



Two for one: Thomas and Ameer Lecoq share 45 years of helping VT ODs get started or expand their practices. Co leaders of the course, PLUS available to discuss the details of your plan to start or expand Vision Therapy..

**Why do some Vision Therapy practices thrive while others languish? What is it that makes the difference?**

**Great VT practices operate with a system of actions and communications so that patients arrive CERTAIN the problem is vision, and that you have the solution.**

# Essentials for VT Success **+PLUS**

*Join us for this exceptional course*

**Develop Your Own Plan  
Receive Personal Coaching**

**Eliminate Years of Costly  
Trial and Error**

**Succeed Without Hard Sell**

**How to Start/Expand VT**

**A Practice Structure that Works**

**Financial Information You Need**

**March 23-25, 2018**

**Ontario, California**

*To register,*

Contact Ameer Lecoq (760) 686-4648

Or fax form on back to (760) 262-3172

Lecoq Practice Development has enabled scores of doctors to help tens of thousands of patients, enjoy the freedom that comes with a staff run practice, and increase revenue. Our **Essentials for VT Success** course presents the overview of our system of actions and communications which makes that happen.

For any OD considering starting or expanding VT, that course alone has produced outstanding results. You'll get details, coaching, learn to make the first phone contact powerful. Dramatically increase your VT enrollment conversion rate. What staffing do you need? How to compute charges, and eliminate insurance issues. All these fundamental issues are covered.

You'll get the forms, documentation, even videos to back you up as you implement this step-by-step-by-step system.

**PLUS** An extra day where we'll cover how to turn your initial evaluation into a communication that has parents and adult patients know the problem is vision and that they must enroll in VT to resolve it. We'll provide the clinical backup and exactly what to say.

**PLUS** A special section on exactly how to carry out the implementation process and put the system in place! Most courses leave it to you to work this out, so you might do a few bits and pieces, but not the full system.

Join us for this great course. Bring key staff or a spouse so they know what you want to happen. Make this the course that transforms your entire professional life, as well as the lives of thousands of VT



**To Register:**  
**Fax Form to (760) 262-3172**  
**Or enroll by phone: (760) 686-4648**

**Essentials for VT Success PLUS**  
**Hosted by Stuart M. Mann, O.D., M.A., FCOVD**

**March 23-25, 2018**

**9am-6pm Friday, Saturday, 9am-2pm Sunday**

**Location:**

**Simpson and Mann Optometry**  
**1131 W. Sixth Street, Suite 150**  
**Ontario, California 91762**

**Early Registration Ends March 1**

	<b>Early Bird Tuition</b>	<b>Standard Tuition</b>	<b>Total</b>
Doctor	\$2125.00	\$2500.00	
2 <sup>nd</sup> Doctor	\$892.50	\$1050.00	
1 <sup>st</sup> Staff	\$637.50	\$750.00	
Add'l Staff	\$255.00	\$300.00	
<b>Total</b>			

**Total Tuition** \_\_\_\_\_

Dr. Name \_\_\_\_\_

Assistants \_\_\_\_\_

\_\_\_\_\_

Name on CC \_\_\_\_\_

CC # \_\_\_\_\_

VISA    MC Exp Date \_\_\_\_/\_\_\_\_

Signature \_\_\_\_\_

Email \_\_\_\_\_

**A detailed questionnaire about your practice will be sent to you upon registration. This is to ensure that your questions and concerns are addressed in the course, often in a coaching format**

A list of nearby hotels will be provided upon request.  
Lunch, Snacks and Beverages are included