

Put Our Experience to Work For You

What Staff Positions Must You Fill to Grow Your Therapy Practice

By Thomas and Ameer Lecoq

Just starting out? Working out how to get therapy up and running in a managed care situation? Looking to double or triple your present VT load, or wondering how to start a therapy-only office while working in a busy commercial location?

Every doctor's situation is unique, yet the doctors we work with all share one thing in common. They want to build something closer to their ideal practice.

One thing we find every doctor needs, regardless of their situation, is a clear picture of their staffing needs. What unique positions are required to make a vision therapy practice thrive? (*Obtain a detailed "Staff Roles" guide at [idealvt.com](http://www.idealvt.com)*)

Our guide covers the duties and qualities of all four assistants needed in a large practice, but for someone just starting out, not all four are required.

First and foremost, a practice needs a Vision Therapy Administrator if it is to grow without the doctor having to commit every waking hour to the operation. The key VTA task is to prepare and bring the parent or adult patient through the intake and enrollment process.

In a startup, the VTA covers multiple positions at first, including 10 hours of therapy per week. As the practice grows...

Continued at www.idealvt.com



Lecoq Practice Development

You don't have to do it all alone!

- Dramatically increase therapy enrollments
- Develop an inspired, proactive and supportive staff
- Free up time for family and other interests
- 100% return on investment, usually in 4-8 weeks
- Extended phone support for implementation
- Systematic, yet always individualized for you
- Complete training, materials and software included

**Arrange a free initial phone consultation
with Thomas Lecoq to discuss your situation
Call (877) 203-9100**

*Visit www.idealvt.com for details and to download
our "Staff Roles" and other free practice forms.*

Multiple Financing Options Available

More Patients Breakthrough Course

**November 13, 14, 15, 2009
Fort Lauderdale, FL
Register at www.idealvt.com**

A 3 day workshop teaches how to generate patients through community outreach. Learn to speak powerfully to parents, educators, professionals and rehab specialists. Scripts, demonstrations, handouts, PR materials plus coaching so you can apply it immediately.

In-Office Consultation and Training

Get details at www.idealvt.com

Making VT Thrive requires a systematic approach to making sure that every communication, inside and outside the practice, occurs powerfully and without fail. Over 28 years, we've developed an exquisite system and training to get every staff member enthusiastically engaged in making vision therapy thrive, in any practice setting

Therapist Training in Your Office

**On Your Schedule,
Using Your Equipment,
Reflecting Your Philosophy**

Growth requires developing new therapists. Our Lyna Dyson, 2008 COVT of the year, gets new therapists up to speed quickly with personal instruction. Save travel cost and prolonged office disruption. Perfect for new VT doctors as well