

PLAN 1: “Wringing More Growth and Profit Out of Your Practice”

6-9 Months

This plan is dynamic and has one objective – identify the issues you want to solve and then utilizing our proven coaching process, put them behind you! In addition to utilizing specific video coursework from Richard’s online university, we will walk step-by-step with you and your team through the execution of appropriate and effective solutions. Your one-hour discovery call with Richard Weylman and your personal coach determines the length of the plan (typically 6-9 months). It is based upon the initial marketing, service, and/or practice management topics revealed.

- A.** After your initial discovery call with Richard Weylman, we will recommend and agree on the length of time we will partner with you.
- B.** We then will send every member of your team a pre-coaching questionnaire to capture detailed insight into your practice. This is followed by a 1-hour strategy call with you, your entire support team and Richard with your Certified Marketing Coach. This strategy call will further clarify root causes and appropriate solutions as well as educational courses to use on The Weylman Center for Excellence in Practice Management™. You will also be introduced to the effective use of 90-day planning for issue resolution and brilliant execution.
- C.** After this initial strategy call, Richard Weylman and your personal coach will interface with you on the following schedule:
 - 1. Every other week for the entire term of your coaching, your coach will schedule a 1-hour call with you and your team to discuss tactics for effective execution of the agreed upon collaborative strategies. Richard will personally confer with your coach on the outcome of these calls.
 - 2. Further, every other month you will have an additional strategy call with Richard to advance your progress and process.
 - 3. In addition, Richard and your personal coach will review and give a detailed response to each of your 90-Day Plans. This is all in addition to the access you and your staff will have to the Weylman Center coursework we determine you need and assign.

Note: We require all staff to participate in our coaching plans as the success of your practice is an integrated process amongst all individuals.

Fees are dependant on term and are all inclusive.

6 months \$9,800 (due in full with executed agreement)

9 months \$13,500 (\$6,750 due with contract, \$6,750 due 6 weeks after)

[Please complete an INQUIRY Form to discuss your Coaching Requirements.](#)