

| Specialist Approaches | Clinical Practice | Business |
|---|--|---|
| <p>Manual 4 – Supported by DVD-ROM</p> <ul style="list-style-type: none"> • Musculoskeletal System • Skin Care (Integumentary system) • Reproductive System, Pregnancy & Conceptual Care | <p>DVD 4 - Clinical Studies</p> <ul style="list-style-type: none"> • Full Consultation and Nutritional Assessment Questionnaire <p>Weekend 4 Live Workshop</p> <ul style="list-style-type: none"> • Clinical practice consultation work as an individual without group observation. Presentation workshop and diabetes group project. | <p>CD 4 - Successful Private Practice</p> <ul style="list-style-type: none"> • Developing a Strategy <ul style="list-style-type: none"> o Five factors that determine your ideal strategy. • Marketing Ideas Part 1 <ul style="list-style-type: none"> o Advertising, personal promotional material, personal referrals, professional referrals. |
| <p>Manual 5 – Supported by DVD-ROM</p> <ul style="list-style-type: none"> • Nutrition for Children • Weight Management • Performance Nutrition • Dietary Models • Therapeutic Use of Nutrients • Food Safety | <p>DVD 5 – Clinical Practice</p> <ul style="list-style-type: none"> • Full Consultation and Nutritional Assessment Questionnaire <p>Weekend 5 Live Workshop</p> <p>Clinical practice consultation work dealing with a variety of client types and more complex cases. Preparation for a self selected client, to be observed via web cam before weekend 6.</p> | <p>CD 5 – Successful Private Practice</p> <ul style="list-style-type: none"> • Marketing Ideas Part 2 <ul style="list-style-type: none"> o Group contacts, public promotion, workplace environment, business referral schemes, media coverage, the internet. • Magical Words <ul style="list-style-type: none"> o What to say in your written material. Differentiating product and brand. |
| <p>Manual 6 – Supported by DVD-ROM</p> <ul style="list-style-type: none"> • Mental Health Care • Cancer Care • Business Setup • Practice Management • NT Marketing & Sales | <p>DVD 3 – Clinical Practice</p> <ul style="list-style-type: none"> • Full Consultation and Nutritional Assessment Questionnaire <p>Weekend 3 Live Workshop</p> <ul style="list-style-type: none"> • Clinical practice; final consultation with 30 minutes preparation time and an external client • On site open book assessments for Cancer and Mental Health Modules | <p>CD 6 – Successful Private Practice</p> <ul style="list-style-type: none"> • Lowering the Drawbridge <ul style="list-style-type: none"> o Effective personal communication – asking the right questions, providing the right answers. • Beyond the Clouds <ul style="list-style-type: none"> o The practice is a reflection of you. Uplifting and limiting beliefs. <p>CD 6 – Successful Private Practice</p> <ul style="list-style-type: none"> • Internet Update Summary <ul style="list-style-type: none"> o How a well optimised website can be a goldmine and what you can expect to achieve. |