



Private Practice Marketing Secrets Mentoring Program Module Five Study Guide

Relationship Building: Leveraging Your Strengths to Create an Endless Stream of Referrals

For best results we recommend that you **PRINT OUT** this Study Guide and **USE** it to **MAKE LOTS** of notes during this program!

Thanks for joining us!



David

DATE: Starts Monday, Aug 2nd

- TO DO:**
1. Download Module Five files [here](#) (pw- ppms2010)
 2. Listen to Module Five recording and follow along with transcript
 3. Use this Study Guide to take lots of notes
 4. Join our Implementation Lab on Thurs Aug 5th

4-Step Action Plan

1. Choose 3 traditional strategies for getting your name in front of referral sources.
2. Choose 3 non-traditional strategies for getting your name in front of referral sources.
3. Create & implement your plan for using these strategies.
4. Follow up and keep your name in front of your referral sources.

We are committed to helping you build your ideal private practice and fill it with your ideal clients.

Are you?

**Module Five
Relationship Building:
Leveraging Your Strengths to Create
An Endless Stream of Referrals**

In Module Four you will learn -

- Traditional Strategies for Getting Your Name in Front of Referral Sources
- Non-Traditional Strategies for Getting Your Name in Front of Referral Sources
- How to Keep Your Name in Front of Referral Sources with Strategic Follow Up
- How to Create Your Champions
- AND much more!

Let's Get Started!!

I. *How to Get Your Name in Front of Referral Sources*

Traditional Strategies

1. _____
2. _____
3. _____
4. _____
5. _____

Non-Traditional Strategies

1. _____
2. _____
3. _____
4. _____
5. _____

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IV. How to Keep Your Name in Front of Referral Sources with Strategic Follow Up

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____

Important Notes:

Module Five
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V. *How to Create & Take Care of Your Champions*

1. _____
2. _____
3. _____
4. _____
5. _____

Important Notes:

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VI. Resources for Your Next Success Steps

Resource #1: Effortless Referrals Grid ([download here](#))

Resource #2: Client Tracking Form ([download here](#))

Resource #3: How to Get Sponsored audio program ([download here](#))

Our Next Meeting:

**Module Five
Implementation Lab**

DATE: Thurs Aug 5th & 12th

TIME: 3:00pm pacific/6:00 pm
eastern

TO JOIN: 408-490-3078

PIN 466194#

Our Next Module:

**Module Six
Getting Hired:
Converting Prospects to Clients -
The Key to Private Practice
Success**

DATE: Starts Monday, Aug 16th

TO DO: 1. Download Module Six
files [here](#) (pw- ppms2010)

2. Listen to Module Six
recording and follow
along with transcript

3. Use the Study Guide
to take lots of notes

4. Join our Implementation
Lab on Thursday Aug 19th

Private Practice Marketing Secrets Mentoring Program Links

Home Page- <http://www.milliondollarpractice.net/ppmsmain.html>

Schedule- <http://www.milliondollarpractice.net/ppmschedule.html>