

If you are looking for clients for life, Maximize Your Referral Factor is the book for you! Not only is this book a blueprint of strategies for exploding referrals in your private practice, it is also the confidence-builder and motivational push needed to implement in a big way! In this book, you will discover how to: • Become the Most Referable You • Achieve Instant Relationships with Every Patient • Find Boundless Confidence in Your Practice • Accelerate the Making of a Lifelong Customer • Build Limitless Loyalty • Find and Keep the Best Patients for Life And Discover the #1 absolute, most important question you must ask every patient to see your referrals sky-rocket! Dr. Shannon Burke shows step-by-step examples of how medical professionals of all disciplines can grow their practices quickly and ethically with these proven strategies. What others are saying about Maximize Your Referral Factor: Maximize Your Referral Factor is the go-to guide for any service provider seeking clients for life. Dr. Shannon is living proof that these strategies work as she lives them every day in her full and referral-packed practice. She teaches her clients how to do the same and now shares with all of us these sought-after secrets. This book is a treasure house of golden nuggets guaranteed to grow your business! Kelly Epperson, author/speaker/coach [www.kellyepperson.com](http://www.kellyepperson.com) The model for creating clients for life is an intelligent, strategic, and practical system that your practice must integrate and if you don't, they just might end up patients of Dr. Shannon. As both one of Shannon's patients and a healthcare marketing professional, I have had the pleasure to experience the power of this program. I keep seeing Dr. Shannon because I feel acknowledged, affirmed, heard and, importantly, in better health than ever. -Randy Seffren, CEO, MedEd Architects If you are looking for clients for life, Maximize Your Referral Factor is for you! Dr. Shannon shares the most effective referral systems to growing a successful service business. -Sarah Victory, President and CEO, The Victory Company Not only is Maximize Your Referral Factor a blueprint of strategies for exploding your referrals, it is also the motivational push and confidence-builder I need to implement, implement, implement! • " Dr. Jackie Lausen Springfield, IL Dr. Shannon's Maximize Your Referral Factor will not only improve your practice, it will improve your daily life. Having good clinical skills as a doctor is not enough to build patient referrals. You need to inspire your patients in order for them to sing your praises. Dr. Shannon will show you how to inspire yourself, your staff, and, most importantly, your patients. " Dr. Hovig Vartanian, Park Ridge, IL

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## Referral Factor: A Chiropractor's Proven Strategies to Limitless Referrals.

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