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ANJC Spring Convention New Patients

That's all we're talkin' about!
After being surveyed, you wanted this!

\$25 Reserves the *Early Bird* Rate

Complete and fax before March 1st - 908.722.5677
Reserve your seat for \$25 NOW!

Headliners: Bill Esteb ▲ Noel Lloyd ▲ Kathy Mills Chang
Plus Moderated Panel Discussion – We'll take your questions!

GIVEN you wanted this topic ▲ **GIVEN** ANJC has 1600+ members ▲ **GIVEN** we have 450 spots

Here's just some of what's covered:

- **Growing the Practice:** 13 keys to growing your practice in 2010.
- **Weekly patient visits:** Getting from 0 to 200 in record time.
- **New Patient Calls:** We'll cover it all – forms; scripts; handling difficult questions; collections, preparing for 1st visit.
- **First Patient Visit:** Greetings; gathering info; doctor/patient scripts/roll playing; discharging patient from 1st visit; handling 1st visit finances.
- **Report of Findings:** How to strongly influence patients; roll play/script financial report of findings; setting - multiple appointments; getting patients on payment plan; setting up healthy lifestyle workshops.
- **Re-exam:** What to say; we'll script it and roll play.
- **Associate DCs:** Find and develop associate doctors who are profitable and appreciate what you're offering.
- **New Patientology:** How to set a strong foundation for the internal game of getting new patients; new patient's greatest apprehensions, what they want besides relief; your chiropractic story – is it attractive; dangers of showing up as a spine fixer.
- **Laws of Attraction:** New patient attraction principles; identify/neutralize the most common emotional subluxation that gets in the way of having a busy practice; today's most essential new patient resource; what bank robbers and new patients have in common; easiest way to plant new patient seeds; overlooked mistakes that kill reactivations; what the busiest chiropractors do – that you can do

When: Sat, April 17th from 8:15am-6:30pm
Sun, April 18th from 8:30-1pm

Where: Berkeley Oceanfront Hotel: 1401 Ocean Avenue, Asbury Park

For more info call ANJC HQ at 908.722.5678 or email sig@anjc.info

Complete and email to sig@anjc.info or fax to 908.722.5677

Name		
Name	<input type="checkbox"/> Assoc. Doctor or <input type="checkbox"/> Staff	
Name	<input type="checkbox"/> Assoc. Doctor or <input type="checkbox"/> Staff	
Address		
City	State	Zip
Email	Phone	Fax
Fees: Doctor – \$25 reserves your spot through Feb 26th; so sign-up early. We balance bill towards end of March. <input type="checkbox"/> \$125 through Feb 26, 2010 <input type="checkbox"/> \$175 through Mar 31, 2010 <input type="checkbox"/> \$225 as of April 1 or at the door	Fees: CA's/Staff – \$25 reserves spot through Feb 26th; so sign-up early. We balance bill towards end of March. <input type="checkbox"/> \$100 through Feb 26, 2010 <input type="checkbox"/> \$145 through Mar 31, 2010 <input type="checkbox"/> \$175 as of April 1 or at the door	
Hotel Reservations: ANJC has blocked a limited number of rooms to be reserved for a special price of \$109/night + tax. To make reservations call <i>The Berkeley Oceanfront Hotel</i> : 1401 Ocean Avenue, Asbury Park NJ, 07712 – (732)776-6700 Make sure to mention you're with ANJC		
Payment Total Amount: \$_____ <input type="checkbox"/> Checks - Payable to ANJC <input type="checkbox"/> Credit Card or <input type="checkbox"/> Debit Card <input type="checkbox"/> Visa <input type="checkbox"/> MC <input type="checkbox"/> AMX <input type="checkbox"/> Discover Card# _____ Exp Date _____ Signature _____		
Cancellation Policy: Includes refunds less 25% admin charge if request received 7+ days prior to event. No refunds after that time. For more information call ANJC headquarters at 908.722.5678.		