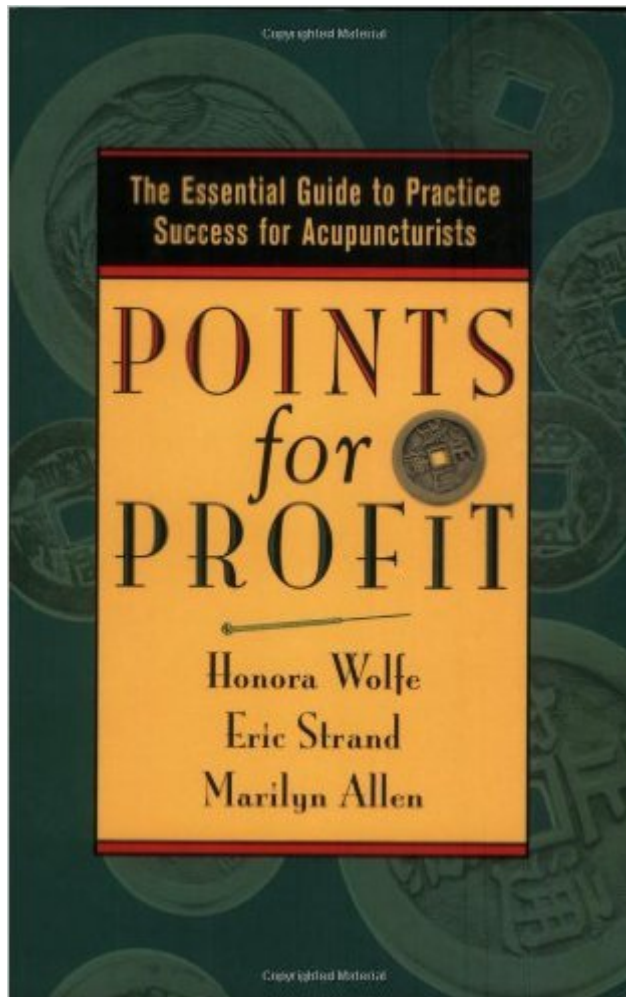


The book was found

Points For Profit: The Essential Guide To Practice Success For Acupuncturists



Synopsis

If you are starting a practice for the first time or your existing practice needs a kick-start, this is the book/website package you need. It covers everything you need to know about the business of practicing acupuncture and Chinese medicine. Used by over 25 schools as a required text. The companion website alone is worth the price. This book and website include: * Advice and stories from real practitioners all over North America * Scores of pages of down-loadable forms, letters, work-sheets, and templates on the website so you don't have to invent them yourself * Condensed "points to ponder" at the end of each chapter * Hundreds of resources, websites, and tips to make your professional life easy * Many effective marketing ideas

Book Information

Paperback: 412 pages

Publisher: Blue Poppy Press; 3rd edition (February 1, 2004)

Language: English

ISBN-10: 189184525X

ISBN-13: 978-1891845253

Product Dimensions: 6 x 1.1 x 9 inches

Shipping Weight: 1.5 pounds

Average Customer Review: 4.0 out of 5 stars [See all reviews](#) (14 customer reviews)

Best Sellers Rank: #149,695 in Books (See Top 100 in Books) #12 in [Books > Textbooks > Medicine & Health Sciences > Alternative Medicine > Acupuncture](#) #99 in [Books > Health, Fitness & Dieting > Alternative Medicine > Acupuncture & Acupressure](#) #12563 in [Books > Medical Books](#)

Customer Reviews

From Acupuncture Today, July, 2004, Volume 05, Issue 07 By Gregg St. Clair, LAc Most of us practicing acupuncture and Oriental medicine are excited about what we do. Helping others, performing acupuncture, using herbs, working with the mind, body and spirit, and giving hope are some of the reasons we get into the profession. Unfortunately, we are not always the greatest bunch when it comes to what goes along with all of these - running a business. In fact, many choose Oriental medicine as a change in careers to get away from the business world. Once we start, we are eager to begin practicing all we've learned, not to waste energy worrying about which font to use for our first ad. The truth is, no patients in the waiting room means just that - no patients in the treatment room. Promoting ourselves and what we do is an inescapable part of our career. For me,

building a practice and uncovering some new opportunity has unexpectedly become almost as exciting as a successful breakthrough with a difficult case. But even with a whole class on practice management and some seminars, I still felt as if I was making it all up as I went along. The recently published *Points for Profit* helps remedy that. It is the first book of its kind to create such a complete picture of running a practice. I was lucky enough to study practice management with one of the authors, Marilyn Allen. Many of the ideas in the book were touched on in class. I took notes, there were handouts and I felt ready, but quite honestly, once I got out into practice, it was all rather vague. To see all of these concepts down in writing to use at my leisure over and over again made them all very concrete.

[Download to continue reading...](#)

Points for Profit: The Essential Guide to Practice Success for Acupuncturists *Color Atlas of Acupuncture: Body Points, Ear Points, Trigger Points (Complementary Medicine (Thieme Paperback))* *Gardening For Entrepreneurs: Gardening Techniques For High Yield, High Profit Crops (Farming For Profit, Gardening For Profit, High Yield Gardening)* *Needling Techniques for Acupuncturists: Basic Principles and Techniques [With DVD ROM]* *The Social Profit Handbook: The Essential Guide to Setting Goals, Assessing Outcomes, and Achieving Success for Mission-Driven Organizations* *Wiley Not-for-Profit GAAP 2014: Interpretation and Application of Generally Accepted Accounting Principles (Wiley Not-For-Profit GAAP: Interpretation ... of Generally Accepted Accounting Principles)* *Profit Maximization: 5 Unique Ways to Increase Your Revenue, Decrease Your Costs, and Maximize Your Profit in 30 Days or Less!* *Starting a Medical Practice: The Physician's Handbook for Successful Practice Start-Up (Practice Success! Series)* *Money: Saving Money: Success: Get More Money & Success In Your Life Now!: 3 in 1 Box Set: Money Making Strategies, Saving Money Strategies & World's Best ... Tips for Personal Finance & Life Success)* *Opening a Boutique Guide: A Simple Guide to Boutique Success Part II (How to Open a Boutique: The Simple Guide to Boutique Success Volume 2)* *Acupressure's Potent Points: A Guide to Self-Care for Common Ailments* *Technical Analysis Explained, Fifth Edition: The Successful Investor's Guide to Spotting Investment Trends and Turning Points* *Technical Analysis Explained : The Successful Investor's Guide to Spotting Investment Trends and Turning Points* *Essential Case Studies In Public Health: Putting Public Health into Practice (Essential Public Health)* *Actionable Gamification - Beyond Points, Badges, and Leaderboards* *The Acupuncture Points Functions Colouring Book* *Five Points: The 19th-Century New York City Neighborhood That Invented Tap Dance, Stole Elections, and Became the World's Most Notorious Slum* *Samuel Slater's Mill and the Industrial Revolution (Turning Points in American History)* *Little Rock Nine (Turning Points)*

Darwinism Under The Microscope: How recent scientific evidence points to divine design

[Dmca](#)