



introverted visionary

TOP 10

BEST PLACES

TO SPEAK & GET PATIENTS

QUICKSTART GUIDE



Top 10 Best Places to Speak and Get Clients Easily Quickstart Guide

- **Associations/Organizations where potential clients are:**

- Associations with disease-specific purposes (*ie, American Heart Association*)
- Mom networks (*ie, Holistic Moms Network*)
- Women business owners (*ie, National Association of Women Business Owners*)
- Spiritual groups (*ie, your own church/spiritual center*)



Women tend to use significantly more services and spend more health care dollars than men

- **Meetup Groups** – www.meetup.com

(ie, "Holistic Health Meetup", "Type II Diabetes Meetup")

- **Support Groups**

(ie, Infertility support group)

- **Other holistic practitioners' offices:**

- Chiropractors
- Acupuncturists
- Naturopaths
- Integrative Medicine Clinics
- Yoga Studio



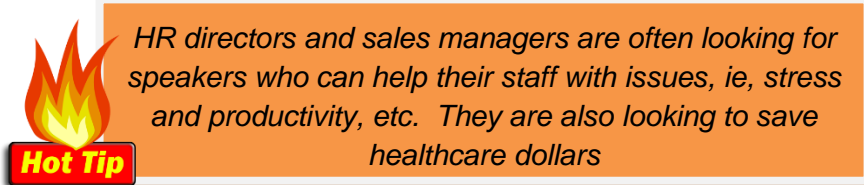
Look for bigger practices

- **Other health practitioners' offices:**

- MDs, DOs, Nurse Practitioners, PAs
- Psychiatrists/psychologists
- Clinics (*ie, primary care*)
- Hospitals
- Integrative pharmacies (*ie, Pharmaca*)
- Physical therapists



- **Associations/Organizations where potential referrers are:**
 - Where your colleagues in another holistic/health field may belong to: (ie, American Holistic Nurses Association)
 - Sport Coaches Association/Player Association
 - Where association executives (ie, President) belong: (ie, American Society of Association Executives www.asaenet.org)
- **Conferences**
 - Other holistic practitioner conferences (especially in your geographic area)
 - Integrative Medicine conferences
ie, Integrative Oncology conference
 - Functional medicine conferences
 - Continuing education conferences (ie, acupuncture, chiropractic, naturopathic, nutrition, etc)
 - National Strength and Conditioning Association
 - Disease-specific conferences (geared towards practitioners and/or patients)
(ie, Annual Autism Society National Conference & Exposition)
- **Events**
 - Attend an event (ie, charity event) in a wealthy community
- ask participants for suggestions on where to speak
- **Corporations**
 - Local corporations (especially where you have a contact who works there)
 - Organizations where HR people belong to:
ie, Society for Human Resource Management www.shrm.org



10. Schools/Universities

- Speaking in front of students:
National Association of Campus Activities www.naca.org
-Student activity coordinators

Southeastern Panhellenic Association www.sepconline.net
-ie, 1400 women booking speakers for several hundred schools
- Speaking in front of health care decision-makers:
American College Health Association www.acha.org

-Student health personnel

National Association of Advisors for the Health Professionals www.naahp.org

-Advisors of health professions (allopathic, osteopathic, chiropractic, etc)

Other templates from the 6-Figure Speaking System for Introverts:

STEP 1: Create a Compelling Offer

- 3-point criteria for deciding what to offer
- How to describe your offer in a compelling way
- Designing your leveraged offer – stop trading time for money
- What to include in a package or group program

STEP 2: Get Booked Formula

- Before Getting Booked- Your Checklist
- Read Your Ideal Clients Mind template
- Creating an Eye-Catching Talk Title
- Where to Get Booked—Determining Your Hot List
- “Get Your Foot in the Door” Templates & Scripts
- Get Speaking Engagements (and Clients Easily) –The Plan
- 6-Figure Speaking Income Plan
- Speaker One-Sheet
- Speaking Engagement Evaluator

STEP 3: Creating Your Signature Talk that Converts

- Your Signature Talk Flow—a simple and fun process for designing the overall flow of a talk that converts
- Designing Your No-Brainer Offer
- Designing Your 5-Star Signature Treatment Plan/Packages that People Will Pay For
- Designing an Engaging Introduction Template
- Your Signature Talk: The Close and Making a Free Offer
- What to Bring to Your Talk to Increase Conversions Checklist & Templates
- 5 Key Elements to a High-Converting Close, Every Time

Next step tip:

After you get booked, the key to getting clients/patients is to have a talk that inspires bookings without being salesy. Our clients convert between 40-60%+. What are your conversions? What would it do for your practice and income if you could double or even triple your conversions?

Want a “6-Figure Speaking Breakthrough” Strategy session? Apply now:

<https://www.surveymonkey.com/s/HWSD5JR>

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STEP 2: Get booked 6-Figure Speaking System for Introverts

