

Building Relationships with Physicians

With Stephen C. Tweed, CSP, and M. Tray Dunaway, MD, FACS, CSP

What Home Care Marketers Need to Know to Connect with Your #2 Referral Source

Four one-hour audio learning programs on home care sales and marketing
From Leading Home Care ... a Tweed Jeffries company



Grow your business, by learning to effectively connect with physicians. Research shows that the number one source of home health referrals is hospitals, and #2 is physicians.

In this interactive audio learning program, you will hear Stephen Tweed and Dr. Dunaway discuss specific techniques you can use to grow your business. Each CD gives you 60 minutes of valuable information, followed by a question and answer period with Dr. Dunaway.

You will receive a web link to download a participant learning guide, a discussion leader's guide, and CEU forms for each program.



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