

Part Three - Developing Your Dream Team – Hiring , Firing and Retaining Health Professionals (2 hours)

In this 2 hour session Paul will share with you:

- The top 20 staff and hiring mistakes and how to avoid them
- Where to find the right staff for your clinic
- How you are wasting 90% of your recruitment time
- The key interview questions you MUST ask
- The one thing that determines the wages and conditions that you offer employees
- Team performance indicators you must know
- Wage and bonus options in health care
- The 5 “D’s” of partnership and how not knowing them can ruin you

Paul Wright B.App.Sc (Physio), Dip.Ed.(P.E.) Adv. Dip. (Business Management)

Since graduating as a Physiotherapist in 1990 Paul has opened 10 clinics, closed 4, been locked out of one and licensed 3 others – in the process he has lectured to more than ten thousand health professionals in many countries, has won awards as a presenter and author, and developed multiple DVD education programs sold around the world. Paul currently owns 3 Get Active Physiotherapy clinics, spends more time at home than his wife prefers, never misses a school concert or function and no longer lives in the same city as 2 of his clinics.

Other DVDs with Paul Wright can be previewed and purchased at:
www.getactivephysio.com.au

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**THE MILLION DOLLAR
HEALTH PROFESSIONAL**

presents
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and Retaining Health Professionals

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