This DC made nearly $800,000.00 in 1980

- Grossed '786,000. 1980 practice
- Averaged 95 new patients per month in 1980
- 3000 patients visits per month (725-769 per wk.) 1980
- 95% practice—Insurance, Personal Injury, Workmen's Comp.
- Actively operating 2 practices 100 miles apart
- Testified in court over 90 times
- Patient received as high as $175,000 award for back injury
- Actively working with over 50 attorneys
- Doing 20-30 depositions per month
- Involved in real estate development, shopping centers, commercial apartments, and subdivisions
- Due to proper income tax planning has paid no income tax for 7 consecutive years

Dr. Ron Halstead
Granite City, IL

The Halstead Practice Management Course

NOW you can "double" or even "triple" your DC earnings for less than $250

Both Volumes 14 Tapes Only $249.00
Save $100.30
$24.95 INDV. TAPES

- $129.00 PER VOLUME
- FREE BINDER OVER 300 PAGES
- FREE WORK SHEET, EXAM FORM, NARRATIVE MULTIPLE CHOICE FORMS.

Your 14 keys to Greater Earnings

VOL. I

1.) Consultation — Why you must give importance to every consultation. (You will be highly motivated for every consultation after listening to this tape.) New and different questions to ask the patient. The patient will love you after the consultation.

2.) Examination — Complete neurological and orthopaedic examination. You can do in fifteen minutes complete, forms to follow.

3.) Report of Finding — Complete outline what to say to motivate patient, to get patient to refer immediately and to relate reasons for complete care—100% effective.

4.) Case Study — A form no one else is using will increase your practice efficiency and income 300% the first month. It automatically tells you when to re-Kay re-examining, etc. (Exhausted.

5.) Continuing Visit Communication — What to say to the patient on each visit. (Exhausted.

6.) Master Diagnosis Sheet — Insurance reporting made easy. Just put down a number off of master sheet and insurance diagnosis is done and can be written up by your secretary. (Will save you 10 hours a week)

7.) Business Side of Practice — Forms, records, goals—a must. Know what your practice is doing and more important where it is headed. New patients, patient visits, amount per visit, amount per patient form and how to use them. A weekly and monthly review of your practice.

VOL. II

8.) Narrative Report — Made easy. A multiple choice form and how to use it. Write a complete concise report in 15 minutes.

9.) Self Motivation — Light a fire under your practice. Learn the secret of self motivation and how to do personal enthusiasm.

10.) Patient Payment Procedures and Collections — How to have the patient pay and still collect 100%. A new program that will increase patient visits, new patients and at the same time increase collections. Multiple fee schedule.

11.) Pre-Report Tape — Patient will keep all appointments after listening to this tape played prior to your report of finding to the patient. (Must in every practice)

12.) Associate Doctor — How, when, where to hire. How to pay, Contracts to sign. Do you really need another doctor? How to determine if and when you do. Sample forms of control and pay schedule.


14.) Actual Transcript of deposition and copy of questions attorneys ask and doctor's answers.

MAIL THIS NO-RISK ORDER FORM NOW

Mail to: Dr. Ron Halstead,
P.O. Box 246, Granite City, IL 62040

☐ Both Volumes of Tapes 1-14 Save $100.30 total $249.00
☐ VOL. I Tapes 1 thru 7 savings of $45.65 total $129.00
☐ VOL. II Tapes 8 thru 14 savings of $45.65 total $129.00
☐ I want _______ tapes @ $24.95 each. Total

SPECIFY TAPE NUMBERS
1-2-3-4-5-6-7-8-9-10-11-12-13-14
Add $2 for shipping and handling

Just study at home these 14 proven ways to increase your practice efficiently, increase patient visits, more new patients and more income.

YOUR DOUBLE GUARANTEE
1. You may return all material within the first 30 days if you are not completely satisfied for a complete refund.
2. You can use all material for an entire year in your practice. If you have not had a substantial increase in Revenue and Patients you may still return for a complete refund.

CALL TODAY
1-618-452-3090
Dr. Ron Halstead, D.C.
Halstead Chiropractic Clinic
317E Crossroads Plaza
P.O. Box 246
Granite City, IL 62040

Mail to: Dr. Ron Halstead,
P.O. Box 246, Granite City, IL 62040

☐ VISA ☐ MasterCard ☐ American Express ☐ Check ☐ Money Order
Card No. Exp. Date

Phone

Prices effective
July 1, 1981

Your Name
Address

Add $2 for shipping and handling