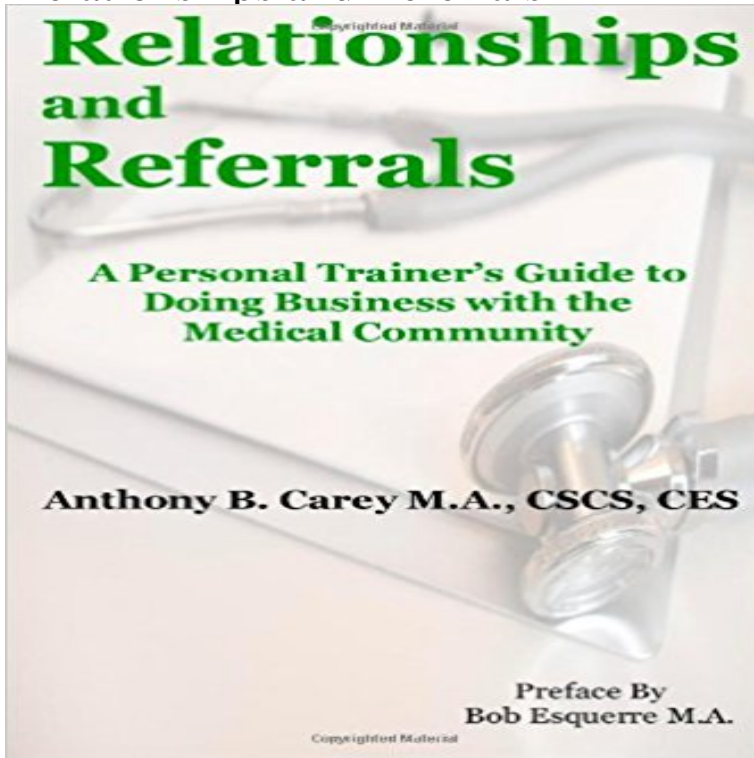


# Relationships and Referrals



There is a tremendous need for fitness professionals to be prepared for the ever expanding market of post rehabilitation and medical exercise. This book provides the road-map you need to work in cooperation with the medical community. If you want to work with the lucrative, special populations market, knowing how to approach potential medical referrals and understanding their needs is a key component to your success. In this book, Anthony Carey shares more than 15 years of experience working hand-in-hand with medical professionals. Youll learn

- \*strategies to develop long-term, trusted relationships with key medical professionals
- \*how you can help medical professionals feel confident when referring to you
- \*how to position yourself as an extension of their services
- \*how to open the doors to another level of business that is barely being accessed right nowbut desperately needs you!

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