



GO WELLNESS



THE ACUPUNCTURE BLUEPRINT COURSE OUTLINE

MODULE 1- COURSE INTRODUCTION

Our Mission & Purpose
Introduction to Navigating your Resources
Introduction to your Instructors and Coaches

MODULE 2- PROGRAMS

The Acupuncture BP 3-4-5 Method
Program Building & Costs
Acupuncture-Based Programs
Program Design Tool

MODULE 3 - SALES & ENROLLMENTS

Authentic Persuasion Doc
The 2-Day ROF
Mindset Mastery
ROF Tool in action
Financing Options
Negotiation Mastery

MODULE 4 - OFFICE SYSTEMS

The Primary Script
Scheduling systems and the 10/10/10 Method
Running + Systematizing Enrollments
Bonus: Forms, Documents, etc



MODULE 5- BUILDING A TEAM

Team-Building Worksheet
How to Run a Team Meeting
Applied Empathy: Managing vs. Leadership

MODULE 6- MARKETING

How to Budget
Content Creation
Storytelling (Who do you want to attract?)
Ideal Marketing Processes
Re-Activation Campaigns
Bonus Marketing Education by RED

MODULE 7 - FUTURE PACING

The Future of your Acupuncture Practice
Problem solving
Action Accelerator
Goal Setting

MODULE 8 - IMPLEMENTATION

How to Medically Integrate
Labs - Who we use and Why
Labs - Intro to Reading Labs + Intro to
Endocrinology & Metabolic Diseases Support
Peptides in Practice
Preferred vendors

BONUS CONTENT

Acu BP 1.0 - Archives

- Structural Alignment Training Videos
- Past Acupuncture BP Webinar Recordings