


DOCTOR INTEGRATION
FOR ROCK STAR HEALTH COACHES

RECAP OF LAST WEEK

- How to connect with doctors
- How to get the initial meeting
- Conducting the initial meeting
 - What to say
 - How to be prepared
 - What to bring
- Conducting Follow-ups

HOMEWORK LAST WEEK

- Create a Value Proposition Folder
 - Reach out to your accountability partner and schedule a 1-on-1.
 - Start a conversation:
 - In-person
 - Call an office
 - Stop in an office
 - Ask friends and family to introduce you
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LET'S START OUR DAY WITH SOME INSPIRATION

“Activity without purpose is the drain to your life.”

-- Tony Robins

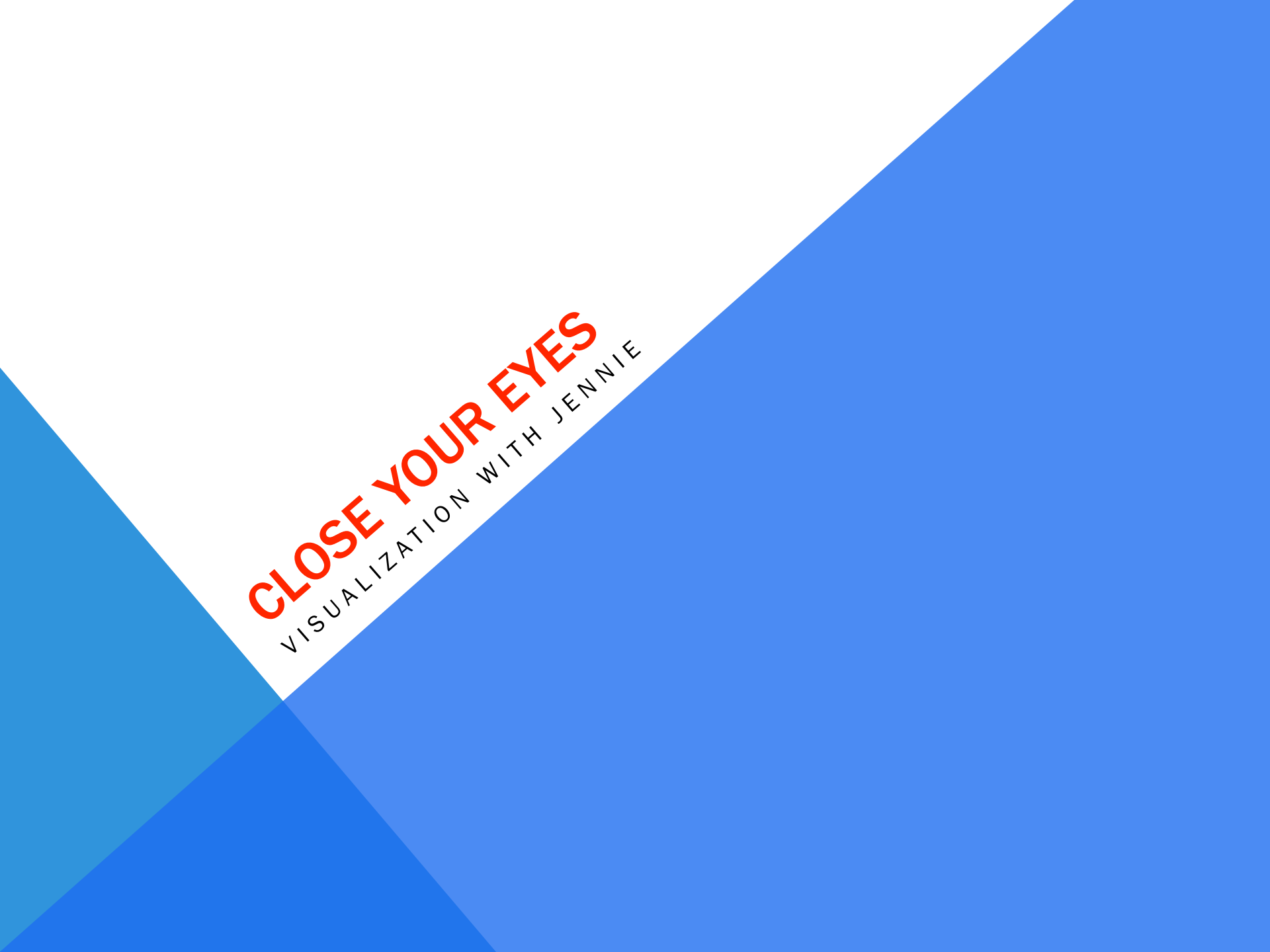
"Inaction breeds doubt and fear. Action breeds confidence and courage. If you want to conquer fear, do not sit home and think about it. Go out and get busy.”

--Dale Carnegie



TODAY

- Coaching Call!



CLOSE YOUR EYES
VISUALIZATION WITH JENNIE

HOMEWORK

- Walk yourself through the coaching sequence:
 - What do you want?
 - What will having that do for you?
 - What might you need to let go of to make that possible?
 - What needs to be in place for you to move forward?

- Catch up on last weeks' calls
- Get in touch with your accountability partner

REFRAME: NOT FEAR, UNDERSTANDING

"Nothing in life is to be feared. It is only to be understood."

--Marie Curie

