**BaleDoneen Method Academy**

**COURSE #1**

**Course 1 Outline - “How To” Implement the BaleDoneen Method**

Fundamental Success Principles

1. How do your beliefs promote or hinder your success?
2. What does success mean for you and your team?
3. What’s been holding you back?

Patient / Provider Research

New Patient Inquiries

1. How do I build a relationship on the first call?
2. How do I discover patient values?
3. How do I enroll the patient for a first appointment?

BDM Implementation Steps

1. How do I begin to implement the BaleDoneen Method?
2. What labs should I order?
3. What treatment should be considered based on the results?
4. How do I utilize the BaleDoneen Implementation Guide?

New Patient Interview

1. How much information should I provide?
2. How do I determine what the patient is willing to do?
3. How do I offer treatment ot motivate the patient?