

STAGE 1: TRAINING & EDUCATION

STAGE 1 Focus on preparing a strong foundation for success.

- I. TRAINING YOUR STAFF
- II. DETERMINING FEES & PAYMENT OPTIONS
- III. ESTABLISHING FINANCIAL OBJECTIVES
- IV. DEFINING “FIT” AND “PRESENTATION” GOALS

Activity Check List: STAGE 1

- Date Assigned for Training: Allocate 60 Minutes
- Preparation: Document Reasons for Integrating Paragon CRT into Your Practice
- Preparation: Determine Fitting Fees and Payment Policy
- Preparation: Assign Staff Member to Present Paragon CRT Educational Material
- Preparation: Assign Staff Member to Prepare Training Handouts/Set up AV
- Preparation: Assign Staff Member to Prepare “Frequently Asked Questions” Handout
- Preparation: Assign Doctor to Prepare “Candidacy” Discussion/Handout
- Establish Revenue Goals
- Establish “Fit & Presentation” Goals