

This is short checklist to help you stay on track based on Lee’s story:

<input type="checkbox"/>		☺	☹	☹	Comment
<input type="checkbox"/>	Do you use ‘pain’ effectively in your education and marketing for potential new patients?				
<input type="checkbox"/>	Do you effectively communicate with other allied health professionals?				
<input type="checkbox"/>	Do you have a list of your referral network?				
<input type="checkbox"/>	Do you explain what you do effectively to your patients?				
<input type="checkbox"/>	Do you tell your patients to always come in when they have a cold or a flu or simply feel crappy?				
<input type="checkbox"/>	Are you feeling confident managing your patients?				
<input type="checkbox"/>	Are you explaining to your patients why several treatments are often required?				
<input type="checkbox"/>	Do you feel confident in prescribing herbs?				
<input type="checkbox"/>	Do you patients take the herbs that you prescribe for them?				
<input type="checkbox"/>	Do you use a good herbal dispensing system that works with your style of practice?				

What are my key learnings

- 1) .....
- 2) .....
- 3) .....

Do I need a more detailed plan for implementation?