

PRACTICE PROFILE – VIP Health Ltd

YOU NEED A GAME PLAN!

Our practice model helps you to create the practice of your dreams, by:

- **Building and leading you and your high-performance team**
- **Using systems to gain and retain clients**
- **Providing a mentoring program that gives you core frameworks across critical practice areas to build rapid growth and revenue**
- **Step-by-step strategies to implement for your practice**



How do we do that? Through our team's goals.

1. *Membership Model*

Our aim for our wellness model is to become the number one 'go-to' for customers, choosing this model of chiropractic ensures our clients experience personalised care and refer others to join our programs.

2. *Maintain exceptional customer experience at 99%*

Our clients are so important to our business and growth, as for that reason we ensure that our metrics meet the needs of our clients, providing exceptional and personalised chiropractic care, making sure our clients are extremely satisfied

3. *Stay and refer at 70%*

For our clients to receive the planned care, ensure that their wellness and health need are met we not only take them through personally designed care plans, but continue with use onto maintenance programs for their lifetime, seeing the value of improved health for themselves and their loved ones. Because of this, we aim to reach at least 70% of our referrals from existing happy clients.

This is where you come in!

Starting as a junior partner, our model of business allows for you to not only develop as a practitioner, build confidence and develop your communication skills, we provide mentorship that helps you create the practice you can be proud of. What we are looking for:

- A team player, willing to put the effort into your practice
- You will have tenacity and resilience to grow through the good and not so good times
- Willingness to learn and grow, with passion and compassion for fellow team members
- Be coachable, mentorship is not always a straightforward journey
- Willing to provide an exceptional customer experience
- Be willing to track and meeting your aims for your practice and our business growth
- Develop your own aims and goals for your practice, your financial and personal goals, and let us help you get there.

If this sounds like you, then find me at the Mix & Mingle. We'd love to get to know you too!

Dr Wendy Russell

Chiropractor, Co-founder & Director

VIP Health Ltd

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