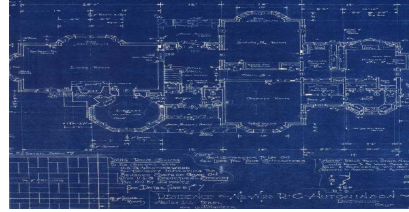


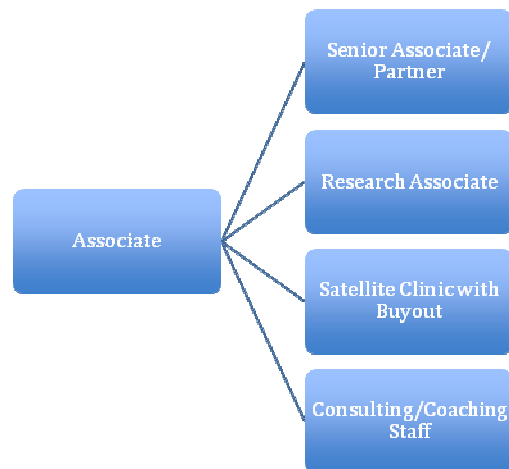
# Blueprint For Success

SuccessInChiropractic.com



Everyone wants to be a hero, famous, or successful. Maybe all three. OK. The problem is that only a few reach the top of their professional or personal calling. I am looking for those that want to be in the top five percent (TOP 5%). Maybe that's you. All we want to do is form a team that can change the world – make a difference, an impact.

If you are interested in playing this game with us – I have outlined below the initial steps that need to be taken – and then some of the long term possibilities.



The first step is to become an Associate. It is from this position that you can move onward to take on a role with more responsibility and ownership in the organization – or you may choose to open a satellite clinic and buy that out in two to three years.

## am·bi·tion [am-**bish-uhn**]-*noun*

1. an earnest desire for some type of achievement or distinction, as power, honor, fame, or wealth, and the willingness to strive for its attainment

### **Synonyms:**

**1.** aspiration, yearning, longing. **2.** goal, aim. **3.** drive, force.

I consider ambition a good thing – do you have it?

## Step to Success

- ◆ **Step One** – E-mail a cover letter and resume to Dr. Lenarz at [michaellenarz@mac.com](mailto:michaellenarz@mac.com).
- ◆ **Step Two** – Dr. Lenarz or his assistant will call you and arrange for a preliminary interview over the phone.
- ◆ **Step Three** – If there appears to be an interest from both parties, a second interview will be arranged face to face. This will include observation by the prospect at one of the clinics, a face-to-face interview and additional assessments and testing by Dr. Lenarz and/or his assistant.
- ◆ **Step Four** – If you are hired by Dr. Lenarz, a starting date will be established and now the serious work begins. Prepare to work as hard or harder than you ever have in your life.
- ◆ **Step Five** – Before you can begin to see your own patients in the training clinic, you must complete a 90 – 120 day intensive training boot camp, which includes a checklist of scripts, responsibilities, and clinical and marketing activities to be completed.
- ◆ **Step Six** – After completing the checklist you begin to see your own patients in the clinic, the next goal is to reach a consistent volume of 150 PV per week.
- ◆ **Step Seven and Beyond** – Once you have achieved Step Six you can have the choice of applying for the next possibility. This may include opening a satellite clinic. You could choose to continue to build your practice and apply to become a coach in The Chiropractic Way Consulting firm, or to join with the team at the Research Clinic.  
**Long-term Associates may be invited to become partners.**

There you have it. A brief blueprint of the possibilities that exist with SuccessInChiropractic.com. Upper Cervical Chiropractic Career paths. For those with ambition and drive that want to be part of a team that is making a difference in the world. Do you want to be part of the team? Do you qualify? Let's see what you've got.