

The Ultimate Sales Machine For Medical Clinics



How to Generate More Bookings

For Dermal Fillers and Anti-wrinkle Injections Instantly and Knock Your Competition Out of The Park

Prepared by Huyen Truong and the team from Online Marketing For Doctors

TABLE OF CONTENTS

Introduction	1
1. Patient/Client Activation Campaign	2
2. Set up a Client Referral Campaign	5
3. Create Attractive Package Pricing	6
4. Clever Content Marketing for SEO	7
5. Laser-Targeted Paid Search Campaigns	11
Special Bonus	17
About the Author	18
About Online Marketing For Doctors	22
What Other Surgeons Say About Us	25
Videos and Ebooks	27

INTRODUCTION

If you take a look at the range of aesthetic clinics available today, you'll find that almost all of them offer dermal fillers and anti-wrinkle injections as standard procedures.

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These services are ubiquitous, available at plastic surgery clinics, laser clinics, beauty clinics, GP practices, and dermatology clinics, among others.

However, despite their popularity, the competition is getting fiercer than ever before. Clinics are struggling to differentiate themselves from others and compete against those offering rock-bottom prices.

We understand your frustration.

With a decade of experience helping aesthetic clinics promote their services, we've put together a solid guide on how to effectively promote dermal fillers and anti-wrinkle injections.

In this guide, we'll show you three ways to promote these services online, providing you with step-by-step instructions to ensure your success:

- Patient/Client Activation Campaign
- Set up Client Referral Campaign
- 3. Create Attractive Package Pricing
- Clever Content Marketing for SEO
- 5. Laser-Targeted Paid Search Campaigns

Now, let's take a dive in the first way!



1. PATIENT/CLIENT ACTIVATION CAMPAIGN

M Email:

Set up an existing client SMS/email activation campaign -"Thank you" campaign

The 7-Day Cash Machine was created by internet marketing guru Frank Kern. It's quick and easy email campaign that has the potential to bring in thousands of dollars into your clinic in a matter of hours.

Imagine each and every client/patient was blown away with the results you got for them. They thanked you, asked if you could do more to help them, and referred you to their colleagues and friends. It's totally possible.

Here is something absolutely critical you need to fully integrate. Everybody thinks they need "new people".

You don't.

Old cash pays the same as new cash. Old cash is a lot easier too. Old cash works a lot faster too. Old cash is tried and true.

Plus, more importantly, getting new people is where all the competition is. All the real money is made in retaining and upselling.

To get the best results, offer a significant discount. You could tie this into a holiday sale like Australia Day, Valentine's Day, Easter, Black Friday, Cyber Monday or make up your own reason for the discount.

If your clinic has a database of hundreds or thousands of existing patients/ clients, then you have a valuable gold mine that can be utilized and activated.

The strategy is to send O2 emails and O1 SMS within seven days, each with a simple message that thanks patients/clients for their loyalty over the years and offers them a special gift.

This approach allows you to target patients/clients who haven't yet used your fillers or injections services and provides an excellent opportunity to introduce and cross-sell these services to them. Alternatively, you can send the message to past fillers and injections patients who haven't visited in a while, encouraging them to return.

Address: B407/440 Harris Street, Ultimo, NSW, 2007

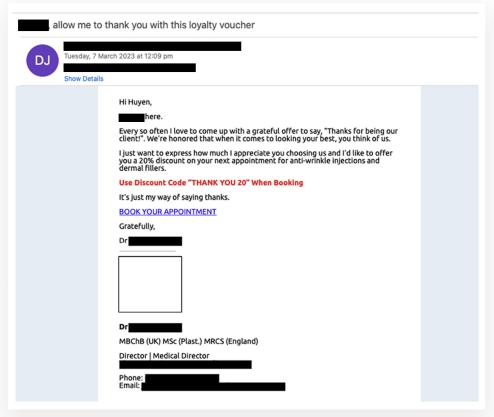
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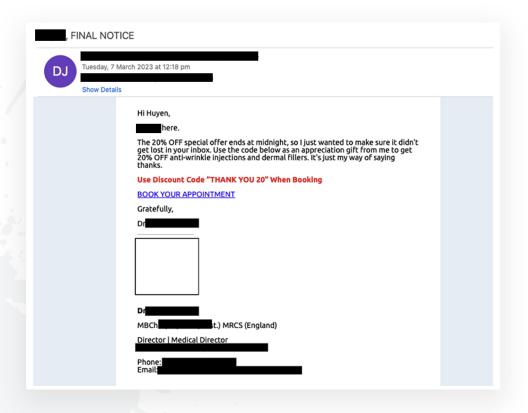




M Email:



Example of the 1st "thank you" email sent out to your patient or client database



Example of the 2nd email sent at the end of the 7 day to remind them about this special offer

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Phone:

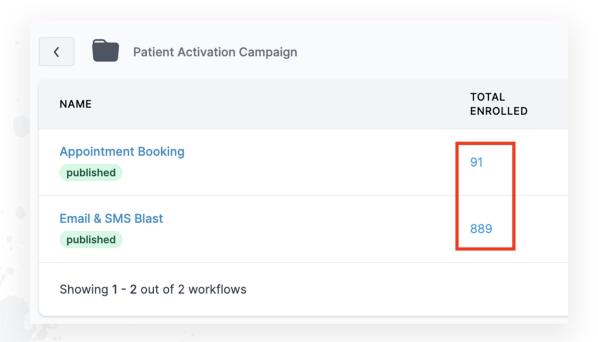
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here. Every so often I love to come up with a grateful offer to say, "Thanks for being our client!". We're honored that when it comes to looking your best, you think of us. I just want to express how much I appreciate you choosing us and I'd like to offer you a 20% discount on your next appointment for anti-wrinkle injections and dermal fillers. Just use discount code "THANK YOU 20" when booking. Click here: https://theaestheticgroup.com.au/lp/?utm_medium=sms Reply STOP to unsubscribe. Thanks,

Example of the SMS blast content

Below, you can see the impressive results of a patient activation campaign we implemented for a clinic in Melbourne. With just 900 emails and SMS sent, we were able to secure 91 bookings in the first week, resulting in a remarkable 10% conversion rate.





2. SET UP A CLIENT REFERRAL CAMPAIGN

M Email:

Phone:

Send a SMS and Email to Ask For Referrals From Existing Clients

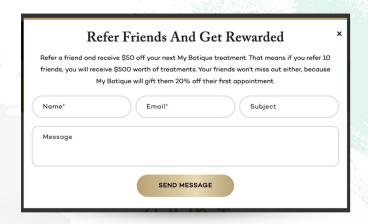
Thank the clients for their business, and how appreciative you are of their trust and support.

If they know any friends or family members who might need help with treatments, we are happy to give you **both 15% off for the next treatment or complementary lip filler valued \$300.** Book your free consultation before April 30th for this special offer.

Again, we can tie this to some special days along the year, there are Australia Day and Valentine's Day, Easter, Mother's Day...etc or it is best to set the calendar to send out this email and SMS every 2 months.



Source: The Medical Laser Clinic



Source: My Botique



3. CREATE ATTRACTIVE PACKAGE PRICING

M Email:

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One effective strategy for increasing treatment frequency and generating more revenue per client/patient is to incentivize them to purchase larger packages.

By offering savings to clients/patients who buy bigger packages, you can increase cash flow for your clinic, encourage more frequent visits, and create opportunities for cross-selling and upselling other procedures, such as laser treatments or other skin therapies.

Offering package options can not only increase revenue in the short term but also secure future sales by keeping clients/patients committed to your clinic.

By incentivizing them to purchase larger packages, you can prevent them from seeking services elsewhere and build a stronger relationship with them.

By offering attractive package deals and building strong client/patient relationships, you can set your clinic apart from the competition and foster a loyal customer base.

		PACKAGE 1		
		TOX + FILLER PACK	AGE	
	2mls of Dermal Fillers + 50	units of Anti-Wrinkles = \$1,697	Full price: \$2,237	Save: \$540
PACKAGE 2				
MLS	PRICE	PRICE P/ML	FULL PRICE	SAVE
Lips	\$495	-	-	
1ml	\$750	-	-	-
2ml	\$1350	\$675	\$1500	\$150
3ml	\$1950	\$650	\$2250	\$300
4ml	\$2450	\$612	\$3000	\$550
5ml	\$2950	\$590	\$3750	\$800
Buy 2 1	MLS - Save \$150	Buy 3 mls - Save \$300 Buy 4	MLS - Save \$550 Buy 5 mls - 5	Save \$800
Pre-Pay & Save!				

Example of package pricing to encourage clients to pre-purchase and save







4. CLEVER CONTENT MARKETING FOR SEO

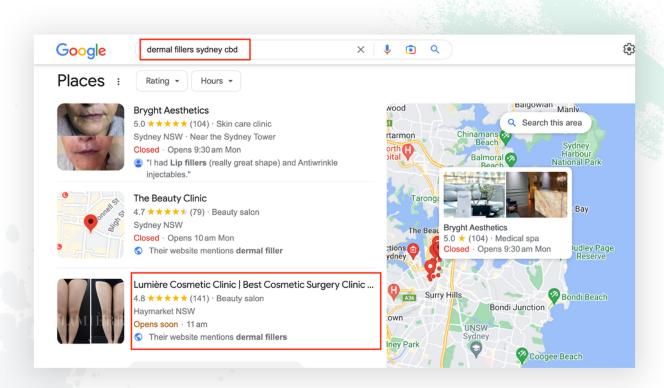
M Email:

Phone:

Most aesthetic clinic websites have two standard pages: Dermal Fillers and Anti-Wrinkle Injections. These pages contain two of the most competitive keywords in the aesthetic industry.

Unless potential customers specifically search for "dermal fillers + suburb name" and are looking for a clinic in that specific area, you'll find it challenging to compete with other clinics attempting to rank on organic search results.

Even if you are one of the clinics offering this service in the area, the odds of showing up on Google Maps are slim unless you know how to optimize your Google My Business listing effectively.



Example of one of our clients' Google My Business listing where we optimise the "dermal fillers" keyword for Sydney CBD area.

Each user has a distinct set of problems or pain points that they seek to address, such as thin lips, wrinkles on the forehead or under the eyes, a desire for a slimmer jawline, lifting of the eyes or brows, or mouth lines and creases.

M Email:

Phone:



However, it is not feasible to address all of these conditions or problems effectively with a general dermal fillers or anti-wrinkle injections page.

To create an effective web page or landing page, it is essential to understand and address the specific problems or pain points that your prospects are experiencing.

Your clients are not curious about you, they are curious about how you can solve their problem.

Most clinics make the enormous mistake of telling their story to their clients, as though their clients are somehow interested. Clients are not interested in your story. They are, rather, interested in being invited into a story that has them surviving and winning in the end.

Treat a web page or landing page like a story. When you are describing the story that you're inviting prospective clients into, always start with the problem.

The problem is the hook.

If a story doesn't have a problem the story never gets started.

That is the issue with a general page about fillers or injections, they couldn't specify unique problem that prospect is looking for the solution.

That's why we need dedicated pages for each problem that prospects have. Make sure the first statement is a clear problem and make sure it is a pain people actually feel.

Do not try to include every problem your prospects face in your web page one-liner opening. Name only one problem and make it the one we are trying to solve here.

Example:

"Are you bothered by thin lips?

As you age, the collagen in your lips breaks down and the muscles tire, leaving your lips looking and feeling thinner. We understand how frustrating this can be.

Let us help you create plump, natural-looking lips with immediate results through our lip fillers."





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M Email:

Drawing on our extensive experience, we have compiled a comprehensive list of conditions that can be effectively treated using fillers and/or injections.

However, if you come across any additional conditions that can benefit from these treatments, please feel free to add them to the list.

- Cheek Fillers
- Chin Filler
- Crow's Feet
- Dynamic and Static Lines and Creases
- Eyebrow Lift
- Facial Slimming and Jawline Slimming
- Facial Recontouring
- Facial Volume Loss
- Forehead Wrinkle Treatment/ Forehead Lines
- Frown Lines
- Furrow Lines
- Bunny Lines
- Gummy Smile Treatment
- Hay Fever Treatment
- Mouth Lines and Creases
- Non-Surgical Brow Lift
- Non-Surgical Face Lift
- Liquid Facelift
- Non-surgical Facial Rejuvenation
- Non-surgical Neck Lift
- Nefertiti Lift
- Nose Filler
- Nose Reshaping
- Jowls Lifting With Filler
- Jawline Filler and Enhancement
- Grinding Teeth
- Downturned Mouth
- Tear Trough Filler
- Temple Filler (Hollows)
- Lip Lines/Smoker's Lines/ Upper Lip Wrinkles
- Lip Fillers
- Lip Augmentation
- Wrinkle Reduction Treatment
- Smile lines, Laugh lines (Nasolabial Folds)
- Skin Depressions
- Radiesse Biostimulator/Butt Lift/Butt Injections





- Earlobe Rejuvenation
- Hyperhidrosis Treatment For Excessive Underarm Sweating

Developing dedicated pages for each condition will strengthen your website's SEO profile, increasing your chances of being discovered on Google search results when users search for their specific problems.

As a result, your website's conversion rate is likely to improve, as prospects are more likely to be convinced if they perceive that you offer a solution to their unique issue.

You may be concerned that producing numerous pages could be a time-consuming task. However, rest assured that the page content does not need to be extensive. Starting with 800 words per page, you can effectively communicate the problem and its solution, including the details on administering fillers and injections.

As a bonus, I will provide you with a complete list of keywords that you can target for both SEO and paid search campaigns at the end of this guide, giving you a more comprehensive approach to your digital marketing strategy.

Click here to view our list of money-making keywords.

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5. LASER-TARGETED PAID SEARCH CAMPAIGNS

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Now that you have a comprehensive list of sub procedures/conditions that you can treat with dermal fillers and injections, you can build specific landing pages and write compelling ads copies for your Google ads and social media ads campaign.

Nine Sections of a Landing Page That Works;

It's absolutely possible that a website can be a great work of art and also dramatically increase your sales. That said, too many clinics spend thousands on a website that, ultimately, is simply a great work of art and doesn't affect their sales at all.

If you can create an artistic, beautiful website that still sells, that's terrific. But in my view, the artistic statement is icing on the cake. I want your website to grow your business.

There are nice sections of a website or landing page that we've seen increase sales time and time again. Each of these sections are like hooks in the pond: the more of them you include, the more fish you will cash.

The sections of a website/landing page we will help you create are:

- **1. Header:** This is the top section of your webpage where you use a few words to communicate your offer and the Call to Action button.
- 2. The Stakes: In this section, you should state your one-liner about the problem and solution, as discussed earlier.
- 3. The Value Proposition: What's unique or different about your approach? Or what are the values/benefits of your services.
- 4. About Us: Here, you introduce yourselves and explain how you can help solve prospects' problems.
- 5. The Result Showcase: How does your clients/patients feel after you solve their problem?

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- Display your results: Show before-and-after pictures and videos of your work, and provide details about the cases so prospects can understand the condition and how you treated it. If possible, include many before-and-after video results. Ensure that the lighting for the photos or video shoot is good, and enhance the results.
- Highlight the unexpected benefits: Emphasize any unforeseen values that your clients or patients have experienced after using your services. These could be improvements in confidence, quality of life, or other benefits that they didn't.

6. Credibility and Trust Building:

- Include more relevant testimonials in the form of videos and text that highlight the featured treatments.
- Showcase your clinic facility with authentic images and videos that provide an inside look at the patient experience, including the team behind the scenes. Introduce your therapists, whether they are doctors or nurses, and provide a bit of background on their personal and professional experience to help prospects connect with them.
- 7. The Plan: This section reveals the steps that prospects must take to do business with you and solve their problem. Use a clear Call to Action, such as "Book a complimentary consultation" or "Call us now at xx xxxx xxxx".

To make it easy for prospects to book appointments, consider adding a web form to your landing page with the Google maps embedded. Make sure to include a question about how they found your clinic, with a dropdown of different channels, so you can track the effectiveness of your marketing efforts.

For an added bonus, consider offering a live chat feature staffed by 24/7 agents who can help book consultations at any time of the day. We can assist you in setting this up to ensure a seamless experience for your potential clients.

8. The Prices: If your pricing is competitive, showcase it on the landing page. Otherwise, mention that pricing will be determined through the consultation and provide starting prices only.

Example of the page content if you do charge for consultation.

- 8. FAQs: Answer all the questions that prospects might have about the procedure to avoid them looking elsewhere for information.
- **9. Lead Magnet:** You may be aware that 95% of website visitors leave without taking any action, such as calling or making an enquiry. This is often because the website lacks a lead magnet to capture user information and nurture them over time.

To address this, it's ideal to have a lead magnet for each condition or service that you want to promote. The examples below are for general pages such as dermal fillers or anti-wrinkle injections pages only.

You could offer lead magnets in various formats such as guizzes, ebooks, guides, videos, webinars, and more. Choose the format that works best for your audience and business.



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Ads Copies That Stand Out From The Crowd

Now that you have a high converting landing page, it is time to write compelling ads copies.

Crafting attention-grabbing ad copies is crucial once you have a high-converting landing page. The golden rule of writing effective ad copies is the same as that for landing page copywriting - addressing one problem per ads.

There are two types of ads you can create.

1. The first involves targeting prospects' problems by clearly stating their issues and proposing a solution, along with an attractive offer

Many ad copywriters make the mistake of mentioning generic types of copies such as talking about their experience, facility... but prospects are primarily concerned with their own problems and are searching for solutions.

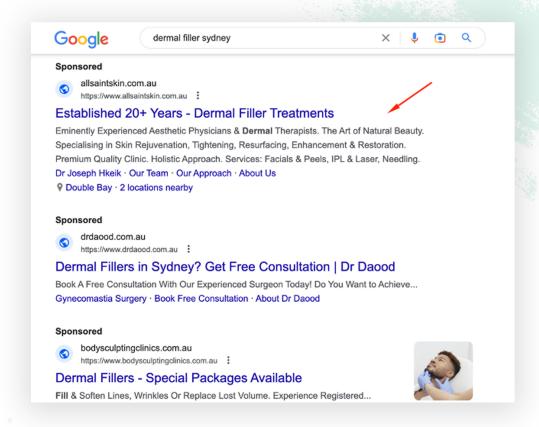


Here's an example of poorly written ad copy:

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For **Doctors**

Leads. Sales. Profit.



2. The second type of ad focuses on promoting the lead magnet's title to make it stand out from the sea of similar ads

You can create a catchy ebook title, such as "Smart Women Don't Get Wrinkles," which is more likely to get clicked if a prospect types in "wrinkle removal treatment" than a generic ad like the example above.







As a special bonus, we have compiled a **comprehensive list** of all the money-making keywords that are relevant to dermal fillers and anti-wrinkle injections. This list will provide you with valuable insights and enable you to optimize your SEO and paid search campaigns for maximum profitability.

Click here to view our list of money-making keywords.

Phone:

M Email:

Phone:



ABOUT THE AUTHOR



Huyen Truong

Search Marketing Strategist of Online Marketing for Doctors Passionate Entrepreneur / Writer / TV Show Host / Hip Hop Dancer/ Avid Golfer / World Traveller

Hi, I'm Huyen Truong

Not Hannah Truong

Or Helen Truong 😊

I'm Australian. I have lived and worked on three different continents, but I was born and raised in Vietnam in a poor working-class family during the decentralising economy period of the 1990s. It was very tough back then.

I have walked a path that few other entrepreneurs have.

My parents worked very hard juggling various business ventures just to put food on the table.

I learnt one valuable thing from my parents' success.

ABN:

One word. Persistence.

Nothing in this world can take the place of good old persistence.

M Email:

Phone:

Talent won't. Genius won't. Education won't.

Persistence and determination are all-powerful.

They are the principles that enabled my parents to rise up in their lives when most people their age were giving up or thinking about retirement.

Growing up, I saw them trying many different types of businesses and opportunities, until they finally experienced a breakthrough with one of their businesses when they were in their late 40s.

My parents had finally turned a business into a multi-million dollar business. But it took a long time to get there.

Persistence.

It was in this humble beginning that inspired me to dream of a better future for myself, and I picked up my business sense from them.

I started selling candy for money when I was 5. I was trying to sell things around me as much as possible to make any extra cash I could to buy treats that my parents were unable to afford at the time. The entrepreneurial spirit inside of me was un-leashed very early on, and I haven't looked back.

Through many years of working hard and saving money, my parents were able to send me to the United States for graduate education. I graduated from the University of Missouri-Columbia with an MBA during one of the worst financial crises, 2008-2010.

I had started selling online advertising in the early 2000s when online marketing was still in its infancy; and I knew back then it would be the future of marketing. But during that financial crisis, instead of choosing to stay in America and trying to survive there, I decided to make a bold move by packing my bags and moving to Australia. It's something none of my classmates even considered. M Email:

Phone:









I moved to Australia in 2011 as a poor student without any connections, no job, money, or family and friends—just two suitcases and more than \$US 100,000 in student debt.

I started out sharing a room with another student, living in a tiny old house with 8 other students, with no heater and just one bathroom to share.



Every night, I could feel the cold, high-pitched whistling winds blowing through the rattling bedroom window, keeping me awake at night. Life didn't look so promising back then.

But I had this dream on the first day I stepped foot in Australia of creating a leading digital marketing agency, and that dream has kept me going until today.

Back then, I had no idea how to make it happen, but I just knew deep down that I was going to achieve it someday.

M Email:

Phone:





I started small, slowly building a reputation by working on multiple jobs helping small businesses with their search marketing. Result Driven SEO was the first agency I founded, and while it didn't happen overnight, it started growing bigger and bigger.

But it grew to a point when I realised that the competition in this broad industry was getting really fierce. The competition was everywhere, and everyone was chasing any potential client making any wild promise they could just to land them

It was in those moments that I began to understand the value of specialising in one niche and how it could set my agency apart from my competitors. That's why I founded Online Marketing for Doctors (OMD) and Queen of Cosmetic Marketing, to claim my celebrity authority on a niche industry that I know very well.



This company has since grown incredibly well over time, and I couldn't be prouder of the work that my wonderful OMD team has done to support cosmetic and plastic surgeons across Australia and around the world, to achieve their own dreams for their practices. It has been incredibly satisfying work.

But the tale doesn't end here. It is constantly being rewritten every day with new exciting challenges and opportunities in this dynamically changing and ever-growing industry. And I plan on continuing to push forward, striving to be the best that I can be, in the same fighting spirit that my wonderful parents instilled in me those many years ago.

Persistence.

I was lucky to meet Warren Buffet—billionaire and legendary investor—when I was doing my MBA in the USA, and he told us this;

"Someone's sitting in the shade today because someone planted a tree a long time ago." - Warren Buffet





ABOUT ONLINE MARKETING FOR DOCTORS



Leading Search Marketing & Lead Generation Firm for Medical Clinics.

Online Marketing For Doctors is a specialised digital marketing agency focused exclusively on generating new patients for medical clinics.

Our team of specialist marketers understand the unique requirements of professional medical service providers, and we've designed customised online marketing strategies for aesthetic clinics, conforming to AHPRA (Australian Health Practitioner Regulation Agency) and fully GDPR & HIPAA Compliant.

Today's tech-savvy consumers have become empowered to critically assess their healthcare options online before choosing to book an appointment. We help potential patients find and choose your practice.

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Together, we achieve:

- Increased revenue
- Increased profitability
- Reduced marketing costs
- Reduced risk
- Saved time
- Scalability

We do this through a variety of methods, primarily:

SALES FUNNEL AND MARKETING AUTOMATION

M Email:

Phone:

We help you automate your lead generation and converting process through our advanced thoroughly tested sales funnel strategy that sets you up as an expert in your field, generating you higher quality leads and helping to save you time while scaling your practice on autopilot.

HIGH CONVERTING WEB DESIGN & DEVELOPMENT

Our team of highly trained medical website designers understand what elements are needed to build a professional quality website that turns visitors into patients.

ORGANIC SEARCH MARKETING

Combining Technical SEO, Link Building, Content and Analytics, we drive revenue growth through a results-driven approach to generating qualified web traffic for our clients.

PERFORMANCE PAY PER CLICK ADVERTISING

We leverage our significant expertise in the areas of Google Ads. Meta Ads. Tiktok Ads and Display Advertising to drive practice growth and deliver rapid return on investment.

MARKETING TRAINING

We train medical professionals to leverage their time and scale their practices through our automated marketing system that will consistently deliver more patients, saving them hours of working on marketing.

SEARCH CONSULTING

We conduct training sessions, audits and competitor analysis to educate medical professionals on how to maximise return on investment from their online marketing.

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If you like what you read, then **Book a 15 min NEW PATIENT GENERATION Strategy Discovery Call with us**, to learn how you can get a high-converting website for doctors & surgeons that generates MORE PATIENT bookings within the first 14 days!

https://onlinemarketingfordoctors.com/discovery-call-booking/

Phone:

What to expect during your one-on-one?

- Current Digital Marketing / Website Audit
- New Patient Generation Blueprint
- Competitor Insights
- Expectation Timeline & Exact Pricing





M Email:

Phone:

DR. NAVEEN SOMIA

Client's Testimonial: https://www.youtube.com/watch?v=lvTJ4JStdvE

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"What I saw was the ranking slowly starting to climb and we were very happy with the way the rankings were going, especially for some of the keywords that I wanted to be on the first page of Google.

That translated into a lot of visitors coming to my website. Over the last 12 months we have increased the web traffic by over 100% and also increased the conversions by 100%.

And so far, I'm happy with the progress that we have made. And the one nice thing about Huyen is that every time she had the option to go with the more expensive version, she always recommended the cheaper version with the view of adding value to me as the client, which is very reassuring and a lot different from what my experiences have been in the past."

Dr Naveen Somia MBBS, PhD, FRACS Cosmetic & Plastic/Reconstructive Surgeon/ ASAPS President

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Client's Testimonial: https://youtu.be/F4vvStugS8M



"We've seen a significant increase in our website traffic and enquiries by over 300%, with an obvious uptake in new patient enquiries and conversions coming through the clinic. We've seen a complete turnaround in our online presence in several spaces that we are advertising in."

Christy Xuan - Owner/Managing Director of Lumiere Beauty Clinic

M Email:

Phone:

VIDEOS AND EBOOKS

⊘ VIDEO

THREE WAYS TO GROW YOUR MEDICAL PRACTICE IN A SCALABLE WAY: https://onlinemarketingfordoctors.com/3-ways-to-grow-your-practice

HOW TO WIN DURING TOUGH TIMES AS PRACTICE OWNERS: https://onlinemarketingfordoctors.com/win-during-tough-times

6 EFFECTIVE WAYS TO LEAVE YOUR COMPETITION IN THE DUST: https://onlinemarketingfordoctors.com/leave-your-competition-in-the-dust

THE NUMBER 1 ABILITY YOU NEED TO GROW YOUR PRACTICE: https://onlinemarketingfordoctors.com/number-1-abili-ty-you-need-to-grow-practice

EBOOK

FULLY BOOKED

TOP Marketing Secrets REVEALED to DOMINATE & OWN Your Cosmetic Surgery Market

https://queenofcosmeticmarketing.com/free-book

7 FIGURE SAMURAI SWORD SALES GUIDE FOR CLINICS https://onlinemarketingfordoctors.com/samurai-sales-guide

THE 15 SECRETS TO DOUBLING REFERRALS TO YOUR PRACTICE https://onlinemarketingfordoctors.com/increase-doctor-referral-ebook

THE ONE HOUR MARKETING PLAN That Will Generate High-value Patients For Your Practice

https://onlinemarketingfordoctors.com/one-hour-marketing-plan/