing know-how. Deborah tells how to write effective articles to market your practice. Ever wanted to write a book, but don't know where to start? Deborah walks you through the steps. Learn what to do before you write your first chapter. Tried and true, innovative marketing strategies from successful chiropractors and business owners across the country, include interviews with: Dr. Nona Djavid, Dr. Barbara Eaton, Dr. Marco Ferrucci, Dr. Tiffany Johnson, Dr. Stephanie Maj, Dr. James McGuire, Dr. Thomas Potisk, Dr. John Ross, Dr. Alexander Sayas, and Dr. Steven Weiniger. Updated Second Edition - August 2014

Power Positioning Secrets Used by the Top 1% Most Successful Chiropractors in the Country Steven Cox, Claudio Gormaz, 2016-08-31 This book was created for that hard-working chiropractor, the one who dedicates themselves to excellence but isn't where they saw themselves being at his stage of their careers. We aim to teach you how the top 1% most successful doctors in the country attained success with their brand. This book does not contain a series of graphs, diagrams, and unproven theories concocted from someone's imagination which only work if the circumstances are ideal --- like a greenhouse orchid. Every one of these strategies and techniques has been implemented and field-tested by successful medical practice owners. We have hand-crafted curriculums for business growth and market domination. You are getting decades of experience and talent whose business enhancement methods featured in publications like Entrepreneur Magazine, Fox Business and the Washington Post to name but a few. We will show you how:- You can make herculean gains by leveraging strength.- How to start laughing instead of crying about all those competitive challenges the rest of your industry is facing.- How to mine for fortunes that lay hidden in other business relationships.- How to get exponential results that come with endorsement partnering and all of the key influencers they know.* Endorsement partnering will make your practice worth more regarding new patients, new revenue, huge email lists, and key relationships with all of the influencers that you now have.- Acquire the goodwill and credibility of larger, highly respected practices.- Establish almost unbreakable trust, recognition, respect, and confidence in the markets you penetrate.- Leverage millions of dollars invested over the years in a company's employees, training, marketing, advertising, facilities, technology, etc.- How to join efforts with those professionals who already successfully sell products or services to your ideal target audience. Essentially, the entire purpose of our book is to ask two crucial questions, Where's your pain and what would happen if we didn't fix it?

Internet Marketing for Chiropractors Nick Holliday, 2010-05-04 Internet Marketing for Chiropractors is your key to unlocking the internet as your greatest source of patients. You won't find a bunch of marketing cliches in this book. What you will find is a remarkably practical click-by-click guide to finding the patients who want to find you.

Secrets of a Million Dollar Practice James Fedich, DC, 2015-12-29 Are you frustrated struggling in practice? Just getting by? Not enough month left at the end of the money? Is this really what you signed up for after years of school, struggles starting a practice? To just make a living? Barely getting by? Wondering how you will pay the bills? Well, Dr Fedich has been there, and broke through to the other side. He now consistently runs a million dollar a year plus practice, he takes more time off than he can use and enjoys an amazing lifestyle. While he was happy with how things turned out for him, he continued to see his colleagues struggle daily. You have an advanced degree, a license, and office, you have every reason to succeed. Yet, most don't? Why? > Many reasons, but mostly you Don't have a game plan! Why not? No one taught you one! Or, when you do go a practice management seminar, the information is 25 years old. Promotions that worked 25 years ago, don't always work today! The internet should be your number 2 source of New Patients, it didn't even exist 25 years ago! Dr Fedich got tired of gurus who haven't practiced in 25 years giving advice. And even though he is successful and busy, he thought it was time to pass his knowledge to others. Inside this book Practice Statistics: How to keep an track your performance Establishing your practice core values Patient Retention New Patients 101 MONTHLY Promotion calendar with examples! Staff Management and more! This is years of information, thousands of success and failures, boiled into one book! Learn from someone in the field doing it today!

Chiropractic Advertising Harry Edwin Vedder, 1924

Marketing Chiropractic to Medical Doctors Jeff Langmaid, 2016-01-20 IF YOU HAVE BEEN FRUSTRATED BY A LACK OF REFERRALS, LOOKING FOR A SYSTEMATIC WAY TO APPROACH MD'S AND BUILD RELATIONSHIPS, OR HAVE A DESIRE TO LEARN THE WHAT, WHEN, AND HOW, OF CREATING A PRACTICE THAT THRIVES ON INTERDISCIPLINARY COOPERATION, THEN THIS BOOK IS FOR YOU! IN THIS GAME-CHANGING BOOK YOU WILL LEARN- * Proven, Step-by-Step Protocols to Gain Interdisciplinary Referrals * Strategies to Increase the Effectiveness of Your Marketing * How to Position Yourself as the Logical Referral Choice * How to Address the Big 3 Hindrances to Chiropractic Referrals * How to Schedule and Execute a Successful MD Meeting * And MUCH More! THIS BOOK PROVIDES STEP-BY-STEP INSTRUCTIONS ON HOW TO BECOME INTEGRATED IN YOUR LOCAL HEALTHCARE COMMUNITY AND ORGANICALLY TAP INTO THE ENORMOUS AMOUNT OF REFERRALS THAT CAN COME WITH THOSE RELATIONSHIPS. THIS IS SOMETHING EVERY CHIROPRACTOR SHOULD DO FOR THEIR PRACTICE. IT WILL ELEVATE YOUR PRACTICE, BUT ON A GRAND SCALE, THE PROFESSION - CHRIS HOLLOWAY, DC I AM PLEASED TO ANNOUNCE THAT WE HAVE DOUBLED OUR DIRECT MD REFERRALS SINCE IMPLEMENTING YOUR PLAN. - GOLDI JACQUES-MAYNES, DC

Community Connections! Relationship Marketing for Healthcare Professionals Kelley S. Pendleton DC & MPH, 2014-09-15 Whether you're a chiropractor, medical doctor, massage therapist, veterinarian, acupuncturist, or any other provider of a healing art, you've undergone intensive training and developed valuable skills. However, traditional healthcare curricula may not address the critical areas of business, finance and marketing. Proficiency in these skills - especially marketing - can help your practice succeed and allow you to

genuinely connect with your communities. Written by a healthcare professional for healthcare professionals, Community Connections is the first in a series of books designed to bridge the gap between what you're taught in school and how to market a practice in the real world. Using this collection of easy and affordable marketing ideas, any independent healthcare provider can forge a strong and genuine connection with potential clients, regardless of any previous marketing experience. This guide is all about building the unique relationship between a healthcare provider and the local community, while respecting the specific professional and legal issues inherent in that relationship. Whether you're a veteran in the healthcare industry or just getting started, Community Connections contains the valuable advice and practical marketing ideas you need—from the reasons most healthcare practices don't "market," to gaining a deeper understanding of yourself and your community at large. Discover how implementing easy and affordable marketing activities can expand the success of your healthcare practice.

8 Steps Every Chiropractor Should Take to Dominate Their Market Online Naren Arulrajah,2013-07-05 Ekwa provides out-of-the-box Internet marketing solutions to help one chiropractor in one area completely dominate their local market. 8 Marketing Steps Every Chiropractor Should Take to Dominate their Market Online is a product of Ekwa's distilled wisdom derived from its years of experience in online healthcare marketing. From how consumers buy to social media, and understanding the power of Google, 8 steps walks Chiropractic leaders through areas often forgotten when planning an online marketing campaign. Visit www.ekwa.com to learn more about Ekwa Marketing and how they help chiropractors achieve goals never believed possible.

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