

Services

Referral network solutions to grow your practice, get more referrals & develop great teams

Are you *finally* ready to be the hero of your referring partners' referral woes (instead of the cause)?

If you've been floundering around trying to figure this referral thing out on your own and you:

- Know you could be getting more referrals
- Think there may be a better way to go about this process
- Want a well-trained, rock star physician liaison or business development team
- Are looking for the shortcut on how to get there
- Any of the above...

We supply the guide who has built, trained, and coached the country's top referral practices. Someone who has been there and done that and can provide the real-world practical application that actually works.

And... We're ready to share the guidebook with you!

Whether you're starting from the ground up or looking to expand what you already have in place, we'll work together to build a referral program that keeps you busy seeing patients for years to come!

ROADMAP PACKAGE

Don't know where to start? Then the Roadmap Package may be just the thing for you.

The Road Map Package takes an in depth look at your program and creates the customized plan (road map) for getting where you want to go.

This is designed for the DIYers who are looking for a nudge in the right direction and want to know all the short cuts for getting there.

The Roadmap Package Includes:

- 2 full days on site
- In depth program and materials review
- The road map and plan for how to get where you want to go (and the short cuts to get there)

ELITE PERFORMANCE BOOT CAMP TRAINING PROGRAM

The [Elite Performance Boot Camp](#) is our most popular program and designed specifically with your physician liaison or business development team in mind. Whether you've been in healthcare sales for 20 seconds or 20 years, this boot camp is guaranteed to sharpen your skills and boost your performance.

We've had more than one liaison tell us that it shaved 18 months off of their ramp up time in a new territory!



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The [Elite Performance Boot Camp](#) is a 12 week program empowering and preparing liaisons to build their region, relationships, and referrals.

The [Elite Performance Boot Camp](#) includes:

- 2 days of on-site and in field coaching
- 6 weeks of weekly coaching sessions
- Success homework
- CRM access
- Access to the Physician Liaison community (unlimited training, interactions, & resources)

ELITE PERFORMANCE COHORT

The [Elite Performance Cohort](#) is the virtual counterpart to the Elite Performance Boot Camp offered in a group coaching environment.

The 12 week cohort is offered a couple of times a year and is ideal for practices who are:

- Ready to train someone in the office to go visit referring doctors part time
- Wanting a refresher for their business development team
- Looking for a smaller financial investment that will still make a big impact

The [Elite Performance Cohort](#) includes:

- 9 weeks of weekly group coaching sessions + 6 online learning modules
- Success homework
- Access to the Physician Liaison Community for unlimited any time resources and support

MOMENTUM PROGRAM

The Momentum Program is a comprehensive monthly, retainer based program for building a successful collaborative care program.

Using a done with you approach, The Momentum Program offers your practice *all* of the referral network program support you need, when you need it, for as long as you need it.

The Momentum Program Includes:

- 2 day initial site visit with comprehensive development plan
- Quarterly site visits
- Business development team recruitment and training
- Ongoing business development team coaching, guidance, and success monitoring
- Templates and resources

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- Strategic introductions
- CRM access
- Physician Liaison Community access

HOW TO HIRE A PHYSICIAN LIAISON TRAINING COURSE

Are you a DIYer who is ready to hire a physician liaison but don't want to pay recruiter fees?

Learn all the inside secrets for exactly how we hire physician liaisons like where to look and what to look for. We'll even share all of our templates with you.

Become a pro at business development recruiting and never hire a recruiter again.

How To Hire A Physician Liaison Training Course Includes:

- How To Hire A Physician Liaison Training Modules
- Weekly coaching support and guidance including candidate resume reviews
- Final candidate screening interviews and feedback
- Templates for job postings, job descriptions, offer letters, and more (everything you need to make the hire)

BUSINESS DEVELOPMENT TEAM RECRUITMENT

Not a DIYer and prefer a done for you approach?

If you're looking for a rock star physician liaison or business development rep but have no idea what to look for or where to find them, save yourself the time and hassle and let our team find and train your next superstar.

Business Development Team Recruitment Includes:

- Job postings
- Candidate screenings and interviews (we select our 2 favorites for you to pick from)
- Coaching, guidance, and support throughout the hiring process

Don't see what you're looking for or need something more customized to your practice?

Let's hop on a quick call to see what might work best for your collaborative care growth needs!